Lesson 6. Discussing contract terms

1. Translate into English the way as it is in you vocabulary (Lesson 6: Discussing contract terms). Артикли не используйте. Инфинитив употребляйте с "to".

Покупатель
Продавец
Уточнять время
Штука (единица)
Как можно скорее
А боюсь его
У меня много заказов
Это время подходит мне
Он согласен на это
Я приму эти условия
Аккредитив
Цена привлекательная
Обсудить скидку
Эти товары в большом спросе
Он подписал контракт
Время удобное
По всему миру
Я заберу тебя

2. Fill in the gaps with the following words

Equipment, attractive, Letter of Credit, signed, agreed, units, required, clarify, demand, deliver, discount, suited

Rossimport was interested in office _____ of Green&Co. and sent an enquiry to them to _____ details.

When they received a price-list and a contract form from the company, they studied them closely. The terms of delivery and payment by a _____ suited the Buyers, but the price wasn't _____.

During the talks the Sellers offered the Russian trade company a 5% _____ on the price, if Rossimport could order 10 _____ on FOB terms. The Buyers_____to buy 10 units FOB, but they

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_____ goods as soon as possible, in 3 days. The Sellers couldn't deliver goods so soon, as their equipment was in great _____. Finally, the parties agreed to 4 day's delivery.

As everything _____ the companies, they _____ a contract.

3. Listen to the text and click the true

1. Mr Voronin smokes, but he doesn't drink coffee.

2. The Russian company would like to have 50 units in December, but Blake&Co couldn't deliver so many units at that time.

3. The Sellers could delivery only 25 units in December.

The Buyer's terms of payment and delivery didn't suit Mr Blake.

Mr Voronin couldn't agree to the company's price.

Mr Blake offered his Russian partners a 5% discount, because their order was very big.

The two businessmen didn't make an appointment.

Mr Blake and Voronin were not going to meet that evening.

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