CMH's area was Campinas and you know it is a very developed industrial region. If you want to cover this area, Hangcha needs you to provide a more detailed business plan.

CMH的地区为Campinas，你知道那是一个非常发达的工业区。如果你想覆盖该区域，杭叉需要您提供更详细的商业计划。

- investment? How much money do you expect to invest for Hangcha brand, such as inventory order, advertisement, etc.

-投资？你愿意为杭叉品牌投资多少金钱？譬如库存订单，广告，等等。

- development? How do you plan to develop Hangcha brand this year, next year and the near future?

-发展？你打算在今年，明年，短暂的未来如何发展杭叉品牌？

- sales target? How many units forklift and warehouse equipment do you plan to import and sell for each year?

-销售指标？你每年计划进口和销售多少台叉车和仓储车？

- sales coverage? Which area will you sell to and how many units for each area?

-销售覆盖？你会卖到哪些区域，每个区域分别多少台量？

Why Pat recommended you to work with Zenshin this year? Because you don't get the right of import now, you could try some Hangcha forklift from Zenshin if you wish. After you get the right of import, I'd like to sell directly to you. By the way, when will you get the right of import?

为什么PAT推荐你今年和Zenshin合作？因为你目前还没有进口权，如果你愿意的话可以向Zenshin下些试订单。在你得到进口权以后，我会直接与你交易。顺便说下，你什么时候会得到进口权？