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2. They start with general ceramics.

3. He is particularly interested in building and decorative materials, general ceramics, art ceramics, kitchenware and tableware, etc.

4. He believes this ceramics will be well accepted in his home market.

5. It is made of ceramics.

Dialogue 2

1. He had planned to buy some sanitary ware only.
2. Besides the sanitary ware, he is interested in some of Mr. Li's office furniture.
3. Because he finds some of Mr. Li's office furniture is to the taste of his home customers and he believes that it will enjoy fast sales in his market.
4. Mr. Li says all his office furniture is of good quality. It is damp-proof and never deforms. The most important feature is that it is made of environmentally friendly material.
5. Yes, they did.

II.

1. to participate in the Guangzhou Fair for the first time
2. building and decorative materials
3. kitchenware and tableware
4. several booths of merchandise
5. with the world's most advanced ceramic production technologies
6. to be well accepted in one's home market
7. to establish long-term business relations with somebody
8. to the taste of one's home customers

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6. I am grateful to have the chance to see all these modern facilities.
7. This is our latest product. It had a great success at the last exhibition in Paris.
8. You may only want to see some of the items you’re especially interested in. We can just take a glance at the rest.
9. Our leather products are warmly welcomed both at home and abroad. It is our desire to trade with merchants of all other countries in the world. By the way, have you seen our exhibits?

You know the quality of our products is excellent.

Pearson: ɨ˘ ᑎ↑ ʊ ﾉ 200 ﾍ ɨ Â

Chang: Thanks.

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(1) No. This is my first time to the Fair. Everything is new to me.

experienced in this line and our compressors are of good quality. They are durable, reliable and energy-efficient.

Smith: ʊ ﻩ æɔ ʊ ر Э ɑ ֆ Â æɔ ʊ æ ˇ ـ

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6. We can supply you with medical instruments of all types and specifications.
7.

Zhang: You may rest assured of it. Just tell us what color you prefer and we'll get

price by 3%. What do you think of it?

(4): 10%! It’s absolutely out of the question. To be frank with you, to

6. goods of inferior quality

7. spare parts

8. US $ 1300 per ton FOB Shanghai

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exports and they pay by L/C for their imports as well.

3. He suggests 50% of the amount be paid by L/C and the remaining by D/A.
4. He does not agree to D/A, because it is too risky to the exporter. Mr. Wei does not want to take any chances.
5. Finally they agree on 50% of the invoice value to be paid by

Buyer:

seaworthy.

5. The buyer.

II.

1. packing charges
2. water-proofed charges

Unit 12

I.

9. I have to say that W.P.A coverage is too narrow for a shipment of this nature.
10. We have covered insurance on 1200 cases of canned fruits for 110% of the invoice value against All Risks.

IV.

A:

5.

6. bedclothes
7. chain stores
8. selling price
9. to renew an agreement
10.

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I.

Dialogue 1

1. Mr. Alexander uses chopsticks at the farewell dinner.
2. He is fond of sea food.
3. The roast Beijing Duck tastes tender and crisp.
4. The dessert is so called because it’s made with eight tasty ingredients.
5. Mr. Alexander is leaving tomorrow.

Dialogue 2

1. Mr. Bryant comes from Britain.
2. We should hold chopsticks slightly apart between our thumb and forefinger.
3. When picking up food, we must press our forefinger against the lower part of the chopsticks.
4. The height of the Oriental Pearl TV Tower is 468 meters.
5. Along the west side of the waterfront, we can see a wealth of grand buildings in the European architectural styles of the nineteen-twenties, thirties and early forties.

II.

1. a farewell dinner
2. When in Rome, do as the Romans do.
3. to propose a toast
4. to stand on ceremony
5. piping hot
6. to be accustomed to the climate of Shanghai
7. a wealth of information
8. a tentative plan
9. to place stress on learning English
10. to be fond of sweet food

III.

1.

6. The opening ceremony of the Beijing Olympic Games was really exceptional, so I must take off my hat to you Chinese.
7. Sichuan cuisine is to his taste, so his mum has learned relevant culinary su665 T0s.
8.

the TV sets in them were damaged beyond repair.

4. One way is that Mr. Mathew sends a copy of the insurance policy together with

6. They reached an agreement on the CIF basis.
7. Make a note of how much money you will spend on the trip.
8. The independent surveyor chose samples for inspection completely at random.
9. He went to the railway station to inquire about the time of trains to Edinburgh.
10. Everybody put forward his opinion on the disputed case.

IV.

A: ӣ ӂ Ү ˊ ˌ

B: We had a damaged shipment from you.

A: ᳺ ᵅ ˌ

B: One packing case was crushed.

A: ɷ ˊ ˌ

B: They are unusable.

A: ʊ̯ ӝ ꓤ Â ˟ گ Â