

ENGLISH

**FOR
BUSINESS-
MEN**

2

**УЧЕБНИК
АНГЛИЙСКОГО
ЯЗЫКА**

**для делового
общения**

2

МОСКВА
“АВЕРС”
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ББК я7
Д81

**Г. А. ДУДКИНА, М. В. ПАВЛОВА,
З. Г. РЕЙ, А. Т. ХВАЛЬНОВА**

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ББК я7

Учебное издание

УЧЕБНИК АНГЛИЙСКОГО ЯЗЫКА ДЛЯ ДЕЛОВОГО ОБЩЕНИЯ

Часть 2

Редактор *Н. Н. Рымарева*. Обложка и иллюстрации *Б. Н. Барабанова*.
Технический редактор *М. В. Плешакова*. Корректор *И. Ю. Колдакова*.

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LESSON 1

Grammar: 1. Grammar Revision (Tenses and Modal Verbs).
2. Reported Speech (косвенная речь).
Text: Arriving in London.

UNIT I

GRAMMAR

SECTION I

TENSES AND MODAL VERBS (REVISION)

Step 1. Check how well you remember.

Ex. 1. a) Use the correct tense-forms.

1. Planes for London (to leave) from Sheremetyevo airport.
2. When the plane (to leave)? The plane (to take off) in ten minutes.
3. Last year we (to spend) our holiday in Sochi. The weather (to be) fine. We (to swim) and (to sunbathe) a lot.
4. — How long you (not to see) Mr Bell?
— I (not to see) him since last year.
5. The plant (to be going) to produce a new model of compressors. We hope that the model (to be) in great demand.
6. I just (to look through) the morning mail and now I (to be going) to write some letters.
7. The English seaside (to become) very popular lately.
8. — Where is Mr Brown now?
— He (to clarify) some business matters with the customers.

b) Choose the correct modal verbs.

1. We (can, must, may) deliver the goods only next September.
2. — (Can, must, may) I smoke here?
— Yes, you (can, must, may).
3. Passengers (can, must, may) come to the airport an hour before the take-off time.
4. — (Can, must, may) I open my suit-case?
— No, you (cannot, mustn't, mayn't, needn't).

5. (Can, must, may) I watch television, mother?
— No, you (cannot, mustn't, mayn't, needn't), Bob.
It's too late.

Step. 2. Practise the use of tenses and modal verbs.

Ex. 2. Ask and answer as in the model.

- The secretary is **looking through the** mail now.
— Does she always **look through the mail at** this time?
— Yes, she **does**. (No, not always).

Prompts: 1. to read cables and letters; 2. to have talks;
3. to have lunch; 4. to have an English lesson;
5. to watch television; 6. to spend a holiday in the Crimea.

Ex. 3. Say and respond as in the model.

- I **haven't seen Mr Bell** for a long time.
— When did you last **see him**?
— I saw him last year.

Prompts: 1. to do business with Bell and Co; 2. to receive offers from Brown and Co; 3. to buy goods from Green and Co; 4. to receive enquiries from Blake and Co; 5. to go skiing; 6. to be to the Caucasus.

Ex. 4. Ask and answer as in the model.

- Can you **read the** letter now?
— No, I **can't**. I must speak to the General Director. I can **read it** in half an hour.

Prompts: 1. to look through the offer for compressors;
2. to go to the plant; 3. to clarify the delivery dates;
4. to meet the inspectors; 5. to collect the mail;
6. to make a reservation for the flight.

Ex. 5. Say and respond as in the model.

- I look through English magazines every \ day.
- Must you do it / every day?
- \ No, I \ needn't, but I \ like to.

Prompts: 1. to listen to English lessons on television; 2. to look through French journals; 3. to work in the garden; 4. to read English newspapers; 5. to translate from English into Russian.

SECTION II

REPORTED SPEECH

Step I. Statements.

Ex. 6. Read the following sentences:

1. Mr. Blake: "We usually sell goods on CIF terms."
2. Mr. Smith: "Our plane will take off on time."
3. Mr. Bell: "I flew to Moscow by an Aeroflot plane last month."

* * *

- | | |
|--|--|
| 1. Mr. Blake says (that) they usually sell goods on CIF terms. | Mr. Blake said (that) they usually sold goods on CIF terms. |
| 2. Mr. Smith says (that) their plane will take off on time. | Mr. Smith said (that) their plane would take off on time. |
| 3. Mr. Bell says (that) he flew to Moscow by an Aeroflot plane last month. | Mr. Bell said (that) he had flown to Moscow by an Aeroflot plane the previous month. |

Если прямая речь вводится глаголом в прошедшем времени, то при переводе прямой речи в косвенную соблюдается правило согласования времен:

- Simple Present → Simple Past
- Simple Past → Past Perfect
- Simple Future → Future in the Past

Повествовательные предложения при переводе из прямой речи в косвенную вводятся союзом **that**, который может опускаться.

Личные и притяжательные местоимения в прямой речи заменяются в косвенной речи по смыслу.

1) указательные местоимения

this заменяется на	that
these заменяется на	those

2) обстоятельства места и времени заменяются следующим образом:

here	на	there
now		then
today		that day
yesterday		the day before
ago		before
last		the previous ['pri:vɪəs] (предыдущий)
in		later
tomorrow		the next day
the day after tomorrow		in two days
next		following ['fɒləʊɪŋ] (последующий)

Ex. 7. Say as in the model.

Mrs Bell: "Jim came home very late last night."
Mrs Bell says Jim came home very late last night.

Prompts: 1. Mr Blake: "The weather is too cold in Moscow in February." 2. Mr Bell: "Your prices are very high. We can't accept them." 3. Betsy: "You were 10 minutes late for the lesson yesterday." 4. The General Director: "We must clarify the matter as soon as possible". 5. Voronin: "We require the compressors in July." 6. The passenger: "I haven't collected my luggage yet." 7. Lavrov: "I am leaving Moscow for London next week."

Step 2. Interrogative sentences. Special questions.

Ex. 8. Read the following sentences:

1. Mr. Bell: "What discount can you give us, Mr Lavrov?"

2. The office manager: "Why did you send the enquiry to Blake and Co. so late?"
3. John: "When will Lavrov fly to London?"
4. — "How long have you known Mr. Bond?"

* * *

- | | |
|--|---|
| <ol style="list-style-type: none"> 1. Mr. Bell asks what discount Lavrov can give him. 2. The office manager asks why we sent the enquiry to Blake and Co. so late. 3. John would like to know when Lavrov will fly to London. 4. I wonder how long you have known Mr. Bond. | <p>Mr. Bell asked Lavrov what discount he could give him.</p> <p>The office manager asked us why we had sent the enquiry to Blake and Co. so late.</p> <p>John wondered* when Lavrov would fly to London.</p> <p>I wondered how long he had known Mr. Bond.</p> |
|--|---|

Порядок слов в косвенном вопросе такой же, как в повествовательном предложении, т. е. сказуемое ставится после подлежащего.

Ex. 9. Say as in the model.

Mr Blake: "How many compressors are you going to buy, Mr Voronin?"

Mr Blake asks (wonders, would like to know) how many compressors Voronin is going to buy.

Prompts: 1. Mr Bell: "How long has Mr Lavrov been to London?" 2. Mr Blake: "How many airports are there in Moscow?" 3. Mrs Bell: "What was the weather like in Moscow last autumn?" 4. The secretary: "Who are you waiting for, Mr Brown?" 5. Mrs Blake: "What time do your children usually go to bed, Ann?" 6. Lavrov: "Where did your family spend their holiday last summer, Mr Bell?" 7. Voronin: "When will the plane land in London?"

* to wonder ['wʌndə] — интересоваться

General questions

Ex. 10. Read the following sentences:

1. Mr Bell: "Are you busy all day, Mr. Lavrov?"
2. Mrs Bell: "Do you like active holidays, Mr. Voronin?"
3. Tom: "Have you seen any interesting comedy lately, Nancy?"
4. Mr Blake: "Will Mr. Voronin be back at 12?"

* * *

- | | |
|--|--|
| 1. Mr Bell asks Lavrov if (whether) he is busy all day. | Mr Bell asked Lavrov if (whether) he was busy all day. |
| 2. Mrs Bell asks Voronin if (whether) he likes active holidays. | Mrs Bell asked Voronin if (whether) he liked active holidays. |
| 3. Tom asks Nancy if (whether) she has seen any interesting comedy lately. | Tom asked Nancy if (whether) she had seen any interesting comedy lately. |
| 4. Mr Blake asks if (whether) Voronin will be back at 12. | Mr Blake asked Voronin if (whether) he would be back at 12. |

Общие вопросы в косвенной речи вводятся с помощью союзов **if** или **whether** ['wede], соответствующих в русском языке частице "ли".

Ex. 11. Say as in the model.

Mary: "Will you be here to / morrow?"
Mary asks me if I'll be here to \ morrow.

Prompts: 1. The office manager: "Have you translated the letter, Nancy?" 2. Mr Blake: "Do our goods meet your requirements, Mr Voronin?" 3. Voronin: "Are you heavy with orders now, Mr Blake?" 4. Lavrov: "Is the General Director coming tomorrow?" 5. Susan: "Did you enjoy the film, Mother?" 6. Jim: "Will you pick me up at 3, Father?" 7. Lavrov: "Can I get to Brighton by car?"

UNIT II

SPEECH PATTERN

Pattern: It takes me an hour to get to the Ministry.

Ex. 12. Say as in the model.

It takes me (him) a lot of time to read a book in English.

Prompts: 1. to write a letter in English; 2. to translate a Russian letter into English; 3. to get to the office in the morning; 4. to read an English journal; 5. to do exercises in English.

Ex. 13. Ask and answer as in the models.

a) — Does it take you much time to get to your office?
— No, it doesn't take me long.

Prompts: 1. to look through the mail; 2. to discuss terms of delivery with foreign businessmen; 3. to make a reservation for a flight; 4. to check in for a flight; 5. to collect luggage after the flight.

b) — How long does it take you to get to your office?
— It takes me 20 minutes to get there.

Prompts: 1. to get to Sochi from Moscow by plane; 2. to have lunch at the office; 3. to look through morning newspapers; 4. to read and translate a new English text; 5. to write a business letter; 6. to study a Seller's offer.

UNIT III

WORKING ON THE TEXT

At the Airport

This is Heathrow Airport. Borisov has come to London on business. Now he is going through passport control.

*Immigration officer**

Your passport, please.

Borisov:

Here you are.

Immigration officer:

What's the **purpose** of your visit to London, sir?

Borisov:

It's a business trip.

Immigration officer:

How long will you stay here?

Borisov:

For a month.

Immigration officer:

Your passport is **in order**. Please go through the **customs** in the next room.

Borisov:

Thank you.

At the Customs House

*Customs officer**:*

Is this your luggage, sir? Have you got any things **to declare**?

Borisov:

I've got two blocks of cigarettes. **Are they liable to duty**?

Customs officer:

You can have them **duty-free**.

Borisov:

Shall I open my suit-case?¹ I've only got my **personal** things in it.

Customs officer:

No, that won't be **necessary**, I'll just **mark** it. Have a nice **stay** in Great Britain, sir.

* an immigration officer [im'greɪʃn'ɔ:fɪsə] — служащий паспортного контроля

** a customs officer — таможенный чиновник

At the Hotel

Chernov, an engineer of the Soviet Trade Delegation, met Borisov at the airport and took him to the Embassy Hotel which is in **the centre** of London near Hyde Park². **On the way** to the hotel some things **impressed** Borisov: **bright** advertisements, red London **buses** (double-deckers*), **left-hand traffic** and terraced houses**. It took them an hour to get to the hotel.

Chernov: Good afternoon.

Receptionist: Good afternoon, sir. What can I do for you?

Chernov: I'm from the Soviet Trade Delegation. We **have reserved** accommodation for Mr Borisov at your hotel.

Receptionist: Wait a minute, please. I'll **check** it. Yes, that's right. One single room, with **private** bath from today. The room is on the third floor, **No. 301**.

Chernov: Thank you.

Receptionist: Will Mr Borisov check in?

Borisov: What shall I write here?

Receptionist: Your name and address***, please. (Borisov **fills in the form**).

Receptionist: Thank you. Here is your **key**. I'll **call the porter** and he'll take you up to your room**** in the lift. I hope, you'll enjoy your stay at our hotel, Mr Borisov.

Borisov: Thanks.

At the Post-Office

In the afternoon Borisov went to the post-office to buy some **postcards** and **stamps**.

You can buy stamps, postcards and **envelopes** from the post-office or from a **slot-machine** in the street. At the post-office you can send a letter **by airmail** or **by regular mail**. You can also send **parcels** and different kinds of telegrams: **ordinary**, **urgent** or **express**.

* a double-decker ['dʌbl'dekə] — двухэтажный автобус

** terraced houses ['terəst] — ряд одинаковых домов, соединенных в один квартал

*** an address [ə'dres] — адрес

**** He'll take you up to your room. — Он проводит вас наверх в ваш номер.

Borisov bought five picture postcards and some stamps for his collection and left the post-office.

Notes:

1. **Shall I open my suit-case?** — Мне открыть чемодан?/Должен ли я открыть чемодан?/
2. **Hyde Park** — Гайд-Парк, известный парк в Лондоне./артикуль перед названиями парков не употребляется./

Ex. 14. Read the text.

Ex. 15. Agree or disagree. Give your reasons.

1. Borisov went through passport control at the airport.
2. He came to London for pleasure.
3. Borisov had some things to declare.
4. At the post-office you can send all kinds of telegrams.

Ex. 16. Say what you have learned from the text about:

1. Borisov's talk with the immigration officer; 2. his talk with the customs officer; 3. Borisov's first impressions of London; 4. his talk with the hotel receptionist; 5. his visit to the post-office.

Ex. 17. Think and answer.

1. Why is it necessary to go through passport control and customs inspection when you arrive in a foreign country?
2. Why did left-hand traffic, double-deckers and terraced houses impress Borisov?
3. Is it convenient to buy postcards, stamps and envelopes from a slot-machine? Why?

UNIV IV

WORKING ON WORDS

to go (to be) on business

Ex. 18. Answer the following questions:

1. Do the engineers of the Ministry for Foreign Economic Relations often go on business to foreign countries?
2. Why do they often go on business?

3. Do you often or seldom go on business?
4. When did you last go on business?
5. Your friend is on business in England now, isn't he? How long has he been there?
6. When will your director go on business? What country is he going on business to?

a visit to

Ex. 19. a) Read the model.

I am going to \ London soon. It will be my \ first visit to the city.

- b) Say where you are going soon and if it will be your first visit to that place.

to impress

Ex. 20. a) Ask and answer as in the model.

- What does Lavrov think of \ London?
 — Oh, the city has impressed him very \ much.

Prompts: 1. the Likhachev plant; 2. the Baltic coast; 3. the Aksakovo boarding-house; 4. Gagra; 5. Italy; 6. Hyde Park.

- b) Say what impressed
- | |
|------------------------|
| you in (London); |
| your friend in (Kiev); |
| Lavrov in (London). |

traffic

Ex. 21. a) Ask and answer as in the model.

- Is there much or little traffic in / Kiev (Klin)?
 — \ Yes, the traffic is \ heavy (little) there, especially in the \ centre of the city.

Prompts: 1. Paris; 2. New York; 3. Tokyo; 4. Tver;
5. Gagra; 6. Sochi.

b) Say in what Soviet (foreign) cities there is much (little) traffic.

UNIT V

KEY STRUCTURES AND SPECIAL POINTS

Articles

Ex. 22. Supply the articles where necessary.

1. If you want to get a room at ... hotel in Sochi in summer you must reserve accommodation in advance. ... Sochi hotels are full during summer time.
2. When I arrived at ... hotel it was already late.
3. ... Rossya Hotel is in the centre of the city. It is ... large and comfortable hotel.
4. Sokolniki park is ... very popular park in Moscow. ... park is always full on hot summer days.

Tenses

Ex. 23. a) Supply the correct tenses.

Mr Blake (to arrive) in Moscow to have talks with Soyuz-export. Lavrov (to meet) him at Sheremetyevo airport.

Lavrov: Good morning, Mr Blake. Nice to see you here in Moscow.

Mr Blake: Good morning, Mr Lavrov. I (to be) glad to see you too. I (not to see) you since we (to meet) in London.

Lavrov: Right. You (to have) a nice flight?

Mr Blake: Thank you. It (to be) very nice.

Lavrov: I (to think) it (to be) your first visit to Moscow, ... it?

Mr Blake: Yes, I never (to be) here before.

Lavrov: Moscow (to be) a beautiful city. You (to like) it.

Mr Blake: I hope, I shall. We (to go) to the hotel now?

Lavrov: Yes, I (to reserve) a room for you at the Metropol Hotel.

Mr Blake: It (to be) in the centre of the city?

Lavrov: Sure. It (to take) us an hour to get there by car.

b) Say what you have learned about:

Mr Blake's arrival in Moscow.

Prepositions

Ex. 24. a) Supply the correct prepositions or adverbs:

Mr and Mrs Blake and their children decided* to spend the week end ... the seaside ... Brighton. As the hotels are usually full ... weekends Mr Blake phoned the Hove hotel ... Thursday and reserved rooms... advance. ... Friday evening they arrived ... the hotel.

Blake: Good evening! My name's Blake. I reserved two rooms ... your hotel ... the weekend.

Receptionist: That's right. We've reserved a single and a double room** ... you ... two nights ... the fourth floor. Is it all right?

Blake: Thank you. What's the price ... the rooms?

Receptionist: £*** ... breakfast.

Blake: Fine. We'll take them.

Receptionist: Will you, please, fill ... the forms? (The Blakes fill ... the forms.)

Receptionist: Thank you. The porter will take you up ... your rooms ... the lift. Here are the keys ... your rooms.

Blake: What time is breakfast?

Receptionist: Any time ... 7 ... 9.

b) Say what you have learned from the dialogue about:

1. the Hove Hotel; 2. the rooms the Blakes reserved for the weekend.

Miscellaneous

Ex. 25. Choose and use.

for, during

1. Last month Voronin went to London on business ... 20 days. ... his visit to London he signed a large contract with Blake and Co for chemical equipment.
2. My friend has just gone to the Crimea. He will stay there ... three weeks. ...his holiday he will swim and sunbathe.
3. ... the talks our engineers discussed the price problem with the British businessmen. The talks were difficult and they lasted ... many hours.

* to decide [dɪ'saɪd] — решить

** a double room — номер на двоих

*** £ = a pound [paʊnd] — фунт стерлингов

4. Last summer we went on a short trip to Leningrad. We stayed at the Moskva hotel ... a week. ... our stay we saw a lot of beautiful places in and outside Leningrad.

Ex. 26. Are you going on business? Fill in the declaration.

Keep for the duration of your stay in the USSR or abroad. Not renewable in case of loss.

Persons giving false information in the Customs Declaration, or to Customs officers shall render themselves liable under laws of the USSR.

CUSTOMS DECLARATION

Full name _____

Citizenship _____

Arriving from _____

Country of destination _____

Purpose of visit _____
(business, tourism, private, etc.)

My luggage (including hand luggage) submitted for Customs inspection consists of _____ pieces.

