

商务英语：提供产品信息Information PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/225/2021\\_2022\\_\\_E5\\_95\\_86\\_E5\\_8A\\_A1\\_E8\\_8B\\_B1\\_E8\\_c85\\_225780.htm](https://www.100test.com/kao_ti2020/225/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_225780.htm)

公司与客户对话时通过一问一答的方式，客户对于产品的规格、使用寿命、售后服务、折扣等等有了较详细的了解、为日后订货打好了基础。

Dialogue A: Ah, yes, this is the model I was interested in./啊，是的，这就是我所感兴趣的那种样式。

B: I should be very happy to give you any further information you need on it./我很乐意提供您所需要的关于它的进一步的信息。

A: Yes, what are the specifications?/好的，都有哪些规格呢？

B: If I may refer you to page eight of the brochure you'll find all the specifications there./如果您看一下手册的第8页，就会在那儿找到所有的规格。

A: Ah, yes. Now what about service life?/哦，好的。关于使用寿命呢？

B: Our tests indicate that this model has a service life of at least 50,000 hours./我们的实验表明这种样式至少可以使用5000小时。

A: Is that an average figure for this type of equipment?/这是这种设备的平均数据吗？

B: Oh, no, far from it. That's about 50,000 hours longer than any other made in its price range./不是的，相差还很远。这种比在它的价格范围内的任何其他样式都要高出5000小时左右。

A: That's impressive. Now what happens if something goes wrong when we're using it?/这一点给我印象颇深。不过如果这种设备在我们使用的时候发生故障，该怎么办呢？

B: If that were to happen, just contact our nearest agent and they'll send someone round immediately./一旦发生那样的情况，同我们最近的办事处联系，他们会马上派人过去的。

A: I see.

Do you offer discounts for regular purchases?/我明白了。长期购买，你们提供折扣吗？ B: Yes, we do indeed. Our usual figure is around 5%, but that depends on the size of the order./是的，我们确实这样做。通常的数目是5%左右，但那还要根据订货的多少来定。 A: Yes, of course. Well, thank you very much, Mr. Black./那当然了。好了，非常感谢，布莱克先生。 B: Not at all, I hope we shall be hearing from you very shortly./不客气。希望尽快听到您的消息。 A: I expect you will, Mr. Black./我想会的，布莱克先生。 转贴于：考试大\_BEC考试 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](http://www.100test.com)