TOPICS

1. Holidays

I enjoy active open-air holidays. I like camping, agrotourism, adventure tourism.

I would enjoy space tourism if I had money. Actually, I have a travel bug, I never feel homesick.

Last summer I went on a trip to the Caucasus. I booked a hotel room online. A travel agent helped me to plan my route and book flight tickets. I packed my bags and went to the airport. The departure time was 11 a.m. The arrival time was 3 p.m. When the plane landed, I grabbed my luggage from the baggage claim. I went through the Customs. The custom officer inspected my bags, saw my passport and asked many questions about my purpose of visit.

I took a taxi and went to the hotel. I checked in, got my key card and headed up to my room. I put my suitcase on the dresser and took a shower. In my room there was a big mirror and a queen sized bed. During my holidays I work much, and I like to work on a queen sized bed. It is so comfortable. In my room there was a desk, a chair, a refrigerator, a coffee machine and a microwave. The room was very cosy.

I slept well. The alarm clock woke me up early. The room service brought me breakfast. For breakfast I had oatmeal and bagel, a glass of juice. Then I went sightseeing. I hired a tour guide who was a handsome young man. He lead me around the city and showed many sights. It was hot, sunny and dry all the time.

Then my tour guide and I went to the beach and swam a lot. We sunbathed and got a good suntan.

What happened in the evening and after?

Use the following words.

Indoor Pool, shallow, washroom, faucet, sink, Kleenex, garbage can, towels, fitness room, treadmill, to check out,

2. At the Airport

I like travelling. I have a travel bug. So, I often fly by planes. It is fast and comfortable. I try to book tickets in advance. I usually do it online. I arrive at the airport two hours in advance to go through formalities.

First, I go to the check in desk. A clerk checks my passport and puts my bags on the scale. If my bags are too heavy, I take out something, for example, big books, and put them into my carry-on bag. Then the clerk prints a boarding pass for me.

After that I go to the departure lounge to wait for an announcement about my flight. Sometimes there is a delay because of foggy weather. I go to the duty-free shop to buy something.

When the boarding starts, I go to the gate and enter the plane. I prefer seats by the window because I like to see out from the window and watch the view. The flight attendant serves drinks and sandwiches. I prefer juices and pasta.

After the plane lands, I go through the customs. The customs officer often asks me about the purpose of my visit. Sometimes he checks my bags. Next I go to the baggage claim to grab my luggage. I head to the street and enjoy my stay in the country.

3. Discussing Contract Terms

I'd like to buy 50 units of equipment. I require the goods as soon as possible. I know that your goods are in great demand. In addition, they are selling very well. Moreover, you are heavy with orders. But I beg you to deliver them in December. Otherwise, I will lose much money.

I agree to any delivery terms – either Fob or Cif. You can deliver equipment to any English port you like. On top of it, I am ready to pay by a Letter of Credit, if you like.

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You price is attractive, but I would like to have a 3% discount, if you don't mind. It is my first order. If I like your equipment, I will repeat my order. I'm ready to sign the contract any time you like.

4. Discussing the Delivery terms and time

Rossimport is interested in buying pumps for a shop of a large plant in Siberia. Mr Ivanov works in the Purchasing Department of Rossimport. He deals in this equipment. He arrives in London to make a contract with a leading manufacturer of pumps in Great Britain.

Mr Ivanov wants to place an order for 150 pumps as the quality of pumps meets his requirements. Mr Ivanov requires pumps for immediate delivery. Unfortunately, it is impossible, as the Seller is heavy with orders because pumps are in great demand. They can offer only 50 pumps for immediate delivery. The balance of 100 pumps they can deliver in lots of 25 pumps each at regular intervals within 4 months.

The Seller can provide shipping facilities. That's why they deliver their products on cif terms.

5. Discussing the Prices and the Terms of Payment

I want to buy pumps, but the price is not acceptable to me. The Seller quoted a very high price per unit. The Seller says that they improved the model. Besides, the price includes export packing, and they sell their pumps to many countries of the world at this price. The demand is great as the quality of pumps is high.

But I know that on the world market the price is lower for this model of pumps. I want to have a 5% discount off the value of the contract. Moreover, it is my trial order. And if I am satisfied with the transaction, I will repeat the order. Finally, the Seller agrees to give me a 2% discount.

I am ready to pay by a Letter of Credit against shipping documents. I will open the Letter of Credit after I receive a Notification of Readiness of Goods for shipment from the Seller.

I also want to arrange a visit of my people to the Seller's plant. The Seller is sure that it is no problem. They can easily arrange this visit. The Seller will do his best to make the visit useful.

So, we are looking forward to establishing good business relations with us.

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