With me and in my luggage I have:

I. Weapons of all descriptions and ammunition _____

II. Narcotics and appliances for the use thereof _____

III. Antiques and objects of art (paintings, drawings, icons, sculptures, etc.) _____

IV. U.S.S.R. rubles, U.S.S.R. State Loan bonds, Soviet lottery tickets _____

V. Currency other than USSR rubles (bank notes, exchequer bills, coins), payment voucher (cheques, bills, letters of credit, etc.), securities (shares, bonds, etc.) in foreign currencies, precious metals (gold, silver, platinum, metals of platinum group) in any form or condition, crude and processed natural precious stones (diamonds, brilliants, rubies, emeralds, sapphires and pearls), jewelry and other articles made of precious metals and precious stones, and scrap thereof, as well as property papers:

Description	Amount/quantity		For official use
	in figures	in words	
US Dollars			
Pounds Sterling:			
French Francs			
Deutschemarks			

VI. USSR rubles, other currency; payment vouchers, valuables and any objects belonging to other persons _____

I am aware that, in addition to the objects listed in the Customs Declaration, I must submit for inspection: printed matter, manuscripts, films, video- and sound recordings, postage stamps, pictorial matter, etc., as well as items not for personal use.

I also declare that my luggage sent separately consists of _____ pieces.
(Date) _____ 199__ Owner of luggage _____

(signed)

Сохраняется на все время пребывания в СССР или за границей.

При утере не возобновляется.

Сообщение неправильных сведений в таможенной декларации, а также сотруднику таможи влечет за собой ответственность на основании законодательства Союза ССР.

ТАМОЖЕННАЯ ДЕКЛАРАЦИЯ

Фамилия, имя, отчество _____

Гражданство _____

Из какой страны прибыл _____

В какую страну следует _____

Цель поездки [деловая, туризм, личная и т. п.] _____

Мой багаж, включая ручную кладь, предъявляемый для таможенного контроля, состоит из _____ мест.

При мне и в моем багаже имеются:

I. Оружие всякое и боеприпасы _____

II. Наркотики и приспособления для их употребления _____

III. Предметы старины и искусства [картины, рисунки, иконы, скульптуры и др.] _____

IV. Советские рубли, облигации государственных займов СССР и билеты советских лотерей, а также чеки В/О "Внешпосылторг" и отрезные чеки Внешторгбанка СССР в рублях серии "А". _____

V. Другая валюта [кроме советских рублей], [банкноты, казначейские билеты, монеты], платежные документы [чеки, векселя, аккредитивы и другие] фондовые ценности [акции, облигации и другие] в иностранной валюте, драгоценные металлы [золото, серебро, платина, металлы платиновой группы] в любом виде и состоянии, природные драгоценные камни в сыром и обработанном виде [алмазы, бриллианты, рубины, изумруды, сапфиры, а также жемчуг], ювелирные и другие бытовые изделия из драгоценных металлов и драгоценных камней и лом таких изделий, а также имущественные документы.

Наименование	Количество		Отметки таможи
	цифрами	прописью	
Доллары США			
Фунты стерлингов			
Французские франки			
Марки ФРГ			

VI. Принадлежащие другим лицам советские рубли, другая валюта, платежные документы, ценности и любые предметы _____

Мне известно, что наряду с предметами, поименованными в декларации, подлежат обязательному предъявлению для контроля: произведения печати, рукописи, кинофотоленки, видео, и звукозаписи, почтовые марки, изобразительные материалы и т. п., равно как и предметы не для личного пользования. Также заявляю, что отдельно от меня следует принадлежащий мне багаж в количестве _____ мест.

" " _____ 199 г.

Подпись владельца ручной клади
и багажа _____

UNIT VI

SPEECH EXERCISES

Ex. 27. a) Read the dialogue.

Remember: to visit — посещать

life [laɪf] — жизнь

to bring [brɪŋ] — приносить, относить

Mr and Mrs Taylor and their two sons and a daughter have arrived in New York for a few days. The Taylors have never been there before and they decided to visit New York to see the life of this big city, its parks, beautiful houses, cinemas and other places. Now they are at the reception-desk at the Hilton Hotel.

Receptionist: Good evening, sir.

Taylor: Good evening. My name is Taylor.

Receptionist: Oh yes, sir. I've got your letter here. We have three rooms for you. Two double rooms and a single room with baths. You are staying with us for a week, Mr Taylor, aren't you?

Taylor: Yes, we'll be here till Thursday afternoon.

Receptionist: Please, fill in the forms.

Taylor: Sure. Which floor are the rooms on?

Receptionist: The second floor. I hope you'll like them. They are very quiet. You've got telephones and television-sets in the rooms. Here are the keys to your rooms. You can see the lift on your left. The porter will take your luggage upstairs.

Taylor: Where is the breakfast room?

Receptionist: On the ground floor.

- Taylor:* I see. Oh, will you please phone us tomorrow morning at 7 o'clock. We would like to have early morning tea.
- Receptionist:* Very well. The maid* will bring it to your room.
- Taylor:* Thank you.

b) Ask questions on the text.

c) Say what you have learned from the dialogue about:

1. the purpose of the Taylors' visit to New York; 2. the rooms which the family reserved at the hotel.

Ex. 28. a) Read the dialogue.

Note the pronunciation:

1. Canada ['kænədə] — Канада
2. a café ['kæfeɪ] — кафе
3. Scotland ['skɒtlənd] — Шотландия

Remember: to find [faɪnd] — находить

Phil Brown is speaking to the clerk at the travel agency**.

Mr Brown: Good morning. I'm from **Canada**. My wife and I would like to spend a week in a small quiet place. No cinemas, no concert-halls, no **cafés**. Only a lot of sunny days if we can order that. Could you recommend a good place to go to?

The clerk: You'll **find** some quiet places in **Scotland**.

Mr Brown: You see, we'd like to stay in a place close to London.

The clerk: What about a small hotel in the country? We can make a reservation for you at one of the hotels.

Mr Brown: That's good.

Mrs Brown: Do you know, Phil, what I'm thinking about? You remember the Jones were in England last year.

Mr Brown: Yes, I certainly do. They have never stopped*** talking about it since.

Mrs Brown: They spent a day in Blackpool. They had a room in a comfortable hotel there. They say it was so beautiful. Let's go there too.

* a maid [meɪd] — горничная

** an agency ['eɪdʒənsɪ] — агентство

*** to stop [stɒp] — прекращать

The clerk: But it's not a quiet place, I'm afraid. It's a very popular resort. It has hundreds of hotels and boarding-houses and thousands of people.
Mrs Brown: Oh, that means cinemas, concert-halls, cafés!
Mr Brown: All right! Please reserve accommodation for us at one of these holiday camps. But why did I take my fishing rod* then?

b) Say what you have learned from the dialogue about:

1. The clerk's recommendations where to have a quiet rest;
2. Blackpool.

c) Think and answer.

1. Why did Mr Brown want to have a quiet rest in a place near London?
2. Why did Mrs Brown want to go to Blackpool?
3. Why did Mr Brown agree to spend the holiday in Blackpool?

d) Give your viewpoint: only a popular resort is a good place for rest.

Ex. 29. a) Read the story.

Remember: to make a report [ri'pɔ:t] — делать доклад

Note the pronunciation:

1. New Orleans ['nju:ɔ:lɪnz]
2. Nickolas ['nikələz]
3. Ingram ['ɪŋrəm]

The St Gregory Hotel, New Orleans, was busy. There were many people at the reception-desk. A middle-aged** Negro*** with a suit-case in his hand came up to the receptionist and said: "Good morning. I'm doctor Nickolas. You have a reservation for me."

"Yes, sir. Will you check in, please," the receptionist said before he looked up. But when he did, he said, "The hotel is full."

The Negro smiled and said, "The hotel sent a letter which says that you have a reservation for me."

"I'm sorry, but we haven't any accommodation at the moment. We are having a conference here."

"I know. It's a conference of doctors. I'm one of them."

"I'm very sorry, but I can't help you."

"Can I speak to the manager in this case?" the Negro

* a fishing-rod ['fɪʃɪŋ rɒd] — удочка

** middle-aged ['mɪdl'eɪdʒd] — средних лет

*** a Negro ['nɪgrəʊ] — негр

asked. A few minutes later the manager came up to the reception-desk.

"Mr Bailey, I've told this gentleman that the hotel is full," the receptionist said.

"But I've said I have a reservation," Dr Nickolas said.

"We'll see what we can do."

"Just a moment. You tell me the hotel is full, but your people are checking visitors in. Do they have some special kind of reservation, I wonder?"

"Jim Nickolas!" A small middle-aged man came up to the Negro.

"Oh, Dr Ingram! How good to see you."

"How are you, Jim, my boy? No, don't answer! I can see you are fine. I've heard much about you."

"Thank you," Dr Nickolas said.

"You are going to make a report, I know. And I'll have the pleasure to introduce* you to the conference. You know they made me President this year. Let's meet in the hall in the evening and have a talk. Give me your room number."

"I'm sorry, Dr Ingram, but they say I can't get a room at the St Gregory. Probably it's my colour."

For some minutes Dr Ingram couldn't speak. Then he said: "I promise** you, Jim, there will be a room, or we'll all leave this hotel."

(After "Hotel" by A. Hailey)

b) Say what you have learned from the story about:

1. the St Gregory Hotel; 2. Dr Nickolas and the purpose of his visit to New Orleans; 3. Dr Ingram.

c) Think and answer.

1. Why did the doctors who came to the conference stay at the St Gregory Hotel?
2. Why was Mr Ingram happy to meet Dr Nickolas?
3. Do you think he will help Dr Nickolas to get accommodation at the hotel? Why?

Ex. 30. Read the letter.

What is the letter about?

* to introduce [ɪntrə'dju:s] — представлять

** to promise ['prɒmɪs] — обещать

POP tours Ltd

149 Salisbury Street,
London, SW 7Z 3AH

Telegraphic Address: Popoff, London.
Telephone: 01 234 3678

LJT/MN

3rd September, 1986

Mr H. Ferry
73 Priory Grove;
Wigan,
Lancs.

Dear Sir,

Thank you for your letter of 31st August in which you asked if it would be possible for you to have a room on the Ground Floor in the Hotel Splendido in El Kabab for your holiday at Christmas. Mr Omar, the manager, assures us that this is possible, so we have made a reservation in your name.

We hope that you will enjoy your holiday.

Yours faithfully,*



L. J. Thomas
Manager.

Ex. 31. Answer the following questions:

1. Is it always necessary to go through the Customs when you go to a foreign country?
2. What does a customs officer usually ask passengers to do when they come up to his desk?
3. What things are liable to duty?

* yours faithfully — с уважением

* * *

1. Do you always stay at a hotel when you go on business?
2. When and where did you last stay at a hotel?
3. What was the name of the hotel?
4. What kind of accommodation did you have?
5. What did you write in a form when you arrived at the hotel?
6. Did you enjoy your stay at this hotel? Why?

* * *

1. Why do people usually go to post-offices?
2. What can people buy at post-offices?
3. In what case do people send urgent telegrams?
4. What can you buy from a slot-machine in our country?

Ex. 32. Speak on the topics.

1. Moscow hotels.
2. My stay at a hotel.

Ex. 33. Act out dialogues based on the following assignments:

1. Mr Brown is interested in your latest model of planes. Receive Mr Brown at your office and ask him a few questions about the hotel he is staying at. Then discuss the price and terms of delivery.
2. You are going to visit a plant in Manchester. Phone the manager of the plant and ask him to make a reservation for you and your inspectors at a hotel.
3. Phone Mr Camp. Tell him that you have studied their catalogues and quotation. The quality of their television equipment meets your requirements and you would like to meet him to discuss prices, terms of payment and delivery. Make an appointment with Mr Camp.

UNIT VII

WRITTEN PRACTICE

Ex. 34. a) Change the following sentences in direct speech into reported speech.

1. Mr Blake: "The Embassy Hotel is in the center of London."

2. Voronin: "How much time will it take you to get to London by plane?"
3. The immigration officer: "What's the purpose of your trip?"
4. The secretary: "At what hotel must I reserve accommodation for Mr Blake?"
5. Voronin: "It didn't take us long to discuss the price."
6. The office manager: "You'll go on business to Great Britain'."
7. Mr Blake: "At what hotel did you stay when you were in London?"
8. Mr Bell: "Has the porter given you the key to your room?"
9. Nancy: "Will you go to London by train or by plane?"

b) Write what Mr Blake, Voronin, Nancy ... said or asked.

Ex. 35. Write questions on the basis of the following situations:

1. Our director is going on business to a foreign country.
2. I stayed at a hotel during my trip to New York.

Ex. 36. Translate into English.

Недавно я был в командировке в Англии. Я поехал туда, чтобы обсудить предложение фирмы "Блейк энд К⁰" с г-ном Брауном, президентом этой фирмы. Мы долетели до Лондона за три с половиной часа. Так как у меня не было вещей, которые облагаются пошлиной, мне понадобилось немного времени, чтобы пройти таможенный досмотр.

В аэропорту меня встретил мой старый друг. Он работает сейчас в торгпредстве и находится в Лондоне уже два года. Я был рад снова увидеть его.

Мы сели в машину и поехали в гостиницу.

В гостинице администратор попросил меня заполнить бланк. Я написал свою фамилию и адрес. Он дал мне ключ от моей комнаты. Пришел портье, взял мой багаж, и мы поднялись в лифте на седьмой этаж. Номер был на одного человека, с ванной. Большое окно делало комнату светлой и уютной.

Мы с другом выпили кофе и поехали в торгпредство.

Ex. 37. Write about the hotel you stayed at during your holiday (business trip).

UNIT VIII

VOCABULARY

1. **business** *n* — эд. командировка
 to go
 to come | on business
 to be
e.g. Mr Blake is on business here. Do you often go on business?
2. **passport control** [kən'traʊl] — паспортный контроль
 to go through passport control — проходить паспортный контроль
3. **a purpose** ['pʌpəs] — цель
4. **a visit** ['vɪzɪt] *n* — визит, посещение
 visit to a | plant
 | city
 | country
5. **to visit** *v* — посещать
 to visit a | plant
 | city
6. **a trip** [trɪp] *n* — поездка
 to be | on a trip
 to go |
 to make a trip
e.g. I'd like to make a trip to the Caucasus this year.
7. **order** ['ɔ:də] *n* — порядок
 to be in order
e.g. Your passport is in order.
8. **Customs house** — таможня
 to go through the customs — проходить таможенный досмотр
e.g. You must go through the customs when you go to a foreign country.
9. **to declare** [dɪ'kleə] *v* — заявлять о вещах, запрещенных к ввозу и вывозу за границу
10. **to be liable to duty** ['laɪəbl tə 'dju:ti] — подлежать обложению пошлиной
e.g. Cigarettes are liable to duty.
11. **to be duty-free** — не подлежать обложению пошлиной
e.g. A block of cigarettes is duty-free.
12. **to open** ['oʊpən] *v* — открывать
13. **a suit-case** ['sju:tkeɪs] *n* — чемодан
14. **personal** ['pɜ:sənəl] *adj* — личный
 personal | matters
 | luggage
 | things
e.g. Personal things are duty-free.

15. **necessary** ['nesəsəri] *adj* — необходимый
e.g. It's necessary to discuss this matter in detail.
16. **to mark** [mɑ:k] *v* — отмечать, делать отметки, маркировать
 — пребывание
17. **a stay** [steɪ] *n*
 stay | at a hotel
 | in a country
e.g. Did you enjoy your stay in our country?
18. **to take** *v* — отвозить
 to take smb. to | a hotel
 | a ministry
 | an airport
e.g. We met Mr Blake at the airport and took him to the Rossiya Hotel.
19. **a centre** ['sentə] *n* — центр
 the centre of the city
20. **a way** [weɪ] *n* — путь, дорога
 on the way | to the Ministry
 | to the airport
 | home
 | back
e.g. On the way home I met my friend.
21. **to impress** [ɪm'pres] *v* — впечатлять, производить впечатление
e.g. The film impressed me.
22. **bright** [braɪt] *adj* — яркий
23. **a bus** [bʌs] *n* — автобус
 to go by bus
 to get on a bus
 to get off a bus
e.g. I got off the bus near the Rex cinema.
24. **traffic** ['træfɪk] *n* — уличное движение
 much |
 heavy | traffic
 little |
25. **left-hand** *adj* — левый
 left-hand traffic — левостороннее движение
e.g. There is left-hand traffic in England.
26. **to reserve** [rɪ'zə:v] *v* — заказывать /номер в гостинице, билет/
 to reserve a | room
 | table
 | seat
e.g. It's necessary to reserve accommodation at the hotel in advance.
27. **to check** [tʃek] *v* — проверять
28. **single** [sɪŋɡl] *adj* — единственный, одиночный

a single room	— номер на одного человека
29. private ['praɪvɪt] <i>adj</i>	— частный, личный
private house	
private car	
private room	
30. a number ['nʌmbə] <i>n</i>	— номер
e.g. What's the number of your room?	
31. to fill in [fɪl] <i>v</i>	— заполнять
32. a form [fɔ:m] <i>n</i>	— бланк
to fill in a form	
33. a key ki:] <i>n</i>	— ключ
the key to a room	
34. to call [kɔ:l] <i>v</i>	— звать, позвать
35. a porter ['pɔ:tə] <i>n</i>	— портье
36. a post-office ['pəʊst'ɔ:fɪs] <i>n</i>	— почта
37. a postcard ['pəʊstkɑ:d] <i>n</i>	— почтовая открытка
38. a stamp [stæmp] <i>n</i>	— марка
39. an envelope ['envɪləʊp] <i>n</i>	— конверт
40. a slot machine ['slɒt mə'ʃi:n] <i>n</i>	— автомат
41. airmail ['eəmeɪl] <i>n</i>	— авиапочта
by airmail,	— авиапочтой
e.g. I often send letters by airmail.	
42. regular ['regjʊlə] <i>adj</i>	— регулярный
by regular mail	— обычной почтой
e.g. Send this letter by regular mail.	
43. a parcel [pɑ:sl] <i>n</i>	— посылка
44. a telegram ['telɪgræm] <i>n</i>	— телеграмма
45. ordinary ['ɔ:dɪnəri] <i>adj</i>	— простой, обычный
ordinary mail	
ordinary telegram	
ordinary letter	
46. urgent ['ɜ:dʒənt] <i>adj</i>	— срочный
urgent telegram	
urgent delivery	
47. express [ɪks'pres] <i>adj</i>	— скорый, срочный
express telegram	
48. life [laɪf] <i>n</i>	— жизнь
49. to bring [brɪŋ] <i>v</i>	— приносить
(brought [brɔ:t], brought)	
50. a report [rɪ'pɔ:t] <i>n</i>	— доклад
to make a report	— делать доклад
51. to find [faɪnd]	— находить
(found [faʊnd], found)	

Speech pattern

It takes me an hour to get to the office. — Мне нужен час, чтобы добраться до офиса.

LESSON 2

Grammar: 1. Absolute Forms of Possessive Pronouns (абсолютные формы притяжательных местоимений).
2. Degrees of Comparison of Adjectives (степени сравнения прилагательных).
3. Reported Requests and Commands (просьбы и приказания в косвенной речи).

Text: Getting about London.

UNIT I

GRAMMAR

SECTION I

ABSOLUTE FORMS OF POSSESSIVE PRONOUNS

Step 1. Read the dialogue.

— Whose magazine is this? Is it yours?

— No, mine is in the desk. Judy was here during lunch. I think, it's hers.

В отличие от простой формы притяжательных местоимений **my, your, our** и т. д., которые ставятся перед существительными, притяжательные местоимения в абсолютной форме употребляются самостоятельно, т. е. вместо существительных.

