

DISCUSSING PRICES AND TERMS OF PAYMENT

DIALOGUE

(Ukrimport was interested in buying pumps from Bond and Co.
After Mr Stanley and Mr Petrenko had discussed the time of **shipment**, the **terms of delivery**
and the number of pumps they started discussing the price and terms of **payment**.)

Stanley Good morning, Mr Petrenko.

Petrenko Good morning, Mr Stanley.

Stanley Happy to meet you again.

Petrenko The pleasure is mine.

Stanley Sunny morning, isn't it?

Petrenko Yes, it's beautiful.

Stanley The weather will keep fine, I hope.

Petrenko I hope so too.

Stanley Good weather is a good way to start business, isn't it?

Petrenko That's right. Let's **get down to business** then. I'd like to start with the prices. Mr Stanley, I'm sorry to say it is not **acceptable** to us. You have **quoted** a very high price.

Stanley Oh, £ ... per unit is quite a reasonable price. As you know we have **improved** the **model**. And besides the price includes export **packing**.

Petrenko Yes, we know that. But we also know that the prices on the **world market** for this type of pumps are lower than yours.

Stanley But the quality of our pumps is higher and we've delivered a lot of pumps to different countries of the world at that price.

Petrenko **And still**, Mr Stanley, we find the price a bit high. I'd like to stress that it's our **trial order** with your company and if we are satisfied with our transaction you can expect **repeat orders** from us.

Stanley Well, the only thing we can do is to give you a **discount** of 2% off the value of the contract.

Petrenko Fine. That settles the price problem.

Stanley And how about the manner of payment? I hope payment by a **letter of credit** against shipping documents suits you, doesn't it?

Petrenko Yes, it does.

Stanley Good. You are **to open a L/C** with the National Bank of Ukraine after our Notification of Readiness of the goods for shipment.

Petrenko All right. One more thing, Mr Stanley. Our people would like to visit your manufacturing plant, if possible.

Stanley No problem. We can easily arrange it and I myself will take you here.

Petrenko Thank you, Mr Stanley.

Stanley Thank you, Mr Petrenko. We are looking forward **to establishing** good **business relations** with your company.

ACTIVE VOCABULARY

shipment — отправка

terms — условия

delivery — поставка

payment — оплата

to get down to business — приступить к делу

acceptable — приемлемый

to quote — назначать, определять, устанавливать (цену)

to improve — усовершенствовать, модифицировать

model — модель

packing — упаковка

world market — мировой рынок

and still — но все же

trial order — пробный заказ

repeat order — повторный заказ

discount — скидка notification — уведомление

letter of credit (L/C) — аккредитив

to open a L/C (letter of credit) — открыть аккредитив

to establish business relations — установить деловые отношения

to be satisfied with — быть удовлетворенным чем-либо

Agree or disagree. Give your reasons.

1. When Mr Stanley and Mr Petrenko met, the weather was very bad. It was raining heavily.
2. The company quoted quite a reasonable price.
3. Bond and Co delivered a lot of pumps to different countries of the world.
4. Their customers were quite satisfied with the quality of the pumps.

VOCABULARY: BUYING AND SELLING

Complete this text with the following words or expressions:

In excellent condition - as good as new - the latest model - state of the art - second-hand - used - available now - on the market - hand-crafted - brand new ■ made by hand - still in its packaging - feature - includes - some wear and tear - not in perfect condition - unique - one of a kind - come in a wide range of colours and sizes - choose from a selection of

Buying and selling on the Internet has become popular in the last ten years, especially since mobile phones have become more and more essential. One of my favourite apps is Wallapop, which allows you to buy and sell _____ things that are _____ one click access. Some products might be _____, but others can be _____, although I think they can't be _____ as when you get them from the shop. However, it's possible to find something _____ because the owner never opened the box or because the product was a present and he/she had already had a similar one. Things in Wallapop are usually _____ or with _____ and because of that, users must ask for a lower price. The app is not a shop, so of course you can't _____ models. If you are looking for online shopping, the best option is Asos, where you can find clothes which _____. This website _____ some filters to look for specific things, and everything is _____. Another _____ of Wallapop is the possibility of finding _____ products, whose sellers have _____: brooches, necklaces, dolls... They may be _____ and probably a _____ much better than the things you can find in the traditional stores, so this is perfect if you want to have something _____. So think about it: whether you want to get

_____ or you are an antique lover, the net has a lot to do
for you because nowadays almost everything is _____!