

商业英语会话(7) PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/151/2021_2022__E5_95_86_E4_B8_9A_E8_8B_B1_E8_c85_151430.htm Lesson 7 : International Trade

国际贸易 Betty : Hello. Sales Department. This is Betty Fields speaking. 贝蒂 : 喂，业务部，我是贝蒂_菲尔兹。 Ralph

: Hello, Ms Fields. This is Ralph Peterson at World Computers. 拉夫 : 嗨，菲尔兹女士。我是世界计算机的瑞夫_皮特森。

Betty : Yes, how may I help you ? 贝蒂 : 好的，我能为你效劳吗？来源 : www.examda.com Ralph : Im interested in a couple of

items in your new catalog, and I would like to know the prices. 拉夫 : 我对你们新目录里的几项产品感兴趣，我想知道它们的定价。 Betty : Great. Were offering a special promotional price on a

few of the items. Which items did you have in mind ? 来源 : www.examda.com 贝蒂 : 好的。我们针对几项产品提供特价。你对哪些产品有兴趣？ Ralph : Were particularly interested in

your new RS-five sound card shown on page five of your catalog. I would also like more details about the model RS-four card on page seven. 拉夫 : 我们特别中意你们目录第五页里的新型RS-5的声卡。我还想知道更多关于第七页里RS-4型声卡的细节。来源 : www.examda.com Betty : OK. The price on the RS-five is

forty-five U.S. dollars for quantities up to five hundred units. Then we offer quantity discounts for larger orders. 贝蒂 : 好的。数量有达到五百片的话，RS-5的价格是四十五美元。大量订购的话我们还有折扣。 Ralph : And the price on the RS-four ? 拉夫 :

那RS-4的价格呢？来源 : www.examda.com Betty : The RS-four

is one of our promotional items this month. For orders received by the end of the month, the price is thirty-three dollars each. That price is good on any size order. 贝蒂：RS-4 是我们本月的促销产品之一，本月底前接到订单的话，单价是三十三美元。不管定单数量多少都是这个价格。 Ralph：That price sounds good. Could you send me more details about the RS-four, including the specifications? 拉夫：这个价格听起来不错。你可以寄给我更详细的RS-4 型的资料和说明书吗？ Betty：Certainly. I can fax or E-mail that information to you this afternoon. 贝蒂：当然。我可以在今天下午把资料传真或寄电子邮件给你。 Ralph：Terrific. Ill get back to you after Ive reviewed the details. Thank you. Good-bye.来源：www.examda.com 拉夫：太好了。我看完详细资料后会打电话给你。谢谢你，再见。 100Test 下载频道开通，各类考试题目直接下载。详细请访问 www.100test.com