Step 2. Study the table and remember the pronouns.

Whose book is this?	It's	my her his our your their	book.	It's	mine hers his ours yours theirs
---------------------	------	--	-------	------	--

Step 3. Practise the use of possessive pronouns.

Ex. 1. Say and respond as in the model.

- My brother is an \ actor. And what about \ yours?
- Mine is an engi \ neer.

Prompts: 1. an economist; 2. a manager; 3. a receptionist; 4. a hotel manager; 5. a porter; 6. an airport clerk; 7. an inspector; 8. a doctor; 9. a customs officer; 10. an engineer.

Ex. 2. Ask and answer as in the model.

- Is it / Mike's suit-case?
- \ No, it's \ not his. It's \ mine.

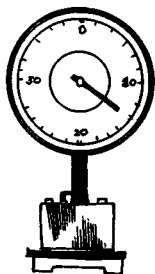
Prompts: 1. Helen's room; 2. the Lavrovs' suit-case; 3. our key; 4. Peter's boarding-pass; 5. the children's desk; 6. our ticket.

SECTION II

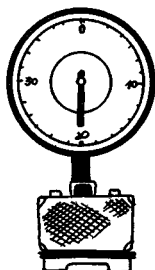
DEGREES OF COMPARISON OF ADJECTIVES

a) The degrees of comparison of one- and two-syllable adjectives.

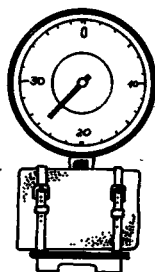
Step 1. Look at the pictures and read the sentences.



This is a **heavy** suit-case.



This is a **heavier** suit-case.



This is the **heaviest** suit-case.

Сравнительная степень (comparative degree) одно-
сложных и ряда двусложных прилагательных обра-
зуется прибавлением суффикса **-er** [ə]: old —
older. После прилагательного в сравнительной сте-
пени может стоять союз **than**: The pencil is longer
than the pen.

Превосходная степень (superlative degree) обра-
зуется прибавлением суффикса **-est** [ɪst]: oldest.
Перед прилагательным в превосходной степени
ставится определенный артикль.

Spelling Difficulties

1. busy busi-er busi-est Конечная буква **-y** ме-
няется на **-i**. Конечная
2. hot hott-er hott-est согласная удваивается
после краткой гласной.

Step 2. Practise the use of the degrees of comparison of adjectives.

Ex. 3. Form the comparative and superlative degrees of the following
adjectives:

cold, wet, dry, early, few, full, fine, high, hot, lazy, large,
lovely, long, light, late, nice, new, quiet, small, sunny,
short, young.

Ex. 4. Say and respond as in the model.

- My office is very large.
- But Petrov's office is larger. It's the largest
office in our company.

Prompts: 1. a block of flats (high); 2. a district (quiet);
3. Vnukovo Airport (busy); 4. the AZLK Plant
(large); 5. Gorki Park (nice).

Ex. 5. Answer as in the model.

- Is Minsk as large as Leningrad?
- No, Leningrad is larger. It's one of the largest
cities in our country.

Prompts: 1. Is Gorki Park as quiet as Sokolniki Park? 2. Is Kiev as sunny as Sochi? 3. Is Komsomolsk as young as Tolyatti? 4. Is Bykovo Airport as busy as Vnukovo Airport? 5. Is Kharkov as old as Kiev? 6. Is September as lovely as May?

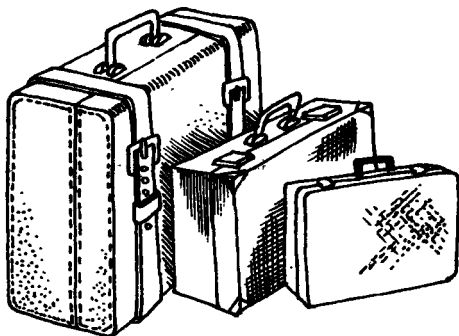
Ex. 6. Ask and answer as in the model.

- Is **Suhumi** a **nicer** place than Alushta?
— Oh, **yes**, it's the **nicest** place I've ever been to.

Prompts: 1. New York (a large city); 2. Kuskovo (a quiet park); 3. Tashkent (a hot place); 4. the Povtory (a small cinema); 5. Norilsk (a cold place).

b) Irregular degrees of comparison

Step 1. Look at the pictures and read the sentences.



This suit-case is **better** than the other two. It is **the best** suit-case.

This suit-case is **worse** than the other two. It is **the worst** suit-case.

Некоторые прилагательные образуют сравнительную степень от других корней:

good — better — best

bad — worse — worst [wɜːst]

little — less — least [liːst]

many | more [mɔː] — most [mɔːst]

much |

Step 2. Practise the use of the degrees of comparison of adjectives.

Ex. 7. Ask and answer as in the model.

- Are there ↗ many people in your company?
— ↘ Yes, I think there are more than ↘ 100 people in our company.

Prompts: 1. engineers — at the office; 2. cinemas — in Moscow; 3. blocks of flats — in your street; 4. books — in your shelves; 5. new districts — in Moscow; 6. hotels — in Moscow.

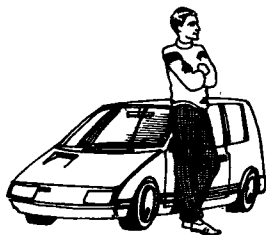
Ex. 8. a) Read the model.

This film is ↗ better (worse) than the film I saw last ↘ week.
Actually it's the ↘ best (worst) film I've seen lately.

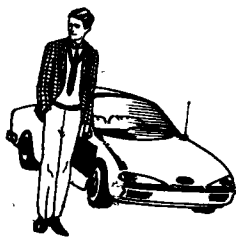
b) Compare two comedies (newsreels, musicals, detective films, etc.) you have seen.

c) The degrees of comparison of many-syllable adjectives

Step 1. Look at the pictures and read the models.



This car is comfortable.



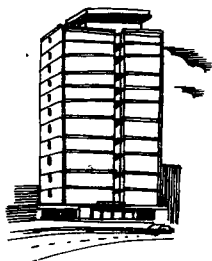
This car is more comfortable.



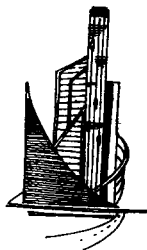
This car is **the most comfortable**.



This house is **attractive**.



This house is **less attractive**.



This house is **the least attractive**.

Многосложные прилагательные и большинство двусложных образуют сравнительную степень при помощи **more** "более", **less** "менее" и превосходную — при помощи **most**, **least**.

Step 2. Practise the use of the degrees of comparison of adjectives.

Ex. 9. Form the comparative and superlative degrees of the following adjectives:

comfortable, beautiful, difficult, attractive, favourite, possible, popular, interesting.

Ex. 10. Answer as in the model.

- Is Manchester as beautiful as London?
- No, certainly not. London is a more beautiful city. It's one of the most beautiful cities in England.

1. Is Odessa as popular as Sochi?
2. Is the Rossia Hotel as beautiful as the Kosmos Hotel?
3. Is the "Berezka" TV-set as expensive as the "Temp" TV-set?
4. Is the "Lada" car as comfortable as the "Volga" car?
5. Is the English language as difficult as the Russian language?

SECTION III

REPORTED REQUESTS AND COMMANDS

Step 1. Read the dialogue.

- a) — Please, make an appointment with Mr Roy for Tuesday.
 — Sorry, what did you ask?
 — I **asked** you to **make** an appointment with Mr Roy for Tuesday.
- b) — Look through the quotation from Dunn & Co, please.
 — Sorry, I didn't hear you.
 — I **told** you to **look through** the quotation of Dunn & Co.
- c) — Don't read in bed.
 — Sorry, what did you say?
 — I told you not to read in bed.

При передаче просьбы в косвенной речи употребляется глагол **to ask** /просить, спрашивать/, а для передачи приказа — **to tell** /сказать/.

Step 2. Practise reported requests and commands.

Ex. 11. Respond as in the model.

- Could you **open the** ↗ **window**, please?
 — Did you ask me to **open the** ↗ **window**?
 — ↘ Yes, I ↘ did.

Prompts: 1. to put the luggage on the scales; 2. to give me an airmail stamp; 3. to answer the letter now. 4. to take Mr Green to his room; 5. to fill in a form; 6. to reserve accommodation for Mr Brown.

Ex. 12. a) Respond as in the model.

John: What did the director say?

Mike: He told me to give an answer to Green & Co to day.

Prompts: 1. to go on business to Kiev; 2. to meet the customers at the Trade Delegation; 3. to go to the Seller's plant; 4. to clarify some matters with Mr Brown; 5. to fax this letter to the Seller.

b) Say what your General Director told you to do during your office hours yesterday.

Ex. 13. a) Read the model.

— Your friend smokes a lot.

— I'll ask him not to smoke so much.

b) What will you ask or tell your friend not to do if:

1. he watches television too much; 2. he reads in bed; 3. he goes to the cinema too often; 4. he swims in cold water; 5. he spends too much time on the beach; 6. he reads too many detective stories.

UNIT II

SPEECH PATTERN

Pattern:

Most of the streets in London are not very wide.

Ex. 14. Ask and answer as in the model.

— What can you say about Kiev parks?

— Most of the parks are very green.

Prompts: 1. London advertisements; 2. Sochi beaches; 3. Moscow hotels; 4. the blocks of flats in new districts of Moscow; 5. Soviet resorts.

UNIT III

WORKING ON THE TEXT

Getting about London

What is London?

We can say that it is one of the largest cities in the world, that it is one of the world's most important ports and that it is the capital of Great Britain.*

But all these answers do not give any idea of London.

London is more than two thousand and five hundred years old. About seven million people live there. There are more than 10 thousand streets in London.

Most of the streets are not very wide and most of the buildings are not tall, but multistorey buildings have also appeared in London and almost all of them are hotels and offices.

London Underground (or Tube) is the oldest and longest in Europe.** There are eleven different lines with more than 500 stations.

Although London is a crowded and noisy city you can find many pleasant parks and green squares there.

Regent's Park*** is the most beautiful park and Hyde Park is the largest, it is one of the most popular places of rest of Londoners on hot summer days.

There are three main parts in London: the City, the West End¹ and the East End².

The oldest part of London is the City, the business centre. But the political centre is Westminster**** which is in the West End.

The West End is famous for its rich shops, hotels, restaurants, cinemas, museums and other places of interest. Only rich people live there.

The East End is another part of London. Many houses there are poor and many streets are narrow and dirty.

* Great Britain ['ɡreɪt 'brɪtən] — Великобритания

** Europe ['juərəp] — Европа

*** Regent's Park ['rɪdʒənts] — Риджентс — Парк

**** Westminster ['westmɪnstə] — Вестминстер

The East End is famous for its docks* but they have closed. Now people are **building** houses there. Already there are offices, shops and restaurants, a cinema and a large hotel for a modern traveller. By 2000 there will be a **sports**** centre, a shopping centre, an airport and many other new buildings.

There is so much to see in London that **even** Londoners can always find new **sights**. They like to say: "When a man is tired of London, he is tired of life."

Asking the Way

On the first day of his stay in London Borisov **went sightseeing**. He saw Piccadilly***, one of the most famous streets of London. Then he **decided** to go to the British Museum. He asked a **passer-by** to show him the way there.

Borisov: **Excuse me**, can you **tell** me the way to the British Museum?

Passer-by: I certainly can. It's a 30 minutes' **walk** from here, but if you want to get there **quickly** you can **go** by bus from Oxford Circus.****

Borisov: How do I get to Oxford Circus?

Passer-by: **Go straight on**, **turn right at the traffic lights** and in three minutes you are there.

Borisov: What bus do I take?

Passer-by: **The 73³**.

Borisov: At what **stop** do I get off?

Passer-by: At Great Russel Street.***** The bus stops at the museum.

Borisov: **One more thing⁴**: how long will it take me to get to the museum?

Passer-by: Not more than 15 minutes.

Borisov: Many thanks.

Passer-by: **Not at all⁵**.

* dock — док

** sport [spɔ:t] — спорт

*** Piccadilly ['pɪkə'dɪli] — Пиккадилли

**** Oxford Circus ['ɒksfəd 'sɜ:kəs] — Оксфорд Серкус, название площади в Лондоне

***** Great Russel Street ['greɪt 'rʌsl 'stri:t] — Грейт Рассел Стрит, название улицы в Лондоне

Notes:

1. **The West End** — Уэст-Энд, фешенебельный район Лондона
2. **The East End** — Ист-Энд, рабочий район Лондона
3. **the 73** — маршрут 73, **but: bus 73** — автобус 73
4. **one more thing** — И еще (вопрос).
5. **Not at all.** — Не стоит (благодарности).

Ex. 15. Read the text.

Ex. 16. Agree or disagree. Give your reasons.

1. London is the capital of Great Britain.
2. London is a young city.
3. Most of the streets are wide and most of the buildings are high.
4. Multistorey buildings have not appeared in London.
5. London Underground is not the longest in Europe.
6. There are no quiet places in London.
7. The oldest part of London is the City.

* * *

1. Borisov saw the British Museum, after that he went to see Piccadilly.
2. He did not know how to get to the British Museum.
3. It was a 30 minutes' walk to the British Museum.
4. Borisov walked to the museum.
5. He took bus 73 to get to the museum.

Ex. 17. Say what you have learned from the text about:

1. London — the capital of Great Britain; 2. London Underground and parks; 3. three main parts of London.

Ex. 18. Think and answer.

1. Why are London's streets not very wide and the buildings are not very tall?
2. Why is London a crowded and noisy city?
3. Why do Londoners like to say: "When a man is tired of London, he is tired of life?"

* * *

1. Why did Borisov go sightseeing on the first day of his stay in London?
2. Why did he decide to go to the British Museum?
3. Why did he ask a passer-by the way to the British Museum?

WORKING ON WORDS

to be famous for

Ex. 19. a) Read the model.

London is famous for its rich mu\seums.

- b) Say what Leningrad (Moscow, New York, etc.) is famous for.
c) Now say what Chekhov (Tolstoy, Repin, etc.) is famous for.

at about
in about
for about

Ex. 20. a) Ask and answer as in the models.

- At what time will the manager be\back?
— At about 2 o'clock.

- When will the manager be back from the\talks?
— In about a quarter of an\hour.

Prompts: 1. to finish the talks; 2. to reserve accommodation; 3. to come back from the plant; 4. to collect the mail; 5. to go to Sheremetyevo Airport.

b) Read the model.

The talks will last for about three\hours.

- c) Say how long the film (lesson, flight, lunch, business trip, etc.) will last.

to decide

Ex. 21. a) Read the models.

1. We decided to go to the Pushkin Mu\seum.

b) Say what you are going to do next weekend.

2. We decided not to go to the theatre to night
(because our daughter is not well).

c) Say why you decided not to go to:

the Pushkin Museum, Gorki Park, Red Square, the Arbat restaurant, the country, the seaside.

d) Now say why you decided not to see the new film (to go to the Caucasus by car, etc.).

a thirty minutes' walk

Ex. 22. a) Ask and answer as in the model.

— Can you tell me the shortest way to Hyde Park?
— Certainly. Go straight on. It's a 10 minutes' walk from here.

Prompts: 1. the British Museum; 2. Oxford Street; 3. Regent's Park; 4. Piccadilly Circus; 5. the nearest post-office; 6. the Soviet Trade Delegation.

UNIT V

KEY STRUCTURES AND SPECIAL POINTS

Articles

Ex. 23. a) Supply the articles or possessive pronouns where necessary.

1. I met Ann in ... street yesterday.
2. ... Oxford street is in the centre of London.
3. My friends live in ... quiet street of Lvov.

* * *

- There are many squares in New York.
- Is there ... square near your hotel?
- Yes, ... square is very beautiful. It's ... Madison Square.

* * *

1. ... Moscow Underground is the most beautiful in the world.
2. Is there ... underground in Minsk?
3. Arbat street is a long way from here. You must go there by ... underground.
4. — Which underground station must I take to get to Tverskaja Street?
— Take ... underground at Nogin Square station.

* * *

- I like that building. What is it?
- It's ... museum.
- What museum is it?
- It's ... Tolstoy Museum.
- Have you been to ... museum?
- Yes, many times.

* * *

Moscow

When I come to Moscow I always reserve ... accommodation at ... Metropol Hotel. I think it is better than any other hotel.

It is in ... Marx Prospect*, ... very wide street with eight lines of traffic.

... Metropol Hotel is only ... few minutes' walk from ... Red Square**. If you want to go by ... underground you can take ... underground at ... Revolution Square station which is near ... hotel.

... Moscow Underground is ... most famous in ... world, ... stations are beautiful and bright.

I saw many places of interest in Moscow: ... Lenin Museum, the Kremlin where I saw Lenin's flat and ... study.

There are about 60 museums in Moscow and it is difficult to see all of them during ... month. I like ... Red Square very much. In earlier days "red" meant "beautiful". It is really beautiful, and I do not know if ... Red Square is more beautiful in summer or in winter.

* a prospect ['prɒspɛkt] — проспект

** a square [skweə] — площадь

There are ... lot of parks in Moscow and many squares are as beautiful as parks.

Every evening I walked through ... Alexandrovsky Park near the Kremlin. On Saturday I liked to go to ... Gorki Park, my favourite of all ... Moscow parks.

(After "Holidays among the Russians" by D. Gusack)

b) Say what the author writes about:

1. her favourite hotel in Moscow; 2. places of interest of Moscow; 3. Moscow parks.

Tenses

Ex. 24. a) Supply the correct tense-forms.

At a Bus Stop

Yesterday Linda (to decide) to go to Hyde Park. She (not to know) what bus to take there and (to ask) a woman who (to be) at the stop.

Linda: What bus I (to take) to Hyde Park, please?

Woman: (To take) the 79A.

Linda: It (to stop) here?

Woman: Yes, one just (to leave).

Linda: How long it (to take) me to get there?

Woman: It (to take) you about half an hour to get there at this time of the day. There (to be) a lot of traffic now. Look, bus 79A (to come).

Linda: Thank you so much.

b) Say what you have learned about the woman's instructions how to get to Hyde Park.

Prepositions

Ex. 25. a) Supply the correct prepositions or adverbs where necessary.

When Mr Brown was ... business ... Moscow he stayed ... the Rossiya Hotel. One afternoon he decided to see the Friendship* House, one ... the most beautiful buildings ... the centre ... Moscow.

Brown: Excuse me, can you tell me the way ... the Friendship House... Kalinin Avenue**?

* friendship ['frendʃɪp] — дружба

** an avenue ['ævɪnju:] = a prospect

Passer-by: The Friendship House? Let me see. Well, if you want to get ... there quickly take the underground ... Nogin Square.

Brown: Where do I get ...?

Passer-by: Get Kalininskaya, but you must change at* Kuznetsky Most.

Brown: Where do I go ... Kalininskaya underground station?

Passer-by: When you leave ... the station turn ... the left and go straight five minutes. You can't miss the building**. It's very beautiful.

Brown: Thanks a lot.

Passer-by: Not at all.

b) Ask questions on the dialogue.

c) Act out the dialogue.

