

Describing_01: Describing Things (Duration: 01:25)

- Wilbur Meeks.
- Mr Meeks? This is Kelly Osgood, the computer buyer at Midwest Retail.
- Oh, yes - Midwest Retail from Chicago.
- From Minneapolis.
- Of course. Sorry. What can I do for you?
- It's this new version of the egg storage device. I have a few questions.
- Right. Version 3 is the best one yet! It's the fastest
- Yes, yes. I know all that. We have 6,000 of them in the warehouse.
- Oh, right.
- We want to put it in our catalogue.
- I'll have our publicity department send you some pictures.
- We have those already.
- It looks great, doesn't it? It's
- May I finish, Mr Meeks?
- Sorry. Yes, go on.
- There isn't enough specific information in your ads. We need to put some facts, not just a sales pitch.
- OK. I can send you our sales brief, and
- Please let me continue. Do you have the information?
- Er ... I guess so.
- OK. The dimensions. How big is it?
- It's really tiny! You can put it in your pocket or purse, and
- Alright. Can we stick to the point?