

商务英语300句Unit13Packing(二) PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/462/2021\\_2022\\_\\_E5\\_95\\_86\\_E5\\_8A\\_A1\\_E8\\_8B\\_B1\\_E8\\_c85\\_462845.htm](https://www.100test.com/kao_ti2020/462/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_462845.htm) Conversations Dialogue

1A: Hi, Mr. Brown, we have visited the factories and I ' m very satisfied with your factories?production conditions.B: Yes, they are our main export bases of tools with the advantage of having good production experience and long historical record. All their products enjoy high prestige in the world market.A: That ' s very good. But I have little knowledge about the packing of your pliers. I just want to know the details about that.B: Ok, I ' ll show you how the packing is like. We have a showroom on the ground floor. Let ' s go downstairs and have a look.A: Sure.(Now they are in the showroom. They are walking around the room looking at the samples of packaging. Mr. Brown is explaining the packing to the customer).-- 嗨，布朗先生，我们已参观了工厂，并对你们工厂的生产条件很满意。-- 是的，这些厂生产经验丰富，历史悠久，是我们工具出口的主要生产厂家。所有产品在国际市场上享有很高的声誉。-- 太好了。至于钳子的包装，我了解甚少，我很想知道包装的具体情况。-- 可以，我带你去看看包装。在一楼，我们有一间陈列室。我们一起下去看一下吧。-- 可以。（他们在样品室边走边看包装样品。布朗先生正给客户解释包装情况。） B: These are the various kinds of packing for pliers. Normally, we have three types of packing: skin packing, hanging packing, and blister packing.A: Oh, the packing looks very nice.B: The skin packing is the most advanced packing for this product in

the world market. It catches the eyes and can help push sales.A: Good, what about the export packing?B: Well, they are packed in boxes of two dozens each, 100 boxes to a wooden case.A: Is the wooden case strong enough for transportation? You see, 100 boxes of pliers are very heavy. It ' s about 2,400 kilograms.-- 这些是钳子的各种包装。通常有三种：薄膜包装、挂式包装、罩板包装。-- 这些包装很好看。-- 薄膜包装是世界市场上这种产品的最新包装。它惹人注目，能帮助促销。-- 很好，那么出口包装如何？-- 每两打装一盒，一百盒装一木箱。-- 木箱是否很坚固适应运输需要？一百盒钳子很重，大约有二千四百公斤。B: You can rest assured of that. So far, no customers have complained about our outer packing.A: I ' m glad to hear that. By the way, do you accept neutral packing?B: Yes, we can pack the goods according to your instructions.A: Very good. Ok, Mr. Brown, I ' m now totally satisfied with your packing. You can execute our first order now, and I will open the L/C immediately after I return to Taipei.B: All right. We ' ll make the shipment as soon as your L/C is on hand.-- 这点你尽可放心。目前，还没有客户抱怨我们的外包装有问题。-- 这样太好了。顺便问一下，你们接受中性包装吗？-- 接受，我们可以根据你方的指示说明进行包装。-- 好，布朗先生，就这样吧，我很满意你们的包装。现在你可以生产我们的第一批订货了。我回到台北后就立即开立信用证。-- 那好，一收到你方信用证，我们即安排装运。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)