Miscellaneous

Ex. 26. a) Choose and use.

sorry, excuse me

1. "..., can you tell me the way to Highgate tube station?"
"..., I don't know."
2. "..., I'm a bit late."
3. "..., are you getting off at the next stop?"
4. "..., what bus must I take to get to the British Museum?"
5. "..., Mr Brown wants you on the phone."
6. "Can I speak to Mr White?"
"..., he is not in now."

b) What will you say, if:

1. you could not come to the lesson;
2. you want to ask the way to the nearest underground station;
3. you want to get information about the plane's take-off time;
4. you don't know the way to the nearest post-office;
5. you would like to know where to check in for the flight;
6. you can't answer the teacher's question;
7. you can't hear your friend on the phone.

* to change (at) — сделайте пересадку (на)

** You can't miss the building. — эд. Вы обязательно обратите на здание внимание (не пройдете мимо).

UNIT VI

SPEECH EXERCISES

Ex. 27. a) Read the dialogue.

Mr Dunn is in Moscow on business now. Last Friday he had talks with Soyuzexport. After the talks he decided to walk to the Rossiya Hotel where he is staying. He stopped a passer-by in Kalinin Avenue to ask him the way.

Dunn: Excuse me, how do I get to the centre of the city?

Passer-by: Which part of the centre do you want?

Dunn: Red Square.

Passer-by: Take a bus or the underground. It'll take you long to walk there.

Dunn: Never mind, I'd like to walk, as I want to see the city on my way to the hotel.

Passer-by: Then you may walk along* Kalinin Avenue to Manezh Square and from there to Red Square. You will see many beautiful sights on the way. There is the Friendship House in Kalinin Avenue. It's one of the most beautiful buildings in Moscow. And in Red Square you will see the Kremlin, the Lenin Mausoleum** and St Basil's Cathedral***.

Dunn: Thanks a lot.

Passer-by: It's a pleasure.

b) Say what you have learned from the dialogue about:

1. Mr Dunn; 2. the sights Mr Dunn could see on his way.

c) Act out the part of the dialogue, where the passer-by tells Mr Dunn how to walk to Red Square.

d) Think and answer.

Why did Mr Dunn want to see the city on his way to the hotel?

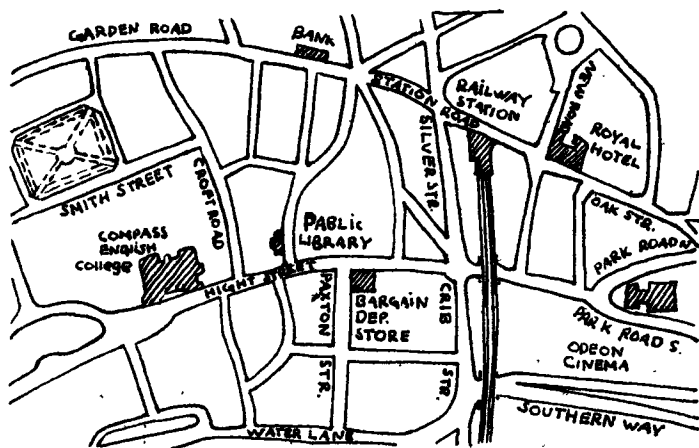
* along [ə'ləŋ] — вдоль, по

** the Lenin Mausoleum [ˌmɔːsə'liəm] — мавзолей Ленина

*** St Basil's Cathedral [sɪn'bæzɪlz kə'tiːdrəl] — собор Василия Блаженного

* * *

Ex. 28. Look at the map.



Imagine, you are in a foreign city and want to get to different places. Make up dialogues with a passer-by and ask him:

1. How to walk:
 - a) from Paxton Street to the Odeon Cinema
 - b) from Silver Street to the Bank:
2. What bus to take to:
 - a) the Royal Hotel from Garden Road
 - b) the Odeon Cinema from Paxton Street

Ex. 29. Answer the following questions:

1. How many people live in Moscow?
2. What is Moscow famous for?
3. Which is the oldest part of Moscow?
4. What changes in Moscow can you speak about?

* * *

1. Why is Moscow a busy and crowded city?
2. Can you find a quiet place in Moscow?
3. What are the largest and most popular parks in Moscow?
4. What places in Moscow do you know where Lenin lived and worked?

5. What places of interest of Moscow can you recommend foreign businessmen to visit?

* * *

1. Do you live in an old or in a new district of Moscow?
2. How long have you lived there?
3. What places of interest are there in your district?
4. Is it more convenient to live in a new or in an old district of Moscow? Why?

Ex. 30. a) Read the story.

Remember: a coat [kəʊt] — пальто

A Cake of Soap*

Normal Gortsby sat on a narrow bench** in the park. From the bench he could see the street with its noisy and heavy traffic. It was 30 minutes past six and it was almost dark***.

There was an old poor man in a brown coat on the bench near him. Some minutes later he left and soon after that a young man sat down on the bench. He said: "Today I've made the worst mistake**** in my life."

"Yes?" said Gortsby.

"I came to London this morning. It's my first visit to this city, you know. When I checked in at the hotel I went out to send a letter to my mother and to buy a cake of soap, as I don't like hotel soap. I walked a little but when I decided to come back to the hotel I couldn't remember its name or the name of the street it is in. And I'm afraid I'll spend the night in the park, as I have got no money***** and no friends in London. Do you find my story impossible?" asked the young man.

"I don't find your story impossible but I don't think that you can show me the soap," said Gortsby.

The young man began looking for***** the soap in his coat. "I've lost***** it," he said in a moment.

"It's too much to lose a hotel and a cake of soap on one afternoon," said Gortsby.

* a cake of soap ['keɪk əv 'səʊp] — кусок мыла

** a bench [bentʃ] — скамья

*** dark [dɑ:k] — темный

**** a mistake [mɪs'teɪk] — ошибка

***** money ['mʌni] — деньги

***** to look for — искать

***** to lose, lost, lost [lʊz, lɒst] — терять

The young man did not say a word and left.

A few minutes later Gortsby saw a small white parcel* near the bench. Yes, it was a cake of soap. Gortsby went to look for the young man. He saw him at the traffic lights.

"I'm sorry I didn't believe you. Here is some money and your cake of soap. Don't lose it again. It has been a good friend to you," said Gortsby.

The young man thanked Gortsby and said "Good-bye!"

When Gortsby came back to the bench he saw the old poor man in the brown coat near that bench.

"What are you looking for?" Gortsby asked him.

"I've lost a cake of soap."

(After "Dusk" by Saki)

b) Say what you have learned from the story about:

1. the young man who spoke to Gortsby; 2. the old man whom Gortsby met in the park.

c) Think and answer:

1. Why did the young man tell Gortsby his story?
2. What did Gortsby mean when he said: "This cake of soap has been a good friend to you"?

Ex. 31. Act out dialogues on the basis of the following assignments:

1. Meet Mr Glen, the manager of White & Co. Ask Mr Glen how Moscow impressed him. Discuss the quality of the goods you are going to sell.
2. Visit Mr Green in his office in London. Ask him what places of interest he can recommend you to see. Discuss the dates and the terms of delivery for the machines you are interested in.
3. Meet Mr Dunn at your office. Ask him about the places of interest he has seen in Moscow. Discuss the prices of your equipment. Agree to give him a discount.

UNIT VII

WRITTEN PRACTICE

Ex. 32. Use the correct form of the adjectives. Write down the sentences.

1. My flat is (large) than my friend's flat.

* a parcel — *эд. сверток*

2. My son had (many) lessons today than yesterday.
3. Moscow is (large) city of our country.
4. Our buses are (comfortable) than double-deckers.
5. This is (beautiful) park I have ever seen.
6. This is (good) book I have ever read.
7. The weather today is (bad) than it was yesterday.

Ex. 33. Translate into English.

1. Кто самый популярный актер этого года?
2. Гостиница "Метрополь" более комфортабельная, чем гостиница "Берлин".
3. В Лондоне больше парков, чем в любом другом городе Англии.
4. Петров знает больше иностранных языков, чем другие инженеры нашей фирмы.
5. Это самый лучший самолет, на котором я когда-либо летал.
6. Не останавливайтесь в этой гостинице, она самая плохая в городе.
7. Погода завтра будет хуже, чем сегодня.

Ex. 34. Translate into English.

Нью-Йорк

Нью-Йорк — самый большой город США (the USA). В нем живет более девяти миллионов человек.

Нью-Йорк известен широкими и прямыми авеню, высокими зданиями, богатыми музеями.

Бродвей (Broadway) — одна из самых интересных улиц мира. Там вы можете увидеть много ресторанов, кинотеатров, магазинов. Это самая длинная улица города.

Уолл-Стрит (Wall-Street) — одна из самых старых и коротких улиц Нью-Йорка. На этой улице много банков, известных во всем мире.

В течение многих лет самым высоким зданием было Эмпайр стейт билдинг (the Empire State Building). Позднее появились более высокие здания.

Но не все районы города такие красивые, как центр. В Нью-Йорке много грязных, перенаселенных районов с узкими улицами. В этих районах живут рабочие.

Ex. 35. Write about the city you have visited lately.

VOCABULARY

1. **the world** [wɜ:ld] *n.* — мир, вселенная
e.g. Our company is doing business with different countries of the world.
in the world — в мире
all over the world — во всем мире
the world's largest — самый большой в мире

Существительное **world** всегда употребляется с определенным артиклем. Оно может употребляться в притяжательном падеже.

2. **important** [ɪm'pɔ:tnt] *adj* — важный
important | **information**
 | **event**
e.g. This order is very important to us. It's important for us to discuss the matter today.
3. **a port** [pɔ:t] — порт
at the port — в порту
to come into a port — войти в порт
to arrive at a port — прибыть в порт
4. **a capital** ['kæpɪtəl] *n* — столица
5. **about** [ə'baʊt] *adv* — примерно, около
e.g. I'll be back in about 10 minutes.
6. **a street** [stri:t] *n* — улица
in the street — на улице
e.g. I met him in Pushkin street yesterday.

Перед названием улиц и площадей артикль не употребляется.

7. **wide** [waɪd] *adj* — широкий
wide street
8. **a building** ['bɪldɪŋ] *n* — здание
large | **building**
small |
9. **to build** [bɪld] *v* — строить
to build houses, underground, etc.
10. **tall** [tɔ:l] *adj* — высокий
tall | **building**
 | **block of flats**
 | **man**
11. **multistorey** ['mʌltɪ'stɔ:ri] *adj* — многоэтажный
multistorey | **building**
 | **block of flats**
 | **office**
 | **hotel**
e.g. My friend lives in a multistorey block of flats.
12. **to appear** [ə'piə] *v* — появляться
e.g. A lot of multistorey buildings have appeared in our district lately.

13. **almost** [ˈɔːlməʊst] *adv* — почти
e.g. Almost all engineers of our firm go on business every year.
14. **an underground** [ˈʌndəgraʊnd] *n* — метро
in the underground — в метро
to take the underground — садиться в метро
to get | by underground
to go |
underground | trains
station
e.g. Take the underground at Oxford Circus.

Обратите внимание на отсутствие артикля:

Moscow } underground
 London }

Oxford Circus } underground station
 Nogin Square }

15. **a line** [laɪn] *n* — линия, эд. линия метро
underground | line
telephone | — телефонная линия
16. **a station** [ˈsteɪʃn] *n* — станция, вокзал
underground | station
large |
nearest |
17. **although** [ɔːlˈðəʊ] *conj* — хотя
18. **crowded** [ˈkraʊdɪd] *adj* — полный, переполненный
to be crowded with | visitors
people
holiday-makers
cars
19. **noisy** [ˈnɔɪzi] *adj* — шумный
noisy | street
noisy | airport
children
traffic
e.g. It's noisy here.
20. **a square** [ˈskwɛə] *n* — сквер, площадь
in a square
21. **main** [meɪn] *adj* — главный, основной
the main | street
part |
problem
22. **a part** [pɑːt] *n* — часть
part of the | city
country
e.g. In what part of Moscow do you live?
23. **a shop** [ʃɒp] *n* — магазин
to buy smth. at a shop

24. **famous** ['feɪməs] *adj* — известный
 famous | city
 famous | novel
 famous | actor
 famous for smth.
 e.g. Brighton is famous for its beaches.
25. **a restaurant** ['restərɒŋ] *n* — ресторан
 e.g. The other day I had dinner at the
 Arbat Restaurant.

Перед названием ресторанов употребляется определенный артикль.

26. **rich** [rɪtʃ] *adj* — богатый
 rich people
27. **a museum** [mjuː'ziəm] *n* — музей
 e.g. There are a lot of famous pictures at
 at the Pushkin museum.

Перед названием музеев употребляется определенный артикль.

28. **pleasant** ['plezənt] *adj* — приятный
 pleasant | park
 pleasant | woman
 e.g. It's pleasant to sit in a quiet park.
28. **a place of interest** — достопримечательность

A place of interest — то, что принято считать интересным для показа, например: музеи, картинные галереи и т. д.

to visit |
 to see | places of interest
 to show |

e.g. What places of interest of Moscow
 have you seen?

30. **poor** [puə] *adj* — бедный
 poor | houses
 poor | people
 poor | districts
 to be of poor quality — быть низкого качества
 e.g. The goods of this company are of
 poor quality
31. **narrow** ['nærou] *adj* — узкий
 narrow | street
 narrow | beach
32. **dirty** ['dɜːti] *adj* — грязный
33. **working-class** *n* — рабочий класс
 working-class people
34. **even** ['iːvən] *adv* — даже
35. **sights** [saɪts] *n* — достопримечательности

Sights — более широкое понятие, чем **places of interest**.
 Включает и просто красивые дома, сады и т. д.

36. **to go sightseeing** ['saɪtsiːɪŋ] — осматривать достопримечательности

e.g. If I visit a city for the first time I always go sightseeing.

37. **to decide** [dɪ'saɪd] *v* — решать
to decide to do smth. — решать сделать что-л.
e.g. We decided to go to the country this weekend.
38. **a passer-by** ['pɑ:səbaɪ] *n* — прохожий
39. **to excuse** [ɪks'kju:z] *v* — извинять, прощать
Excuse me. — Извините.

Excuse me употребляется при обращении к людям, когда нужно получить какую-л. информацию.

Sorry употребляется для выражения сожаления.

40. **to tell** [tel] *v* — сказать, рассказать
(told [tould], told)
e.g. 1) Mr Bell told me that their goods sell very well.
2) Mike told me everything about his trip to Leningrad
to tell smb. the way to some place — рассказать к-л как пройти куда-л.
41. **a walk** *n* — прогулка
a thirty minutes' walk

Неопределенный артикль относится к существительному walk.

42. **quickly** ['kwɪkli] *adv* — быстро
to walk | quickly
to answer | quickly
43. **straight** [streɪt] *adj* — прямой
straight | street
straight | line
straight on *adv* — прямо
e.g. Go straight on and you are there.
44. **to turn** [tɜ:n] *v* — повернуть
to turn | right
to turn | left
45. **traffic-lights** *n* — светофор
at the traffic-lights — у светофора
46. **a stop** [stɒp] *n* — остановка
bus stop — автобусная остановка
e.g. At what stop are you getting off?
47. **to stop** *v* — 1. останавливать,
2. останавливаться
e.g. We stopped the passer-by to ask him the way to Oxford Street.
48. **a coat** [kəʊt] *n* — пальто
summer | coat
winter | coat

Speech Pattern

- Most of the streets in London** — Большинство улиц в Лондоне не очень широкие.
are not very wide.

LESSON 3

Grammar: 1. Adverbial Clauses of Time and Condition (придаточные предложения времени и условия).
2. Compounds (производные) of **some, any, no** and **every**.
3. Adverbs (наречия). Degrees of Comparison.
Text: Talking Business.

UNIT I

GRAMMAR

SECTION I

ADVERBIAL CLAUSES OF TIME AND CONDITION

Step 1. Read the dialogues.

- a) *Mary*: Have you spoken to Helen, John?
John: No, I haven't seen her yet. I'll speak to her as **soon as she comes**.
- b) *John*: Will you go to Brighton this weekend?
Tom: I don't know yet. We'll go there **if the weather is fine**.

В придаточных предложениях условия и времени после союзов **if, when, before** "прежде чем", **as soon as** "как только", **after** "после того как", **till (until)** "до тех пор пока... не" вместо будущего времени употребляется настоящее.

После союзов **till (until)** сказуемое всегда стоит в утвердительной форме.

Step 2. Practise the use of adverbial clauses of time and condition.

Ex. 1. Ask and answer as in the model.

- Will you **sign a contract with Brown & Co?**
— Yes, we shall if they give us a good discount.

Prompts: 1. to agree to CIF terms; 2. to deliver the goods in two months; 3. to accept the Seller's offer; 4. to buy new stamps for your collection; 5. to take the foreign businessmen to Suzdal; 6. to go and see your friend at the weekend.

Ex. 2. a) Read the model.

I'll speak to Tom when he comes \ back.

b) Say when:

you'll see a new film at the Oktyabr Cinema, invite foreign businessmen to a restaurant; reserve accommodation at a hotel; go on a business trip to Great Britain; go through the Customs; see the sights of London.

Ex. 3. Ask and answer as in the model.

We shan't go to the / country till the weather is \ better.

Prompts: 1. to send an order to Smith & Co.; 2. to buy compressors from Green & Co; 3. to go to have lunch; 4. to watch television; 5. to see the new comedy.

Step 3. Read and compare.

Придаточные дополнительные предложения	Придаточные предложения времени и условия
1. Ask the secretary when the engineers will finish the talks.	1. When the engineers finish the talks they will invite the businessmen to a restaurant.
2. Mr Bond asks the secretary if Mr Blake will be busy at 11 tomorrow.	2. Mr Bond said if Mr Blake was busy at 11, he would come to see him after lunch.

В отличие от условных и временных придаточных предложений, в придаточных дополнительных предложениях, вводимых союзами **if** и **when**, употребляется будущее время для выражения будущего действия.

Ex. 4. Choose the correct form of the verb.

1. I don't know if they (give, will give) us a 10% discount.
2. If Blake and Co (buy, will buy) 100 machines we'll give them a 5% discount.
3. I don't know **when** the engineers of Blake and Co (clarify, will clarify) some details of the contract.

4. We'll speak about the terms of payment when we (discuss, shall discuss) the prices.
5. I don't know when our inspector (comes, will come) back.
6. When the office director (comes, will come) back I'll tell him about Blake and Co's offer.
7. They ask us when we (discuss, shall discuss) this matter.

Ex. 5. Ask and answer as in the model.

- Do you know if Lavrov **will go to a sanatorium** in August?
 — I think he **will** if he has a **holiday** this month.

Prompts: 1. to spend the holiday at the Baltic coast; 2. to go on business; 3. to take the British businessmen to the Bolshoy Theatre; 4. to stay at the Intourist Hotel; 5. to give a discount; 6. to deliver the goods in April.

SECTION II

COMPOUNDS OF SOME, ANY, AND EVERY

Step 1. Read the dialogues.

- a) — Have you heard **anything** about the new model of compressors of Brown & Co?
 — The new model? No, I've heard **nothing** about it.
- b) — Can you tell me **anything** about the places of interest of London?
 — Yes, I can tell you **something**, but not very much.
- c) — Has **anyone** phoned me?
 — No, **nobody** has.
 — If **somebody** does, tell him that I'll come back soon.
- d) — Will you go **anywhere** in July?
 — I'd like to go **somewhere**, if I have a holiday in summer.

Производные с — **-thing** употребляются, когда речь идет о неодушевленных предметах (см. примеры "a", "b"); с **-body** и **-one** — о людях (см. пример "c"); с **-where** — о месте (см. пример "d").

