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[https://www.100test.com/kao\\_ti2020/645/2021\\_2022\\_2010\\_E5\\_B9\\_B4\\_E5\\_95\\_86\\_c85\\_645404.htm](https://www.100test.com/kao_ti2020/645/2021_2022_2010_E5_B9_B4_E5_95_86_c85_645404.htm) Unit 6 Supply Describing product

features 1. Listening Listen to the phone call about the supply of some office shelving systems. As you listen fill in the missing information on the specification sheet. Listening task A : Good morning. I ' m phoning to enquire about your office shelving system...code number SS007. B : Oh yes , what would you like to know ? A : Well. I ' d like to check on the dimensions first - make sure that they ' ll fit. First of all , how wide are they ? B : Just a moment , sir , I ' ll get the specifications... you asked about the width... yes , the standard unit is 3.5 meters wide. A : And the height ? B : They ' re 2 meters high with flexible positions for the shelves. A : How many shelves can actually be fitted ? B : Really as many as you like , but normally five. A : I see. I need to know how much they stick out - in other words , how deep are they ? B : They ' re 30 centimeters deep. A : Thanks , that ' s the dimensions. Now , what about delivery ? B : Well , it depends how far you are from our warehouse. A : We ' re about ten miles from the center. B : I see - well , that ' s in our free delivery area , so there ' ll be no extra charge for delivery. A : Good. Actually , what I meant was how long does it take after I place an order ? B : I see , sir. We guarantee delivery within two weeks. A : Good. Well , we ' re interested in ten of your standard units for a suite of offices. How much do you charge ? B : Well , the unit cost is 98

but in view of the size of the order , we can offer a 5 per cent discount... just a moment , I ' ll just do the figures... yes , that comes to 931 - let ' s round it off and call it 930. A : That sounds reasonable. Finally , what sort of guarantee do you offer ? B : Well , these units are extremely sturdy and reliable. There ' s the usual one - year guarantee but they have an average life of at least 20 years... Dimensions Width \_\_\_\_\_

Height \_\_\_\_\_ Depth \_\_\_\_\_

\_\_\_\_\_ Delivery Cost \_\_\_\_\_

\_\_\_\_\_ Time \_\_\_\_\_

\_\_\_\_\_ Price Unit price \_\_\_\_\_

\_\_\_\_\_ Discount price for 10 units \_\_\_\_\_

\_\_\_\_\_ Guarantee Period \_\_\_\_\_

Average life \_\_\_\_\_ 100Test 下载频道开

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