

UNIT 6 International trade

Vocabulary

EXERCISE 1 Choose the best word to fit the gap.

- 1 Most of our _____ have been working with us for a number of years.
A supplies **B** suppliers **C** supporters **D** supplements
- 2 Unfortunately the recent takeover will result in a number of _____ at the plant.
A rationalisations **B** dealings **C** redundancies **D** exchanges
- 3 You will see from the catalogue that our prices are very _____ .
A competitive **B** competent **C** completed **D** compatible
- 4 The price of the catalogue is _____ against your first order.
A removable **B** replaceable **C** rechargeable **D** refundable
- 5 All items in this range will be _____ from 27 April.
A suitable **B** portable **C** available **D** accessible
- 6 The assignment arrives at the warehouse on Monday and will be _____ immediately.
A unloaded **B** emptied **C** undone **D** unsent
- 7 Unfortunately it is _____ to keep the complete range in stock.
A insufficient **B** uneconomic **C** uncertain **D** invalid
- 8 After rationalisation the company was _____ and its order book was full.
A in good time **B** in good shape **C** in good spirits **D** in good health
- 9 Artemis gives us a good price on this because they are our _____ suppliers.
A single **B** one **C** individual **D** sole
- 10 I would be grateful if you could let me have a detailed _____ , including prices and delivery terms.
A quotation **B** term **C** offer **D** order

New International Business English

EXERCISE 2 Match the words 1-5 to their definitions A-G. There are two extra definitions you do not need to use.

<p>1 CIF 2 EXW 3 CPT 4 irrevocable letter of credit 5 CFR</p>	<p>A The cost and transportation of the goods, carriage paid, to a named destination in the buyer's country.</p> <p>B This document is a receipt for goods loaded on a ship.</p> <p>C This price covers the cost, insurance and freight charges to port of destination.</p> <p>D This document is evidence that goods have been sent by air.</p> <p>E This document ensures that the exporter will be paid.</p> <p>F This price includes cost and freight, but not insurance, to a named port of destination in the buyer's country.</p> <p>G This price covers the ex-works cost of goods, but not the insurance and freight charges.</p>
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Reading

EXERCISE 3 Fill in the appropriate word in gaps 1-5 from the box. There are three words you do not need to use.

Thank you for your (1) _____ enquiry about our AntiSpy SP 700 computer screen protector. This particular model is available from (2) _____ at this time. The special (3) _____ price is \$199 per unit or \$499 for six. The (4) _____ price is \$499. Please let me know by fax or e-mail if you would like to (5) _____ an order at these prices as this offer will end on 31 March.

introductory regular stock warehouse return recent confirm place