Производные местоимения с **-body** и **-one** в роли подлежащего согласуются с глаголом в единственном числе и употребляются в предложении по тем же правилам, что и неопределенные местоимения **some, any, no**.

Read and remember the compounds

	-thing	-body	-one	-where
some	something ['sʌmθɪŋ] что-то что-нибудь	somebody ['sʌmbədɪ]	someone ['sʌmwʌn] кто-то кто-нибудь	somewhere ['sʌmwɛə] где-то где-нибудь куда-нибудь
any	anything ['eniθɪŋ] что-то что-нибудь	anybody ['eni,bɒdɪ]	anyone ['eniwʌn] кто-то кто-нибудь любой	anywhere ['eniwɛə] где-нибудь куда-нибудь
no	nothing ['nʌθɪŋ] ничто ничего	nobody ['nəʊbɒdɪ]	no one ['nəʊwʌn] никто, никого	nowhere ['nəʊwɛə] нигде никуда
every	everything ['evriθɪŋ] все	everybody ['evrɪbɒdɪ]	everyone ['evriwʌn] все, каждый	everywhere ['evriwɛə] везде повсюду всюду

Step 2. Practise the use of the compounds of some and any.

Ex. 6. Ask and answer as in the model.

- Have you heard anything about / **Brighton**?
 — \ Yes. It's a **popular resort** in **Great Britain**.

Prompts: 1. double-deckers; 2. the East End; 3. Heathrow Airport; 4. the Embassy Hotel; 5. Nizza; 6. the film "Rich man, Poor man".

Ex. 7. Say and respond as in the model.

- I don't know anything about **London** \ **Underground**.
 — Well, I can tell you \ something about it. It's the oldest and one of the largest undergrounds in Europe.

Prompts: 1. the places of interest near Moscow; 2. the cathedrals in Novgorod; 3. the City; 4. the British Museum; 5. Westminster; 6. the West End.

Ex. 8. Ask and answer as in the model.

- Will anybody go to the airport to meet Mr White?
— Yes, somebody will, but I don't know who.

Prompts: 1. to go on business to France; 2. to reserve accommodation for Mr Brown; 3. to visit the Likhachev Plant; 4. to take Mr Bell to Sheremetyevo Airport; 5. to pick up Mr Smith at the hotel; 6. to make a reservation for the flight.

Ex. 9. Ask and answer as in the model.

- Let's go somewhere on Sunday. How about the Kosmos Cinema?
— No, thank you. I'm too tired to go anywhere.

Prompts: 1. Gorky Park; 2. the Arbat restaurant; 3. the Pushkin Museum; 4. the Oktyabr Cinema; 5. Abramtsevo.

Ex. 10. Supply the correct compound.

1. ...likes skiing.
2. There is ... interesting for you to read in this journal. I recommend you to take it.
3. ... reads a lot in the Soviet Union.
4. Let Voronin tell us ... about his visit to Great Britain.
5. Let's go to the beach. ... has already gone there.
6. There is ... in the park. It's cold.
7. ... phoned you half an hour ago. I asked him to phone you at two o'clock.
8. Have you read ... interesting lately?
8. I'm sorry I haven't heard ... about the new film.
10. There was ... interesting on TV yesterday, that's why I didn't watch it.

SECTION III

ADVERBS

Step 1. Read the dialogue.

Blake: Have you looked through our quotation and catalogues, Mr Voronin?

Voronin: Sure! We've studied them closely.

Наречия образа действия образуются прибавлением суффикса **-ly** [li] к прилагательным. Например: **close-closely**. Многие наречия совпадают по форме с прилагательными.

Например: **late, early, little, much, long.**

Ex. 11. Form the adverbs from the following adjectives:

1. quiet; 2. active; 3. bad; 4. comfortable; 5. full; 6. heavy;
7. possible; 8; necessary; 9; traditional; 10; beautiful.

Step 2. Read the dialogues.

- a) — How long will you stay in London?
— Only for a week or a bit **longer**.
- b) — How did Jack play in the last film?
— Oh, he did it **beautifully, more beautifully**, than in his
— other films.
- c) — Where do you spend your holiday?
— **Most often** I spend my holiday in the country.

Степени сравнения наречий, совпадающих по форме с прилагательными, образуются по тем же правилам, что и степени сравнения прилагательных (см. пример "а").

Степени сравнения наречий с суффиксом — **ly** образуются при помощи **more** и **most** (см. примеры "b" и "с").

Перед наречиями в превосходной степени артикль никогда не ставится (см. пример "с").

Наречия **well, badly, little, much** образуют степени сравнения от других корней, аналогично соответствующим прилагательным.

Step 3. Practise the use of the degrees of comparison of adverbs.

Ex. 12. Form the degrees of comparison from the following adverbs: quietly, late, often, long, comfortably, badly, quickly, much, heavily, little, beautifully, fully, actively, early.

Ex. 13. Supply the correct form of the adverb.

1. There was not much traffic yesterday and I could get to the office (quickly) than today.
2. Mike speaks English (well) than the other students, because he works very much.
3. I come home on Monday (late) than on other days because it's the busiest day.
4. Peter swims (well) of all.
5. I've only looked through the catalogues and I'll study them (closely) tomorrow.

UNIT II

SPEECH PATTERN

Pattern: It rains (snows) very often here.

Ex. 14. a) Read the model.

If it rains on ↗ Saturday I'll stay at ↘ home.

- b) Say what you will do next weekend (tonight) if it rains (snows).
- c) Now say what you will do next weekend (tonight) if it doesn't rain (snow).

Ex. 15. a) Say and respond as in the model.

- Would you like to go to the ↗ cinema now?
— ↘ No, it's raining ↘ heavily. Let's stay at ↘ home.

Prompts: 1. the restaurant; 2. the park; 3. the shop; 4. the country; 5. to see our friends.

b) Ask and answer as in the model.

- What was the weather like in the Caucasus when you ↘ were there?
— The weather was ↗ nice and it didn't ↘ rain.

c) Now ask your friend about the weather in the place where he spent his last holiday.

UNIT III

WORKING ON THE TEXT

Talking Business

A

Soyuzimport is interested in buying **pumps** for a new **shop** of a large plant in Siberia [sar'biəriə]. The shop is already **under construction** and the customers require the goods **urgently**, as they must **complete** the construction of the shop **by the end** of the year.

Borisov, a **representative** of Soyuzimport, who **deals** in this kind of equipment, **got instructions** to buy pumps from a British company. As soon as he arrived in London he **contacted** Bond & Co, a **leading manufacturer** of pumps. Mr Stanley, the manager of the company, invited him to come to his office.

B

Borisov: Good morning! I'm Borisov. Here is my **card**.

Stanley: Glad to meet you, Mr Borisov. Will you take a seat, please.

Borisov: Thank you.

Stanley: Did you have a good trip?

Borisov: Yes, it was **quite** nice, thank you.

Stanley: Have you seen any places of interest in London yet?

Borisov: Yes, but not many. I arrived in London only two days ago and it **has rained** all the time.

Stanley: Oh, I hope the weather will **change** for the better* and it'll stop raining soon. You'll enjoy sightseeing in London.

Well, Mr Borisov, let's discuss business now. What can I do for you?

Borisov: We know you've started producing a new model of pumps. The quality of the model meets our requirements and we'd like **to place** an order with you. Can you make us an offer for 150 pumps?

* the weather will change for the better soon — погода скоро изменится к лучшему

- Stanley:* Sure! When would you like to have the pumps?
- Borisov:* We require the pumps for **immediate** shipment.
- Stanley:* Well, you see¹, Mr Borisov, we're heavy with orders at the moment and can offer you only 50 pumps for now.
- Borisov:* And what about the **balance** of 100 pumps?
- Stanley:* We can start **shipping** them six months after we sign the contract. I think we can deliver the pumps in four lots of 25 pumps **each** at **regular** intervals **within** eight months. Is that all right with you²?
- Borisov:* Not **altogether**. We require the pumps earlier. Could you start the deliveries, say, four months after we sign the contract?
- Stanley:* I'm afraid not. We can **guarantee, however**, that there won't be any delay in shipment.
- Borisov:* All right. I think we could agree to that.
- Stanley:* Is there **anything else** you'd like to discuss, Mr Borisov?
- Borisov:* Yes, there's another **point** I'd like to clarify. It's about your delivery terms.
- Stanley:* As we can **provide shipping facilities** we usually sell our goods on CIF terms.
- Borisov:* Well, Mr Stanley, we can accept your delivery terms. When shall we meet to discuss the price and terms of payment?
- Stanley:* Let's meet in two days' time. I've got a crowded programme tomorrow and the day after.
- Borisov:* Fine. Good-bye, Mr Stanley.
- Stanley:* Good-bye, Mr Borisov.

Notes:

1. **you see** — видите ли
2. **Is that all right with you?** — Вас это устраивает?

Ex. 16. Read the text.

Ex. 17. Agree or disagree. Give your reasons.

1. The customers of Soyuzimport did not require the pumps urgently.
2. Borisov got instructions to buy pumps from a large British company.
3. Borisov invited Mr Stanley to come to his office in Moscow.

1. Borisov knows Mr Stanley very well.
2. Borisov saw a lot of places of interest in London.
3. Mr Stanley could offer Soyuzimport only 50 pumps for immediate shipment.
4. Bond & Co agreed to deliver the balance of the pumps in six months.
5. Bond & Co usually sell their goods on FOB terms.

Ex. 18. Say what you have learned from the text about:

1. the goods Soyuzimport was interested in;
2. Bond & Co;
3. the time and terms of shipment which Bond & Co offered to Soyuzimport;
4. the terms of delivery of the pumps of Bond & Co.

Ex. 19. Think and answer.

1. Why was Soyuzimport interested in buying pumps from Bond & Co?
2. Why did the company guarantee the delivery of the goods without delay?
3. Why did Borisov agree to CIF delivery terms?
4. Why did Mr Stanley have a crowded programme?

UNIT IV

WORKING ON WORDS

to deal in smth. (with smb.)

Ex. 20. a) Read the models.

1. Our company deals in chemical goods.

b) Say what goods your company deals in.

2. Our firm deals with a lot of British companies.

c) Say what companies your firm deals with.

to place an order with the company for

Ex. 21. a) Ask and answer as in the model.

- Are you going to buy pumps from Bell & / Co?
- Yes, we'd like to place an order with them for 40 pumps.

Prompts: 1. office equipment; 2. chemical equipment; 3. the Model BC; 4. telephone equipment; 5. kitchen equipment; 6. the new model of computer.

b) Say what goods you last wanted to buy and from what company.

in five lots of 10 pumps each

Ex. 22. Ask and answer as in the model.

- In how many lots do you require the pumps?
- In two lots of 50 pumps each.

Prompts: 1. the TV-sets; 2. the Model BC 20 compressors; 3. Lada cars; 4. the Model AB 10 machines; 5. musical instruments; 6. office desks.

UNIT V

KEY STRUCTURES AND SPECIAL POINTS

Articles

Ex. 23. a) Supply the correct articles where necessary.

1. Passengers for ... flight 452 to London, please collect your hand luggage and go to ... gate four.
2. Can I check in for ... flight to London here?
3. It's ... non-stop flight.
4. The plant has just started producing the Model AB pumps. ... pumps of this Model are of high quality and meet the requirements of the customers.
5. The price for ... pumps is 500 £.

* * *

Smith & Co, ... leading manufacturer of compressors, received ... enquiry from Soyuzimport for ... Model CD 35 compressors. Soyuzimport required 20 compressors for ...

plant in Siberia. Smith & Co sent ... Buyers ... offer for ... goods they were interested in. When Soyuzimport received ... offer ... manager of ... company gave ... instructions to Semin, their representative in London, to contact Smith & Co.

During ... talks ... representatives of Smith & Co offered to deliver five compressors for immediate shipment and ... balance of 15 compressors in three lots of five compressors each at regular intervals within ... year. ... offer suited ... Buyers and Semin decided to sign ... contract on those terms.

b) Say what you have learned from the text about:

1. Smith & Co's goods; 2. Smith & Co's terms.

Tenses

Ex. 24. a) Supply the correct tense-forms.

1. The manager of Soyuzimport (to phone) the Soviet Trade Delegation in London before their representative (to go) on business there next month.
2. We (cannot, to give) you our answer until we (to contact) Smith & Co, a leading manufacturer of compressors.
3. We (to go) sightseeing if it (to stop) raining.
4. We just (to discuss) the time of delivery with White & Co. Soyuzexport (to start) shipping the goods nine months after we (to sign) the contract.
5. If Bell & Co (to agree) to buy 100 compressors Soyuzexport (to give) the British company a 5% discount.

* * *

Petrov, a representative of Soyuzimport, who (to deal) in compressors just (to arrive) in London to discuss some business matters with White & Co. On Monday Mr White (to receive) Petrov in his London office.

White: Well, Mr Petrov, what I (can, to do) for you?

Petrov: Mr White, we (to study) your latest catalogues closely. The Model AC compressors (to meet) our requirements and we'd like to place an order with you.

White: You (to be going) to place a big order?

Petrov: We'd like to buy 50 compressors from you.

White: When you (to require) the compressors?

Petrov: We'd like to have them for immediate shipment.

White: I (to be afraid) we (cannot, to offer) you 50 compressors so soon.

Petrov: What (to be) your suggestion* then?

White: We (can, to offer) 10 compressors for immediate shipment and we (to deliver) the balance of 40 compressors in three lots at regular intervals. It (to be) all right with you?

Petrov: I think it (to suit) us if you (to agree) to deliver the first lot in March.

White: We (can, to do) that for you.

Petrov: Thank you, Mr White.

b) Say what you have learned from the dialogue about:

1. the position of the Seller; 2. the position of the Buyer.

Prepositions

Eh. 25. a) Supply the correct prepositions where necessary:

Bell & Co are interested ... the Model 25 machines. Mr Smith, a representative ... Bell & Co who deals ... these goods ... Soyuzexport, got instructions to place an order ... 30 machines ... the Soviet company.

...Monday Mr Smith contacted ... the Soviet Trade Delegation and ... 2 o'clock ... the afternoon he met Lavrov to discuss the terms ... shipment and delivery dates. The Buyers required the goods ... CIF terms ... immediate shipment.

As Soyuzexport had a lot ... orders ... that time they could offer the goods ... three lots ... a year ... regular intervals. They offered to deliver the first lot ... eight machines four months after they signed the contract and the balance ... 22 machines eight and 12 months later.

Soyuzexport guaranteed the delivery ... each lot ... any delay. Mr Smith agreed ... the terms ... the Soviet company.

b) Say what you have learned from the text about Mr Smith's visit to the Soviet Trade Delegation.

* suggestion [sə'dʒestʃən] — предложение

Miscellaneous

Ex. 26. Choose and use.

for, during, within

1. Voronin lived in London ... two years.
2. ... the talks Mr Smith offered to deliver the goods to Soyuzimport in three lots of 50 machines each at regular intervals ... a year.
3. Petrov will stay in London ... two weeks. ... his stay in London he will contact some British firms to discuss business with them.
4. Soyuzexport will give an answer to White & Co ... a week.
5. The talks were very difficult and lasted ... four hours.
6. The Lavrovs' children swam a lot in the Black Sea ... their holiday in the Caucasus.
7. Soyuzimport will make payment ... 10 days.

UNIT VI

SPEECH EXERCISES

Ex. 27. a) Read the dialogue.

Remember: to take part deliveries — принимать частичные поставки

Belov, a representative of Soyuzimport, has arrived in New York to discuss some business matters with the people of Black & Co. Soyuzimport is interested in buying the Model BS 25 machines.

Mr Blake, a representative of Blake & Co, a leading manufacturer of this type* of machines, meets him at his office.

Blake: Good morning, Mr Belov, glad to see you in New York. Did you have a good trip?

Belov: Oh yes. Thank you. Everything was all right.

Blake: Is it your first visit to New York?

Belov: Yes, it is.

Blake: Oh, I am sure New York will impress you greatly. There are many places of interest here and you'll enjoy sightseeing I think.

* type [тайп] — тип

Belov: I'm sure, I will, thank you.
And now I'd like to discuss with you some points of the contract.

Blake: Good. What is your problem?

Belov: During our talks in Moscow you promised us to deliver the goods in December, but our customers require the goods urgently. Could you deliver the goods sooner?

Blake: I'm afraid we cannot do it at the moment as we are heavy with orders. But I think we can help you if you agree **to take part deliveries.**

Belov: When could you deliver the first lot?

Blake: Probably, not earlier than in June, and we'll ship the balance of the goods in three lots at regular intervals within six months. Will it suit you?

Belov: Yes, thank you, Mr Blake. It was nice to have seen you*. Good-bye for now.

Blake: Good-bye, Mr Belov.

b) Say what you have learned from the dialogue about:

1. the purpose of Belov's business trip to New York; 2. the business matters Belov and Mr Blake discussed during the talks.

c) Think and answer.

1. Why did the customers require the goods urgently?
2. Why did Belov agree to take part deliveries?

Ex. 28. Answer the following questions:

1. What kind of goods does your firm deal in?
2. Do your goods meet your customers' requirements?
3. What company have you received an order from lately?
4. How many machines do they want to buy?
5. What questions have you discussed with them?
6. When does the company require your goods?
7. On what terms will you deliver the goods to this company?

* * *

1. What business matters do you usually discuss during the talks?

* It was nice to have seen you. (фраза употребляется при прощании.)

2. On what terms of delivery do you usually sell your goods? Why?
3. When do you usually sell (buy) goods on CIF (FOB) terms?

* * *

1. With what company did you sign your last contract?
2. On what terms of delivery did you sign it?
3. You agreed to take part deliveries, didn't you?
4. In how many lots could the Seller deliver the goods?
5. Did the company guarantee the delivery of each lot without delay?

Ex. 29. Speak on the topics.

1. The goods your firm deals in.
2. The talks you have had lately.

Ex. 30. Act out dialogues on the basis of the following assignments:
You have received an enquiry for your goods from Smith & Co. They require the goods in August. Telephone the company and say that you cannot deliver the goods at the time they require. Ask if they could take part deliveries and offer them your terms of shipment.

* * *

Receive Mr Brown at your office. Ask him if he enjoyed his flight to Moscow and how much time it took him to get here. Speak with him about the model of pumps he is interested in. Offer your terms of payment and delivery.

* * *

Receive Mr Dunn, ask about his impressions of Moscow. Mr Dunn is interested in your chemical equipment. Ask what model suits him best of all and on what terms he would like to buy the goods.

Ex. 31. a) Read the story.

Remember: the same — тот же самый

Success* Story

I met Richard about 10 years ago when I came to South America to work for Pan-America Company. Richard worked for the same Company. He was a short pleasant man of 22, who easily made friends with people and I liked him.

Soon after I arrived, Pan-America Co signed a contract for the construction of a plant. I made most of the calculations** and Richard only helped me because he wasn't very good at this job***.

In January a few representatives of the customers together with the President of the company, Mr Prossert, arrived from the USA. The next day our company manager invited all of them to go and see the construction of the plant. They decided to go there by train. The manager asked Richard and me to pick up Mr Prossert at the hotel and take him to the station.

On the way to the station Mr Prossert asked me a lot of questions and I often answered: "I'm afraid I don't know, sir. We haven't made any calculations on that."

Although I knew the job better than Richard I was very much surprised**** when Richard began to speak: "I did these calculations last night," he said, "just for pleasure." "Oh," said Mr Prossert, "That's very interesting. Well, now, probably you could tell me about..."

