Dear Fernanda Estevez,

It’s been two months since we exchanged emails last time. Hope everything goes well with you. Could you please forward this email to your General Manager? It’ll be much appreciated.

距离我们上次邮件已经两个月了。祝您一切都好。请问可以将这封邮件转发给您的总经理吗？非常感谢。

Some respected brands like Toyota, Linde, Hyster, etc., they set up joint-venture plants in China and their products’ main parts are made in China. Markets and Facts prove that forklift made in China is now much better quality than people ever thought. Hangcha, as world ranking No.6 by sales quantity and exportation No.1 in China, is a leading forklift manufacturer here with the best product and service. We are OEM for Nacco, Manitou, Nissan and Okamura transmission, for they trust in Hangcha. While our sales volume in Argentina does not match with our global position. That’s why we try to find a new qualified and long-term relations dealer. Below is Argentine sales data for Q1 2015, (Class1 means electric forklift, Class2+3 means warehouse equipment, Class4+5 means IC forklift)

一些令人尊敬的品牌如丰田，林德，海斯特等等，他们在中国建合资工厂，他们产品的主要零部件也是中国制造。市场和事实证明中国制造的叉车质量现已比人们所曾经认为的要好得多了。杭叉，作为世界销量第六和中国出口第一，是国内的叉车领导品牌，且拥有最好的产品与服务。我们给纳科，曼尼通，尼桑和岗村传动等做代工，因为他们相信杭叉。然后我们在阿根廷的销量与我们在全球地位并不相符。这就是为什么我们尝试寻找一家新的可以长期合作的优质代理商。以下是阿根廷2015年第一季度的销量汇总，（Class1是指电动叉车，class2+3是指仓储车，class4+5是指内燃叉车）

WITS Data (All the units sold to Argentina)

Class1, 100units

Class2+3, 506units

Class4+5, 1055units

CITA Data (Units made in China sold to Argentina)

Class1, 44units

Class2+3, 151units

Class4+5, 658units

You will find CITA/WITS=51%, which means every 2 units sold to Argentina there is 1 unit made in China. In addition, you will also find most of IC forklifts are imported from China. And IC forklift is Hangcha’s most competitive product.

您会发现CITA/WITS等于51%，也就是说每2台卖到阿根廷就有一台是中国制造。另外，您也能看到大多数内燃叉车都是从中国进口。而内燃叉车恰恰是杭叉的最优势产品。

If you are interested in Hangcha, I can send you our company brochure and product catalog. Could you tell me your address?

如果您对杭叉感兴趣，我可以寄给您一些公司介绍和产品目录。您可以告诉我您的地址吗？