And Richard could. He knew everything. He answered all the questions Mr Prossert asked him. When we got to the station Mr Prossert said good-bye to Richard. (However he didn't say good-bye to me.) On our way back to the office I told Richard what I thought of him.

"Your information wasn't true. Why did you give him that kind of information?" I said. "You see, John, if the President of a big company wants to know something, why can't I tell him everything he wants?" "But what is he going to think if he checks the information?" "Do you think he'll remember it? What he is going to remember is you and me. He is going to remember that Pan-America Co has a clever***** young man, Richard by name, who could tell

* success [sək'ses] — успех

** to make calculations [ˌkælkju'leɪʃnz] — делать расчеты

*** a job [dʒɒb] — работа

**** to be surprised [sə'praɪzd] — удивляться

***** clever ['kleɪvə] — умный

him everything he wanted to know and the other man who couldn't answer his questions".

Some time later I remembered all that. I read in one of the newspapers that Richard is Vice-President* of a big American Company. As to me I'm still doing my ordinary everyday job for Pan-America Co,

(After James Gould Cozzens)

b) Ask questions on the story.

c) Say what you have learned about:

1. Richard; 2. John.

d) Think and answer.

1. Why was the job easy for John and difficult for Richard?
2. Why was John surprised to hear Richard's answers to to Mr Prossert's questions?
3. Why didn't Mr Prossert say good-bye to John?
4. Why did the writer call the story "Success Story"?

UNIT VII

WRITTEN PRACTICE

Ex. 32. Translate the following sentences:

1. Как только ты закончишь работу, мы пойдем в кино.
2. Анна не ляжет спать, пока дети не вернутся из кино-театра.
3. Мы свяжемся с фирмой, после того как тщательно изучим ее предложение.
4. Если не будет дождя, мы пойдем осматривать достопримечательности города.
5. Я закажу номер в гостинице, прежде чем поеду в командировку.

* * *

1. Я позвоню вам, когда вернусь домой.
2. Спросите Павлова, когда он вернется из командировки.
3. Спросите господина Брауна, поедет ли он в аэропорт встречать президента.
4. Спросите вашу сестру, будет ли она жить в Крыму в гостинице или снимет комнату.
5. Мы поедем на завод, как только приедут приемщики.

* Vice-President — вице-президент

1. Он ничего не знает об этом.
2. Вы знаете что-либо об их предложении?
3. Он все рассказал мне о своей поездке в Ленинград.
4. — Вы видели что-нибудь интересное по телевизору вчера?
— Нет, вчера ничего интересного не было.
5. — Есть кто-нибудь в конторе?
— Нет. Все уже ушли домой.
6. Кто-то приходил ко мне вчера, но меня не было дома.
7. Давайте пойдем завтра куда-нибудь.
8. Никто не мог вспомнить адреса гостиницы, в которой мы останавливались в прошлом году.

Ex. 33. Write sentences. Use correct tense-forms.

1. It (to rain) in Moscow (in autumn, yesterday, now).
2. It (to snow) heavily in Moscow (in winter, two days ago, this week, the other day).

Ex. 34. Translate into English.

1. Пусть дети пойдут в парк, когда дождь перестанет.
2. Дождь только что начался. Давайте останемся дома.
3. Я думаю, что будет холоднее, когда снег прекратится.
4. — Дождь все еще идет? — Нет, дождь уже прекратился.
5. — Дождь прошел? — Нет, все еще идет.
6. Вчера в шесть часов пошел сильный снег, и мы остались дома.

“Союзимпорт” был заинтересован в покупке лифтов для завода, который строился в Сибири. Лифты требовались покупателю срочно, так как их заказчики собирались закончить строительство завода к концу года.

Чернов поехал в командировку в Нью-Йорк и позвонил г-ну Смигу, представителю фирмы “Браун энд К°”. В понедельник Чернов и Смит встретились, и переговоры начались. Советское объединение решило разместить заказ на 100 лифтов. Фирма могла предложить только 40 лифтов с немедленной отгрузкой, остальные же 60 лифтов фирма согласилась поставить тремя партиями по 20 лифтов через равные промежутки времени. Фирма могла предо-

ставить свои транспортные средства и предложила товар на условиях СИФ.

Условия устраивали Чернова, и во вторник представители фирмы подписали контракт.

UNIT VIII

VOCABULARY

1. a shop [ʃɒp] *n* — цех
2. a pump [pʌmp] *n* — насос
3. construction [kən'strʌkʃn] *v* — строительство
to be under construction — строиться
e.g. The plant in Kiev is under construction now.
4. urgently ['ɜ:dʒəntli] *adv* — срочно
to require |
to ship | the goods urgently
to deliver |
5. to complete [kəm'pli:t] *v* — заканчивать
to complete | construction
to complete | the talks
to complete | the contract
6. by *prep* — к (предлог времени)
by | this year
by | the 5th of May
by | 6 o'clock
7. an end [end] *n* — конец
by the end — к концу
at the end — в конце
8. a representative [reprɪ'zentatɪv] *n* — представитель
9. to deal [di:l] *v* — заниматься ч-л, торго-
(dealt, dealt) вать с кем-л.
to deal in smth.
to deal with smb.
e.g. We deal with Smith & Co in lifts and lift equipment.
10. an instruction [ɪn'strʌkʃn] *n* — инструкция
to get |
to give | instructions
to receive |
11. to contact [kən'tækt] *v* — связаться
to contact | the president
to contact | a company
12. leading ['li:dɪŋ] *adj* — ведущий
leading company
13. a manufacturer [ˌmænju'fæktʃərə] *n* — изготовитель
leading manufacturer
e.g. Brown & Co are a leading manufacturer of compressors.
14. a card [kɑ:d] *n* — карточка
business card — визитная карточка
15. quite *adv* — вполне, совершенно
16. to rain [reɪn] *v* — идти (о дожде)

- e.g. It rains heavily in Moscow in autumn.*
17. **to snow** [snou] *v* — идти (о снеге)
e.g. It often snows in the North of our country.
18. **to change** [tʃeɪndʒ] *v* — 1. менять, изменять
2. меняться, изменяться
e.g. We cannot change our delivery terms.
e.g. The weather changed for the worse yesterday.
19. **to place** [pleɪs] *v* — помещать, ставить
to place an order with a company
e.g. Last year we placed an order for 200 pumps with Brown & Co.
20. **immediate** [ɪ'mɪdɪjət] *adj* — срочный, немедленный
immediate shipment
21. **the balance** ['bæləns] *n* — остаток
the balance of the goods
22. **to ship** [ʃɪp] *v* — отгружать
to ship the goods | on CIF terms
| on CIF London terms
| CIF London
23. **a lot** [lɒt] *n* — партия (товара)
e.g. We'll deliver you the goods in two lots of 50 pumps each in May.
24. **each** [i:tʃ] *adj* — каждый
25. **regular** ['regjələ] *adj* — регулярный, постоянный
regular buyers
regular customers
at regular intervals
26. **within** [wɪ'ðɪn] *prep* — в течение
27. **altogether** [ˌɔ:l'tə'geðə] *adv* — вполне, совсем
28. **to guarantee** [ˌgærən'ti:] *v* — гарантировать
e.g. We can guarantee the quality of our goods.
29. **however** [haʊ'evə] *adv* — однако, тем не менее, несмотря на
30. **else** [els] *adv* — еще
e.g. What else can I do for you?
31. **a point** ['pɔɪnt] *n* — вопрос
32. **to provide** [prə'vaɪd] *v* — обеспечивать, снабжать
e.g. Since Bond & Co always provide shipping facilities they usually sell their goods on CIF terms.
33. **shipping facilities** ['ʃɪpɪŋ'fəsɪlɪtɪz] *n* — транспортные средства
34. **the same** *adj* — тот же самый
35. **to take part deliveries** *v* — принимать частичные поставки
36. **a student** *n* — студент
37. **to get up** *v* — вставать, подниматься

Speech pattern

- It rains (snows).** — Идет дождь (снег).

LESSON 4

Grammar: 1. The Past Continuous Tense.
2. Other As a Noun.
3. The Negative Form of General Questions.
Text: Let's Speak About Theatres and Performances.

UNIT I

GRAMMAR

SECTION 1

THE PAST CONTINUOUS TENSE

Step 1. Read the dialogues.

- a) — Was Mrs Dunn at home at 6 yesterday?
— Yes, she **was working** in the garden.
b) — I went to see Mary and Dick last night.
— What **were they doing** when you came?
— They **were listening** to compact disks.

Past Continuous употребляется для выражения действия, происходившего в определенный момент в прошлом. Этот момент может быть выражен:

1. точным указанием времени (см. пример "a");
2. другим действием, выраженным глаголом в простом прошедшем времени (см. пример "b").

Форма глаголов в Past Continuous образуется при помощи глагола to be в прошедшем времени и Present Participle смыслового глагола.

Step 2. The affirmative form.

Ex. 1 a) Say and respond as in the model.

- I don't know what Mike was doing yesterday at \ 3.
— He **was speaking to the di \ rector**, I think.

Prompts: 1. to watch a comedy on television; 2. to look through the mail; 3. to wait for the British bu-

businessmen; 4. to read an urgent telegram from GML; 4. to have important talks; 6. to take Mr Brown to Sheremetyevo Airport.

b) Now say what you (your husband, wife, children...) were doing at 4 o'clock yesterday.

Ex. 2. a) Ask and answer as in the model.

- Did you go to see Jane last night?
— Yes, I did. She was writing letters when I came.

Prompts: 1. to listen to compact disks; 2. to translate an English text; 3. to speak to somebody on the phone; 4. to look through newspapers; 5. to watch a film on television; 6. to help her children to do their homework; 7; to read a business journal.

b) Say what you were doing when your friends came to see you last Saturday.

Step 3. The negative form.

Ex. 3. Say and respond as in the model.

- (The director) was looking through the catalogues at two yesterday.
— No, he wasn't looking through the catalogues at that time. He was writing letters to foreign companies.

Prompts: 1. to receive British businessmen; 2. to speak to the secretary; 3. to study the offer of Bell and Co; 4. to clarify the delivery terms with Mr Bell; 5. to walk in the park; 6. to watch a newsreel on television.

Step 4. The interrogative form.

Ex. 4. a) Ask and answer as in the model.

- Were you looking through the latest journals yesterday at 3?
— Yes, I was. (No, I wasn't.)

Prompts: 1. to speak with your friend on the phone; 2. to watch a new video film; 3. to expect the engineers from the factory; 4. to answer the customers' letters; 5. to clarify some matters with the General Director; 6. to study an enquiry for chemical equipment.

b) Now ask your friend what he (his director, their secretary, the engineers of his firm) was (were) doing at 5 in the afternoon yesterday.

SECTION II

OTHER AS A NOUN

Step 1. Read the sentences.

1. Mr Russel has got two sons. One of them is an engineer, **the other** is an actor.
2. I couldn't reserve a room at this hotel. Let's phone **another**.
3. There are five engineers at the office. Now two of them are looking through the mail, and **the others** are having talks.
4. Some people like having a quiet-rest, while **others** enjoy active, open-air holiday.

Местоимение **other** может употребляться как существительное. В этом случае оно имеет форму как единственного, так и множественного числа.

другой $\begin{cases} \rightarrow \text{another} \\ \rightarrow \text{the other} \end{cases}$

другие
(остальные) $\begin{cases} \rightarrow \text{others} \\ \rightarrow \text{the others} \end{cases}$

Ex. 5. a) Ask as in the model. Respond in your own way.

- What do you think of **detective** films?
— Some of them are **good**, but **others** are **boring**.

Prompts: 1. the models of machines the British company offered you; 2. Moscow streets (shops, airports, etc.); 3. the catalogues you have just received; 4. different Soviet resorts.

b) Say what you think of Moscow or Leningrad museums (new districts, cinemas, hotels, etc.).

Ex. 6. Choose and use the other, another, others, the others in the following situations:

1. We've received two offers this month. One is for compressors Model 25, ... is for Model 29.
2. Some London streets are crowded and noisy, but ... are very quiet.
3. There were three short films in the cinema programme. One was very interesting and ... were boring.
4. When Tom arrived at the airport some people were checking in for the flight, while ... were getting on the plane.
5. Some machines which the company offered met our customers' requirements, but ... were not of high quality.
6. I didn't like the book the girl offered me and asked her to show me ...
7. Some English families have got their own houses and ... live in blocks of flats.

SECTION III

THE NEGATIVE FORM OF GENERAL QUESTIONS

Step. 1. Read the sentences.

- a) — **Haven't** you seen the new comedy? It's very good. I recommend you to see it.
- b) **Don't** you know this man? He is the General Director of our company.
- c) **Didn't** you go to Brighton when you were in England? It's the most popular resort near London.

Отрицательная форма общих вопросов выражает удивление и соответствует в русском языке вопросам, начинающимся с "разве" или "неужели".

Ex. 7. a) Read the model.

Didn't you go sightseeing when you were in Novgorod?
There are a lot of historical places there.

- b) How could you express your surprise if your friend tells you that he:
1. can't swim;
 2. doesn't want to go to Suzdal;
 3. won't have his holiday this year;
 4. hasn't seen early Soviet comedies;
 5. didn't visit the Kazan Cathedral when he was in Leningrad.

WORKING ON THE TEXT

Let's Speak About Theatres and Performances

Borisov is a great theatre-goer. So once after the talks he asked Mr Dunn:

Borisov: What is on at London theatres now?

Dunn: There is a bit of everything. The Covent Garden Theatre is famous for **opera** and **ballet performances** with the best English **singers, ballerinas** and **ballet dancers**. The National Theatre* shows the best in the world **drama**¹. Some theatres **put on modern plays** and at others you can sometimes enjoy good musicals, **folk songs** concerts or concerts of "pop" music.

Borisov: Mr Dunn, I've heard very much about the Royal Shakespeare Theatre**. It's in Stratford-on-Avon***, isn't it?

Dunn: Right. But in 1960 the Royal Shakespeare Company **also began to perform** at the Aldwych Theatre**** in London where they put on **both classical** and new plays.

Borisov: Have you seen any performances on the stage of the Stratford Theatre?

Dunn: Oh yes. As a matter of fact² my wife and I were there a couple of months ago and saw "Othello".

Borisov: What did you think of it?

Dunn: It was an **excellent** performance. **The cast** was very good, **except for the actress** who played the part of Desdemona. She was **rather ordinary*******.

Borisov: **What was wrong** with her performance?

Dunn: Well, there was no **feeling** in it. During the interval everyone was saying that.

Borisov: How about the actor who played the part of Othello?

* The National Theatre ['næʃnl] — Национальный театр

** The Royal Shakespeare Theatre ['rɔɪəl 'ʃeɪkspiəriə] — Королевский Шекспировский Театр

*** Stratford-on-Avon ['strætfəd ɒn 'eɪvən] — Стратфорд-на-Эвоне

**** The Aldwych Theatre ['ɔːldwɪtʃ] — театр "Олдвич" (в Лондоне)

***** ordinary — эд. заурядная, посредственная

- Dunn:* Oh, his performance was very **convincing** and **dramatic**. There were seven or eight **curtain calls** for him, when the performance **was over**.
- Borisov:* There was a full house³, **I believe**.
- Dunn:* Yes, **indeed!** It is an **extremely** popular theatre. **Anyway**, Mr Borisov, I recommend you to go and see some play at the Aldwych Theatre. You'll enjoy it. But I also recommend you **to book** seats in advance.
- Borisov:* That sounds a good idea.

* * *

Some days later Borisov went to the Aldwych Theatre to book seats for "Pygmalion"* by B. Shaw⁴. Near **the booking-office** he saw some people who were buying tickets. Borisov spoke to **the cashier**.

Borisov: Good afternoon. Can I book seats for the Monday performance?

Cashier: I have only two seats⁵ **in the dress circle** for Monday evening.

Borisov: Isn't there anything better for Monday?

Cashier: No, but there's a better **choice** for the Tuesday performance. I have two seats in the sixth **row** of **the stalls** and two seats in the third row **of the dress circle**.

Borisov: I'll take the two seats in the stalls. Now much are they?

Cashier: ...**pounds**. Here are your tickets⁶. Thank you, sir.

Notes:

- 1 **the best in the world drama** — лучшее в мировой драматургии (зд. прилагательное the best употреблено в функции существительного).
- 2 **as a matter of fact** — фактически, собственно говоря
- 3 **There was a full house** — Театр был полон. (зд. слово house выступает в значении "театр, зрительный зал").
- 4 **"Pygmalion" by B. Shaw** — в данном сочетании предлог by показывает, что пьеса написана Бернардом Шоу.
- 5 **I have two seats** — У меня есть два места. Глагол have — эквивалент формы have got употребляется наравне с ней, хотя является менее частотным.
- 6 **Here are your tickets** — Вот ваши билеты. (Сравните: Here you are).

Ex. 8. Read the text.

* "Pygmalion" [pɪg'meljən]

Ex. 9. Agree or disagree. Give your reasons.

1. You can see different kinds of performances at London theatres.
2. The Royal Shakespeare company performs only in Stratford-on-Avon.
3. There were no curtain calls for the actress who played the part of Desdemona in the performance "Othello".
4. The actor who played the part of Othello was rather ordinary.
5. Mr Dunn recommended Borisov to go to Stratford and see some performance there.

* * *

1. At the booking-office of the Aldwych Theatre there was a big choice of tickets for the Monday performance.
2. Borisov bought very good seats for Tuesday.

Ex. 10. Say what you have learned from the text about:

1. the programme of the London theatres; 2. the performance "Othello" Mr and Mrs Dunn saw at the Royal Shakespeare Theatre; 3. the Aldwych Theatre in London; 4. the seats Borisov booked for the Tuesday performance.

Ex. 11. Think and answer.

1. Why did Borisov ask Mr Dunn about the programme of the London theatres?
2. Why did the Royal Shakespeare Company begin to perform in London?
3. Why did Mr Dunn recommend Borisov to see a performance at the Aldwych Theatre and to book seats for it in advance?

* * *

1. Why did Borisov decide to see "Pygmalion" at the Aldwych Theatre?
2. Why did he decide to buy two seats in the stalls for this performance?

UNIT III

WORKING ON WORDS

except for

Ex. 12. Ask and answer as in the model.

- Have you seen / all the machines at the plant?
— \ Yes, except for the Model A \ 50 machine.

Prompts: 1. to look through the catalogues; 2. to visit places of interest in Leningrad; 3. to accept the terms of the company; 4. to clarify the matters with the English businessmen; 5. to visit the resorts on the Black Sea; 6. to see Chekhov's plays at Moscow theatres.

to be over

Ex. 13. Say and respond as in the model.

- The film was over very \ late yesterday.
— \ When was it over?
— At about \ 11.

Prompts: 1. the performance; 2. the talks; 3. the News programme on TV; 4. the evening lesson; 5. the programme of pop music; 6. the concert of classical music.

a large (small) choice of smth.

Ex. 14. a) Say and respond as in the model.

- I went to the **House of** \ **Books** (in Kalinin Avenue) yesterday.
— Is it a / good shop?
— \ Yes, there is a large choice of \ books there.

Prompts: 1. the "Melodia" shop; 2. the furniture centre; 3. the "Children's World"; 4. the "Leipzig" shop; 5. the "Wanda" shop.

b) Read the model.

We do business with **Blake & Co.**
They offer a large choice of **com** **pressors**.

c) Speak about different companies you do business with and about the goods these companies offer.

UNIT IV

KEY STRUCTURES AND SPECIAL POINTS

Articles

Ex. 15. a) Supply the articles where necessary.

1. Now English people don't go to ... cinema and to ... theatre as often as some years ago. They usually stay at home and watch television and VCR.
2. ...Sovremennik Theatre is one of the most popular Moscow theatres.
3. There will be ...new cinema in our district next month.
4. What do you like better, ... theatre or ... cinema?

* * *

Remember: to dance [dɑ:ns] — танцевать

On ... first day of my stay in Moscow I decided to go and see ... ballet. Somebody told me that ... ballet "The Swan Lake"* was on at ... Stanislavsky-Nemirovitch-Danchenko Theatre that night.

I booked ... seat at ... Intourist booking-office. When I arrived at ... old theatre in ... Pushkin Street, ... house was full. My seat was in ... second row of ... stalls. Next to me** ... young man was sitting. He told me that he was ... great theatre-goer. He came to see ... ballet a second time*** as he liked ... version at ... Stanislavsky Theatre better than ... classical one at ... Bolshoy.

I must say that ... performance was really excellent. ...

* "The Swan Lake" ['swɒn' leɪk] — "Лебединое озеро"

** next to me — рядом со мной

*** a second time — еще раз

ballerina who danced ... leading part was extremely good. When ... ballet was over, there were many curtain calls for ... actors.

(After "Holidays among the Russians" by D. Cusack)

b) Say what you have learned from the text about:

1. Cusack's visit to the Stanislavsky Theatre; 2. the young man's impressions of the "Swan Lake".

Tenses

Ex. 16. a) Supply the correct tense-forms of the verbs.

1. When I (to arrive) in London, it (to rain) heavily.
2. Mr Brown (to come out) of the hotel at 7.30. The car (to wait) for him. He (to get in) and (to go) to the airport.
3. Jack (to arrive) at the theatre at about 7 o'clock. Ten minutes later he (to sit) in the stalls and (to watch) the performance.
4. Next to Ann in the bus a young girl (to sit). She (to have) a magazine in her hand, but she (not to read). She (to be) probably very tired.

* * *

Remember: to sing [sɪŋ] (sang [sæŋ] — sung [sʌŋ]) — петь

Mary: You (to enjoy) the opera you (to hear) last night, Ann?

Ann: Yes, the opera (to be) very good, especially the music.

Mary: Verdi's music (to be) always good, I (to think).

Ann: Yes, but in "Aida" it (to be) richer and more beautiful than in his other operas. The cast (to sing) very well too, except for Maria M.

Mary: Maria M.?

Ann: You (not to hear) the name?

Mary: No, I ... What part she (to sing)?

Ann: The part of Aida.

Mary: And who (to sing) the male part*?

Ann: Charles N. His performance (to be) very dramatic. During the interval everyone (to say) that.

* the male part — мужская партия

- Mary:* There (to be) a full house, I (to believe).
Ann: Yes, indeed. Oh, *Mary*, you must go and see it.
 You (to enjoy) it.
Mary: That (to sound) a good idea. I (not to be) to the theatre for a long time.

b) Say what you have learned from the dialogue about:

1. the opera which *Ann* heard;
2. the actors who sang the leading parts in the opera.

Prepositions

Ex. 17. a) Supply the correct prepositions.

Remember: a character ['kærɪktə] — герой, персонаж

Russian and Soviet Plays ... the Aldwych Theatre

... 1961 the Royal Shakespeare Company put on their first Chekhov's play "The Cherry Orchard"*. Some years later the company showed Chekhov's "Ivanov". The performance was excellent and there was a full house every night.

Chekhov is a favourite Russian writer ... England. His ideas and characters are very close ... the British. The British see Chekhov's plays as part ... their life today.

Londoners have also seen four plays ... M. Gorky ... the stage ... the Aldwych Theatre lately. ... 1976 the Royal Shakespeare Company decided to put on a play ... a modern Soviet writer and this they have done.

It was Arbusov's "Old World"** . Two famous English actors played the leading parts ... the performance. They were very convincing and as Russian as is possible ... anyone British. The Londoners gave the play a warm welcome***.

b) Say what you have learned from the text about:

1. the plays by classical Russian writers which the Aldwych Theatre put on;
2. the play "Old World" which the theatre showed.

* "The Cherry Orchard" ['tʃerɪ'ɔ:tʃəd] — "Вишневый сад"

** "Old World" — под таким названием идет в Лондоне пьеса Арбузова "Старомодная комедия".

*** to give a warm welcome — тепло встретить

Miscellaneous

Ex. 18. Choose and use.

a play, performance

1. The young actor's ... impressed me very much.
2. Some American theatres put on only modern ... at others you can see ... by classical writers.
3. The Maly Theatre puts on many ... by Ostrovsky and that's why people began to call this theatre "Ostrovsky's House".
4. Ostuzhev's ... of the part of Othello was very dramatic and convincing.
5. You can see some Chekhov's ... in the programme of English theatres.
6. The famous Russian actress Ermolova played a lot of different parts and her ... was always extremely good.

UNIT V

SPEECH EXERCISES

Ex. 19. a) Read the dialogue.

Remember: a circus [ˈsɑ:kəs] — цирк

Mr Campbell has come to Moscow for the first time. After the talks at the Ministry for Foreign Economic Relations Drozdov is taking him to the Rossya Hotel. On their way they are speaking about theatres in Moscow.

Campbell: What is on at Moscow theatres, Mr Drozdov?
I'd like to go somewhere tomorrow or the day after.

Drozdov: As a matter of fact, there are so many theatres in Moscow that I really don't know where to begin. There is certainly our famous Bolshoy where you can see an opera or a ballet.

Campbell: Where is it?

Drozdov: In the centre of Moscow.

Campbell: What is the most popular drama theatre in Moscow?

Drozdov: I believe it is the Taganka Theatre. They put on both classical and modern plays. The company of this theatre performs in the centre of Moscow.

Campbell: I like drama very much, but I don't know Russian and I won't understand* a play if I go to this theatre. But is there a circus in Moscow?

Drozdov: Yes, even 2. I recommend you to go to one of them.

Campbell: I'd love to, but I don't know if it will be possible to book seats.

Drozdov: No problem. I'll help you.

b) Say what Drozdov told Mr Campbell about Moscow theatres.

c) Think and answer.

1. Why did Drozdov recommend Mr Campbell to go to the Bolshoy Theatre?
2. Why does Drozdov think the Taganka Theatre is the most popular drama theatre in Moscow?
3. Why did Mr Campbell decide to go to the circus?

Ex. 20. a) Read the story.

Remember: a director [dɪ'rektə] — режиссер
to be excited [ɪk'saɪtɪd] — быть взволнованным

Too Well

Possi Carrington was born in Cranberry, a small beautiful village**.

When she was 17 she left for New York. In New York she started working at the drama theatre. She was very talented*** and some years later she became a famous actress.

Once the director of the theatre she was playing at decided to put on a modern play about the country life. Possi was going to play the leading part, but they couldn't find an actor for the male part.

One day a young man came to see the director and asked him to give him the part. But it was only Miss Carrington who could make a choice, because she knew the country life very well and wanted to have a partner who could give a convincing performance of a country man.

The young actor wanted to have the part very much and he thought of a plan. He asked many people about Miss Carrington and found out**** everything about her.

* understand [ˌʌndə'stænd] (understood, understood) — понимать

** a village ['vɪlɪdʒ] — деревня

*** talented ['tæləntɪd] — талантливая

**** to find out — узнать, выяснить

Two days later he left for Cranberry. He stayed there for a few days and then came back to New York.

Once when Miss Carrington was having lunch with her friends in a small restaurant, a young poor man came up to their table and said to Miss Carrington:

— Good morning! Don't you remember me? I am Bill Summers from Cranberry.

Miss Carrington didn't remember anybody by this name, but when he began telling her the news about her old friends she was extremely interested.

"You know, I saw your mother only a few days ago," — the young man said.

"Oh really? How is she?"

"When I came she was sitting near the house and looking at the road*. She said: "Possi has gone this way and something tells me she will come back this way."

Miss Carrington was very excited. She asked the young man to come and see her again.

"Now I'd like to go as I'm a bit tired," she said.

The next day the young actor came to the hotel where Miss Carrington was staying. He wanted to tell her everything and to ask her to give him the part.

But the hotel clerk said: "Miss Carrington has left for Cranberry."

"Will she come back?"

"I believe not."

The young man's performance was evidently** too good.

(After O'Henry)

b) Say what you have learned from the text about:

1. Miss Carrington and her work at the theatre; 2. the young man who wanted to be Miss Carrington's partner in a new play; 3. his plan to receive the part of the young farmer.

c) Think and answer.

1. Why did Miss Carrington decide to leave her village for New York?
2. Why was she going to play the leading part in a new play about the country life?
3. Why couldn't they find an actor for the male part?

* a road [roud] — дорога

** evidently ['evidəntli] — очевидно

4. Why did the young man decide to go to Cranberry? What do you think he was doing there?
5. Why was Possi interested in hearing the news about her old friends?
6. Why was the young man's performance very convincing?
7. Why did Miss Carrington leave for Cranberry after her talk with the young man?

Ex. 21. Answer the following questions:

1. What is the Bolshoy Theatre famous for?
2. What performances did you see at the Bolshoy Theatre?
3. How did they impress you?

* * *

1. What kind of performances does the Taganka Theatre put on?
2. What famous actors and actresses play at the theatre?
3. When were you at the Taganka Theatre?
4. Where were your seats?
5. What were the people speaking about during the interval?

* * *

1. What theatre did you go to last?
2. What performance was on that night?
3. Where and when did you book seats?
4. Was there a large choice of tickets at the booking-office?
5. What seats did you decide to take?
6. How much were they?

Ex. 22. Speak on the topics.

1. Moscow theatres.
2. Your favourite theatre.
3. The performance you saw last.

Ex. 23. Act out dialogues on the basis of the following assignments.

1. Mr Dunn has just come to Moscow. He is a great theatre-goer. Speak to him about Moscow theatres. Then discuss the prices for the machines his company wants to buy from the Soviet Union.

2. You have come to London to have talks with Mr Smith about the terms of the future contract for the chemical equipment you are interested in. Speak to him about the performances which are on at London theatres. Then discuss business.
3. Receive Mr Blake at your office. Speak to Mr Blake about the ballet he saw at the Bolshoy Theatre. Discuss the delivery terms for the compressors his company is going to sell to Soyuzimport.

UNIT VI

WRITTEN PRACTICE

Ex. 24. Translate into English.

1. Вчера в 4 часа дня мы обсуждали условия поставки и платежа.
2. — В пятницу я пришел домой поздно.
— Что делали дети?
— Они читали.
3. Вчера в 11 часов Иванов и Сидоров просматривали каталоги, а другие инженеры обсуждали предложение английской фирмы на химическое оборудование.
4. Вчера в 3 часа дня шел дождь, но в 4 часа он кончился.
5. — Я звонил тебе в 3 часа, но тебя не было. Где ты был?
— У меня были переговоры в это время.

* * *

1. — Мы получили четыре предложения на компрессоры, но только предложение "Смит энд К°" устраивало нас.
— Как в отношении других предложений?
— Мы не можем их принять, так как цены довольно высокие.
2. Некоторым нравится опера и балет, другим — драма.
3. Я не могу достать билеты в Художественный театр. Давайте пойдем в какой-нибудь другой.
4. В нашем районе находятся два кинотеатра. Один — довольно старый, небольшой, не очень удобный. Другой — новый, современный, красивый.
5. Некоторые улицы Лондона — широкие, прямые, с красивыми зданиями, другие — узкие и грязные.

1. Несколько дней тому назад Ненси ходила в театр. Шел спектакль "Лисички" ("The Foxes"). Состав исполнителей был очень хороший. Игра всех актеров была драматичной и убедительной. Когда спектакль окончился, их вызывали пять или шесть раз.
2. — Вчера я смотрел пьесу Булгакова "Собачье сердце" ("The Dog's Heart").
 - Вам понравился спектакль?
 - Да. Я получил огромное удовольствие. Все актеры играли прекрасно, кроме актера, который исполнял роль Шарикова.
 - Что вам не понравилось в его исполнении?
 - В его игре не было чувства.
 - А актер, который играл роль врача?
 - Его игра была превосходной. Рекомендую вам посмотреть этот спектакль.

- Какие у вас есть билеты на завтрашний спектакль?
 - Могу предложить вам два места в бельэтаже.
 - Разве у вас нет билетов в партер?
 - Есть два места в восьмом ряду.
 - Хорошо. Сколько стоят билеты?
 - рублей.
- Ex. 25. Write about your last visit to the theatre.

UNIT VII

VOCABULARY

1. a theatre ['θiətə] *n* — театр
 to go to the theatre
 e.g. Yesterday I went to the Bolshoy Theatre.

С названиями театров употребляется определенный артикль.

2. a theatre-goer *n* — любитель театра, театрал
3. once [wʌns] *adv* — однажды
4. opera ['ɒpə] *n* — опера
 e.g. I like opera.
 Would you like to go and listen to an opera at the Bolshoy?
5. ballet ['bæleɪ] *n* — балет

e.g. I like ballet.

— Would you like to go and see a ballet at the Bolshoy?

— Yes, the ballet "Jiselle" is my favourite and I'd like to see it.

6. a performance [prə'fɔ:məns] *n* — 1. спектакль, театральное представление
good performance
popular performance
boring performance
e.g. The performance of the actor who played the part of Hamlet was very good. 2. исполнение (роли, песни)
7. to perform *v* — давать представление, выступать, играть
— певец, певица
— петь
— балерина
— танцор, танцовщица
— драма, драматическое произведение
— драматичный
— ставить (на сцене)
8. a singer ['sɪŋə] *n*
9. to sing [sɪŋ] (sang, sung) *v*
10. a ballerina [bælə'ri:nə] *n*
11. a ballet dancer [bæli'dɑ:nsə] *n*
12. drama ['drɑ:mə] *n*
13. dramatic [drə'mætɪk] *adj*
14. to put on *v*
to put on | a performance
to put on | a ballet
to put on | an opera
15. modern ['mɒdən] *adj* — современный
16. a play *n* — пьеса
to put on | a play
to see | a play
to enjoy | a play
17. a song [sɒŋ] *n* — песня
good song
lovely song
favourite song
18. folk [fəʊlk] *adj* — народный
folk | song
folk | music
19. a concert ['kɒnsət] *n* — концерт
20. music ['mjuzɪk] *n* — музыка
e.g. What kind of music do you enjoy?
pop music — популярная музыка
21. also ['ɔ:lsoʊ] *adv* — также
22. classical ['klæsɪkl] *adj* — классический
23. a stage [steɪdʒ] *n* — сцена
on the stage
24. excellent ['eksələnt] *adj* — отличный, превосходный
an excellent | performance
an excellent | song
an excellent | concert
an excellent | film
25. a cast [kɑ:st] *n* — состав исполнителей
e.g. In any performance at the Bolshoy Theatre the cast is usually good.
26. except [ɪk'sept] *prep* — кроме

syn.: except for

e.g. The engineers have discussed all the problems except (for) the terms of delivery.

27. an actress [ˈæktɹɪs] *n* — актриса
28. rather [ˈrɑːðə] *adv* — довольно
e.g. It is a rather good play. The film is rather boring.
29. a feeling [ˈfiːlɪŋ] *n* — чувство
30. convincing [kənˈvɪnsɪŋ] *adj* — убедительный
convincing | performance
convincing | film
convincing | answer
31. a curtain [ˈkɜːtɪn] *n* — занавес
curtain call — вызов актера (на сцену)
32. to be over *v* — окончиться
e.g. The film will be over in 20 minutes.
33. to believe [bɪˈliːv] *v* — думать, полагать
I believe so. — думаю, что так
I believe not. — думаю, что не так
34. indeed [ɪnˈdiːd] *adv* — действительно
35. extremely [ɪksˈtriːmli] *adv* — очень, чрезвычайно
extremely | interesting
extremely | important
extremely | difficult
36. anyway [ˈeniweɪ] *adv* — во всяком случае
37. to book *v* — заказать, брать билет (театральный, железнодорожный)
38. a seat *n* — место (в театре)
39. a booking-office [ˈbʊkɪŋˈɒfɪs] *n* — касса (в театре)
40. a cashier [kəˈʃɪə] *n* — кассир
41. dress circle [ˈdresˈsɜːkl] — бельэтаж
in the dress circle
42. a choice [tʃɔɪs] *n* — выбор
large | choice
small | choice
good | choice
to have a choice — иметь выбор
to make a choice — сделать выбор, выбрать
- e.g.* He had no choice, but to go there.
43. stalls [stɔːlz] *n* — партер
in the stalls
44. a row [rou] *n* — ряд
45. pound [paʊnd] *n* — фунт (денежная единица)
46. to dance [dɑːns] *v* — танцевать
47. a character [ˈkærɪktə] *n* — герой, действующее лицо
48. a circus [ˈsɜːkəs] *n* — цирк
49. a director — режиссер
50. to be excited [ɪkˈsaɪtɪd] — быть взволнованным

LESSON 5

Grammar: Equivalents of Modal Verbs
(эквиваленты модальных глаголов.)
Text: Shops and Shopping in London.

UNIT I

GRAMMAR

Equivalents of Modal Verbs

SECTION I

to have

Step 1. Read the dialogues.

- a) — **Does** Larry **have to** leave home at 7.30?
— No, he doesn't. It takes him an hour to get to the office and he **has to** leave home at 8.
- b) — **Why didn't** you go to the cinema with us, Susan?
— **I had to stay** at home yesterday to help my parents.
- c) — **What time** do you come to the office, John?
— Usually at 9, but tomorrow **I'll have to be** there a bit earlier to look through some documents.

Модальный глагол **to have** выражает должествование как вынужденную необходимость совершения действия. Он может употребляться в качестве эквивалента модального глагола **must**.

После глагола **to have** инфинитив смыслового глагола употребляется с частицей **to**.

Отрицательная и вопросительная формы модального глагола **to have** образуются с помощью вспомогательного глагола **to do**.

Обратите внимание на согласование времен с глаголом **to have (to)**:

- a) Larry **said** he **had to** leave home at 8 every day.

- b) Susan **said** she **had** to stay at home to help her parents the previous day.
- c) John **said** that he **would have** to be in the office a bit earlier the next day.

Step 2. The affirmative form.

Ex. 1. a) Say that you have to do the same thing.

- I often have to **write letters to foreign** \ companies.
- I have to **write letters to foreign companies** \ too.

Prompts: 1. to reserve accommodation for foreign businessmen; 2. to book tickets to the theatre for foreign businessmen; 3. to go on business very often; 4. to meet foreign businessmen at Sheremetyevo; 5. to go to the office by bus; 6. to go to plants outside Moscow.

b) Now say what you have to do at your office very day.

Ex. 2. a) Say and respond as in the model.

- I couldn't **go to the** \ cinema yesterday.
- / Couldn't you? \ Why?
- Because I had to **complete my** \ work.

Prompts: 1. to go to the English lesson; 2. to meet my friend at the airport; 3. to look through the catalogues of Smith & Co; 4. to clarify some matters with the manager; 5. to go to the theatre with the British businessmen; 6. to book seats for the new performance.

b) Now say what you had to do at the office yesterday.

Ex. 3. a) Ask and answer as in the model.

- I know, you'll have to **stay in the office** \ late tomorrow. \ Why?
- I'll have to **stay late in the office** tomorrow to look through the \ contract.

Prompts: 1. to have breakfast; 2. to come to the office; 3. to look through the mail; 4. to do home exercises; 5. to have lunch; 6. to leave the office.

b) Say what you will have to do at your office tomorrow.

Step 3. The negative form.

Ex. 4. Say and respond as in the model.

- I live near the place of my work.
- So you don't have to go to the office by crowded buses.

Prompts: 1. Mr Bell speaks good Russian; 2. My friends have a small house in the Crimea; 3. I had no things liable to duty; 4. The plane by which my friend flew landed on time; 5. I shan't have an English lesson tomorrow; 6. It will be Sunday tomorrow.

Step 4. The interrogative form.

Ex. 5. a) Ask and answer as in the model.

- Do you often have to come to the office early?
- Yes, I often do.

Prompts: 1. to meet foreign businessmen; 2. to clarify some matters with your customers; 3. to contact manufacturers; 4. to stay late at your office; 5. to go to bed late; 6. to spend your holiday near Moscow.

- b) Ask your friend what he had to do yesterday.
- c) Ask your friend what he will have to do tomorrow.

SECTION II

to be

Step 1. Read the dialogues.

- a) — When is the plane arriving in London?
— It is to arrive in 2 hours.
- b) — When is Mr Blake to come to our office, Jane?
— He was to come at 10, but he hasn't come yet.

Модальный глагол **to be** выражает необходимость действия, заранее предусмотренного планом, графиком, договоренностью, порядком и т. д. Он может употребляться в качестве эквивалента модального глагола **must**.

Долженствование, относящееся к будущему времени, передается формой глагола **to be** в настоящем времени.

После глагола **to be** инфинитив смыслового глагола употребляется с частицей **to**. В вопросительном предложении модальный глагол **to be** ставится перед подлежащим.

Обратите внимание на согласование времен с глаголом **to be (to)**:

- a) The clerk **said**, the plane **was to arrive** in 2 hours.
- b) Jane **said**, Mr Blake **was to come** to the office at 10, but he hadn't come yet.

Step 2. The affirmative form.

Ex. 6. Ask and answer as in the model.

- Why did **Lavrov go to Great Britain** last month?
- He was to sign a contract there.

Prompts: 1. to go on business to France; 2. to go to the plant; 3. to contact Blake & Co; 4. to phone the **Belgrad Hotel**; 5. to go to the airport.

Step 3. The interrogative form.

Ex. 7. a) Ask and answer as in the model.

- Are you to meet **Mr Brown at the airport**?
- No, I think somebody else will meet him.

Prompts: 1. to make a report at the conference; 2. to show Mr White some places of interest; 3. to pick up Mr Gray at the hotel; 4. to take Mr Smith to the Pushkin Museum; 5. to reserve accommodation for the inspectors; 6. to book seats for a plane to London.

b) Now ask your friend what he was to do yesterday.

SECTION III

to be able

Step 1. Read the dialogue.

- Can the manager receive me now?
- I afraid he can't, he is having talks.
- When will he be able to receive me?
- He'll able to receive you only in the afternoon, Mr Brown. He won't be able to receive you earlier.

to be able употребляется как эквивалент глагола can в будущем времени.

The secretary said the manager would be able to receive Mr Brown only in the afternoon.

Step 2. The negative and interrogative forms.

Ex. 8. Ask and answer as in the model.

- Will Mr Brown be able to meet me to / day?
- I'm afraid, he \ won't. He will be able to meet you next \ week only.

Prompts: 1. to clarify all the matters with the manufacturer; 2. to translate the offer from Green & Co; 3. to take me to the plant; 4. to deliver the goods urgently; 5. to discuss all the matters; 6. to go sightseeing.

UNIT II

SPEECH PATTERN

Pattern 1. The suit is one size too small (big).

Ex. 9. a) Say and respond as in the model.

- These shoes are one size too \small for me.
- Here is another pair, a size \larger.

Prompts: 1. coat; 2. dress; 3. suit; 4. jacket; 5. trousers.
b) Now say that shoes (coat, dress, etc.) are too large for you.

Pattern 2.

— The suit will wear for \ages.
— \Will it? That's \nice.

Ex. 10. Say and respond as in the model.

— The cast was very \good.
— \Was it? And I think that the leading actors were quite \ordinary.

Prompts: 1. My friend likes heavy metal music; 2. My son is going skiing in the afternoon; 3. We rent a house in the country; 4. I go swimming every Sunday in winter; 5. The Sellers started shipping the goods with a big delay.

UNIT III

WORKING ON THE TEXT

Shops and Shopping in London

A

Oxford street is one of the biggest and most popular shopping centres in London. Its nice shops and **department stores attract** people from **all over** the country and from foreign countries as **well**.

Shops and department stores are open every day till 6 o'clock except on Sundays. If you can't go shopping during the day you can make a **purchase** on Thursday after office hours, as the shops **close** at 8 o'clock in Oxford street on that day.

There are different kinds of shops in Oxford Street: there are **clothes** shops and **shoe** shops, book shops and **dress** shops. But many people **prefer** a department store, as it offers almost everything in one building.

One of the largest department stores in Oxford Street is Selfridge's¹. It has about 235 different **departments**. It is a very expensive department store, that is why most Londoners have to go to cheaper shops: Marks and Spenser's for clothes and **supermarkets** for **food**.

Supermarkets have become very popular with shoppers*. They sell not only food, but also **ready-made** clothes, toys** and other goods. They are **self-service** shops.

B

On Saturday morning Borisov went shopping in Oxford Street as he was to leave London soon. He **called at** the men's department of a big department store.

He came up to a **salesgirl** and asked her to help him **to choose a suit**.

Salesgirl: What kind of suit do you **have in mind**, sir?

Borisov: I'd like a light suit for summer **wear**, nothing too modern.

Salesgirl: **Single- or double-breasted***?**

Borisov: Single-breasted, please.

Salesgirl: What's your **size**, sir?

Borisov: I'm afraid, I don't know my English size.

Salesgirl: You'll have **to try on** this one for size in the **fitting-room** over there****.

Borisov: I don't think it's my size: **the jacket is too tight and the trousers are too short**.

Salesgirl: Yes, I think the suit is one size too small for you, here is another, a size larger. It **looks fine** on you. It **fits you perfectly**.

Borisov: **So it does?**

Salesgirl: It's of very good quality, it'll wear for ages*****.

Borisov: Will it? That's nice. How much is it?

Salesgirl: It **costs** £ ...

Borisov: Well, I think I'll take it, I like **the style and the colour**.

Salesgirl: Will you pay **cash?**

Borisov: Cash, please.

Salesgirl: Here is your purchase.

Thank you for coming.

Borisov: One more thing, please. Where can I buy a **pair of shoes?**

Salesgirl: On the fourth floor. You can take the lift.

Borisov: Thank you.

* a shopper ['ʃɒpə] — покупатель

** a toy [tɔɪ] — игрушка

*** a single-breasted suit ['brestɪd] — однобортный костюм
a double-breasted suit — двубортный костюм

**** over there — вон там

***** for ages ['eɪdʒɪz] — эд. очень долго

Notes:

1. **Selfridge's** ['selfrɪdʒɪz] = Selfridge's department store — "Селфриджейз", крупнейший универсальный магазин в Лондоне.
2. **So it does** — Реплика, выражающая согласие. Например: "The suit is very expensive." — "So it is."

Ex. 11. Read the text.

Ex. 12. Agree or disagree. Give your reasons.

1. Oxford Street is one of the most popular shopping centres in London.
2. Shops and department stores are open every day till 7 o'clock.
3. Many people prefer a department store for shopping.
4. Selfridge's is one of the largest department stores in Oxford Street.
5. Most Londoners prefer Selfridge's for shopping.
6. Supermarkets have become very popular.

* * *

1. Borisov went shopping for food.
2. He didn't ask anybody to help him to choose a suit.
3. He wanted a suit for summer wear.
4. The salesgirl told Borisov his English size.
5. The first suit that Borisov tried on fitted him.

Ex. 13. Say what you have learned from the text about:

1. Oxford Street and its shops; 2. Selfridge's; 3. Borisov's purchase.

Ex. 14. Think and answer.

1. Why does Oxford Street attract people from all over England?
2. Why do shops close at 8 on Thursday in Oxford Street?

* * *

1. Why did Borisov decide to go shopping in Oxford Street?
2. Why didn't he want anything too modern?
3. What kind of shoes do you think Borisov wanted to buy?

UNIT IV

WORKING ON WORDS

to prefer smth. to

Ex. 15. a) Say and respond as in the model.

- I like the \cinema.
- But I prefer the \theatre to the cinema.

Prompts: 1. historical films; 2. television; 3. ballet; 4. classical music; 5. active holidays; 6. drama performances.

b) Now say what kind of books (resorts, holidays, etc.) you prefer.

to be popular with

Ex. 16. a) Respond as in the model.

- I went to the Pushkin Mu \seum yesterday. There were a lot of \people there.
- Oh, the museum is very popular with \visitors.

Prompts: 1. to visit the Kremlin; 2. to spend a holiday in the Crimea; 3. to go to the Children's World; 4. to see a ballet at the Bolshoy; 5. to see a performance at the Obraztsov Theatre.

b) Speak about the places in Moscow that are popular with tourists.

to call at a place
to call on a person

Ex. 17. a) Read the models.

1. I am going to call at the nearest department-store to buy a new \dress.

b) Say where you will go if you want to buy:

a suit for winter wear, a book-shelf, coffee and tea, shoes for everyday wear, some English books, a colour TV-set, etc.

2. I called on \Dick yesterday. He wasn't \well.

- c) Say who you called on the other day and why.
d) What will you recommend your friend to do if:

1. Mike isn't very well; 2. there are no grey suits at this shop; 3. Mary has just returned from her holiday trip; 4. she'd like to buy some clothes for her children; 5. tomorrow is her sister's birthday; 6. his children want to see the new film which is on at the Moskva Cinema.

to wear

Ex. 18. a) Say and respond as in the model.

— Jane looked nice yesterday.
— What did she wear?
— She wore a light grey suit.

Prompts: 1. a dark green coat; 2. jeans; 3. a coat of the latest style; 4. a single-breasted bright suit; 5. a nice red dress and black shoes; 6. a double-breasted jacket.

b) Now say what your friend (wife, husband, son, daughter, secretary, etc.) wore yesterday.

Ex. 19. a) Read the model.

I brought a new coat last week.
I hope it will wear well.

b) Say what you bought last and what you think of its quality.

to fit

Ex. 20. a) Read the model.

— Will you try on this dress?
I hope it will fit you nicely.

b) Say what you will recommend your friend to try on and why.

UNIT V

KEY STRUCTURES AND SPECIAL POINTS

Articles

Ex. 21. a) Supply the articles where necessary.

1. — Where can I buy a coat?
— There's ... department store in this district. There's a very good choice of coats at ... department store.
— Is there ... shoe department there too?
— Yes, there's, but ... department is not very large. You'll have to call at the Central Department Store. There are ... shoe departments there.
2. — I want a pair of shoes but I don't know my English size.
— Try on this pair for ... size, please.
— Oh, the shoes are too small for me. Give me ... size larger.
— Here is another pair.
— ... size is all right for me, but I don't like the style.

* * *

Lise [laɪz] walks along ... wide street, she looks for* ... new dress. She stops at ... door** of ... department store and comes in. She goes to ... Resort Department: she has found ... dress. It is ... bright yellow*** modern dress. She goes to ... fitting room and tries on ... dress.

"It's ... lovely dress," says ... salesgirl.

"I'll take ... dress," says Lise.

Then she sees ... coat for summer wear in red and white. Very quickly she puts on**** ... coat over***** ... new dress.

"You won't be able to wear ... two together, but it's ... lovely coat over ... white or blue dress."

"But I think they go very well together," Lise says, and gives ... coat and ... dress to ... girl: "I'll have them. ... colours of ... dress and ... coat are perfectly right for me."

* to look for — искать

** door — дверь

*** yellow ['jelou] — желтый

**** to put on — одеть

***** over — поверх

Lise pays ... money and ... salesgirl gives her ... purchase.

Lise leaves ... department.

(After The Driver's Seat by Muriel Spark)

- b) Say what you have learned from the text about the purchase that Lise made at the shop.

Tenses

Ex. 22. a) Supply the correct tense-forms of the verbs.

1. If Mike (to be, to go) on holiday on Monday, he (to have, to go) shopping on Saturday.
2. If we (can, to go) shopping at eleven tomorrow we (to be able, to make) all the purchases by lunch time.
3. If May (to have, to go) to the supermarket in the afternoon she (not to be able, to go) to the cinema with us.
4. If my husband (not to have, to stay) late at the office today we (to be able, to call) at the Central Department Store.

* * *

A few days ago Elsa (to call at) a big shoe shop in Madison Avenue for some shoes.

When she (to come in) the salesman (to speak) to another customer and Elsa (to have) to wait a few minutes.

When Else (to try on) black shoes she (to say),

"I (to have) to try on another pair. These shoes (to be) a little large for me."

"But I (not to know) if I (to be able) to find a smaller size in black. This model (to be) very popular and (to sell) very well. We (to sell) quite a lot of this model this week. But I (to have) to see," the salesman (to say).

Five minutes later he (to come back) with a pair of brown shoes: "(to try on) these for size. If you (to like) them I (to have) to order them in black."

Elsa (to put on) the brown shoes. "They (to fit) me and I (to like) the colour. I (to buy) them."

(After The Hot House by the East River by Muriel Spark)

- b) Say what you have learned from the text about Elsa's shopping for shoes.

Prepositions

Ex. 23. a) Supply the correct prepositions.

1. — I'd like to buy a dress ... better wear.
— Let's call ... the Central Department Store, there's a good choice ... dresses there.
2. — I called ... you yesterday morning, but you were out.
— I went shopping ... some food.
3. Why do many people prefer supermarkets ... small food shops?
4. — I think this coat is the right size ... me.
— Yes, it fits you perfectly.

* * *

Last Saturday Joan [dʒɔ:n] went shopping ... clothes. She called ... a big shop ... ready-made clothes ... the 5th Avenue. She wanted to buy a dress ... office wear. ... the shop she tried ... a few dresses... the fitting-room.

When she put ... the first dress she saw that it was too short ... her. The second dress was longer than the first one but it was too tight. The third dress looked nice ... her, it fitted her perfectly but it was green and Joan wanted something ... brown, and it cost more than Joan wanted to spend*.

Then she called ... a small shop and bought a dress. It was the right size and colour and it was not expensive ... her. She liked the dress very much.

- b) Say what you have learned from the text about the dress Joan bought.

Miscellaneous

Ex. 24. a) Choose and use.

to say, to tell, to speak

1. What did you ...? I can't hear you.
2. Mary ... me everything about her holiday.
3. How many languages do you ...?
4. She ... "Good-bye" and left.

* to spend — тратить

5. I ... to the company manager on the phone yesterday.
6. ... the manager that Mr Lauson phoned him 10 minutes ago.
7. What did the president ... about at the conference?
8. Does your director ... good English?

Remember: to exchange smth. — обменять что-либо

b) Once when Mark Twain and his friend were in England they visited their friends and had dinner with them. They were to make speeches there. Mark Twain was the first to He ... 20 minutes and everyone liked his speech. When the man asked Mark Twain's friend to ... them something, he ... : "Ladies and Gentlemen! Before this dinner we agreed with Mark to exchange speeches. He has just ... you what I wanted to ... and I'm glad that you liked it. But I'm sorry to ... I've lost Mark Twain's speech and cannot remember what he wanted to ... you."

c) Summarize the joke.

UNIT VI

Speech exercises

Ex. 25. a) Read the dialogue.

Remember: a shirt [ʃə:t] — мужская рубашка
to get a refund — получить деньги обратно

One Thursday Mrs Briggs went shopping for clothes. When she walked along Oxford Street she saw a red dress in the window of a small shop and decided to call there.

Salesgirl: What can I do for you, madam?

Briggs: Could you let me see that red dress in the window? I like the colour very much.

Salesgirl: I'm afraid it'll be too tight for you. How do you like this one, madam?

Briggs: It's another style, but I like it too. (In the fitting-room). Does it look fine on me?

Salesgirl: Very fine, indeed.

Briggs: I'll take it.

Salesgirl: You've chosen very well, madam. It'll wear for ages. Anything else?

Briggs: Could you show me a light grey shirt?

Salesgirl: How do you like this one? Isn't it lovely?

Briggs: Sure it is. By the way, if the shirt doesn't fit my son, can I bring it back later?

Salesgirl: Why, yes. You'll be able to exchange it or get a refund.

Briggs: Good.

Salesgirl: Will you pay cash?

Briggs: Yes.

Salesgirl: Thank you, madam.

b) Say what you have learned from the dialogue about:

1. Mrs Briggs' first purchase; 2. her second purchase.

c) Act out the dialogue.

d) Think and answer.

1. How did the salesgirl know that the dress in the window was too tight for Mrs Briggs?

2. Why did Mrs Briggs want to buy a grey shirt for her son?

Ex. 26. Answer the following questions:

1. Are there many department stores in Moscow?

2. What department stores attract people from all over the country?

3. Why do these department stores attract a lot of people?

4. Are there department stores for children in Moscow?

5. What goods can you buy there?

6. What attracts children in children's department stores?

* * *

1. Why do many people prefer to go shopping for clothes to department stores?

2. Is it convenient to call at a department store on Saturday? Why?

3. What department store do you usually go shopping to?

4. What departments are there in that department store?

5. Why do you prefer this department store to others?

* * *

1. When did you last go shopping for clothes?

2. What did you buy?

3. Where did you try it on?

4. Did the first coat (suit) fit you nicely or did you have to ask the salesgirl to bring you another?
5. Why did you decide to buy it?
6. How much did it cost?

Ex. 27. a) Read the story.

Remember: bread [bred] — хлеб

Daily Bread

Miss Martha was 40 years old but she was not married. She had her own shop, where she sold **bread**, both fresh* and stale** which was cheaper.

There was a customer who called at her shop two or three times a week. The man was not young but he was very pleasant. He wore cheap clothes but they always looked nice on him. He always bought stale bread and never fresh. Miss Martha decided that he was very poor. She always thought of him and was always sorry that she could not invite him to have dinner with her. She wanted to talk to him, to know more about him. She liked the man and began wearing her best dress. She wanted to help the poor man but didn't know how.

Once when her customer called on her to buy stale bread, Miss Martha had an idea and a good one, as she thought, to help him. She put some butter*** in the stale bread.

The next day two men came into the shop. One of them was her customer and the other — a young man. The customer was very angry**** and couldn't speak to her. So the young man told Miss Martha everything: "We work together in the same office. We use stale bread to take away pencil lines from our plans. We have worked at a plan of a new district for six months. We finished it this morning and began taking away pencil lines from it with your bread. You see, as there was butter in the bread the plan is good for nothing and we can't show this plan to anybody now."

* fresh — свежий

** stale [steil] — черствый

*** butter — масло

**** to be angry — сердиться

When the men left Miss Martha went to her room upstairs, took off* her best dress and put on her old brown one.

(After O'Henry)

b) Say what you have learned from the story about:

1. Miss Martha; 2. her customer.

c) Think and answer:

1. Why did Miss Martha go upstairs and take off her best dress?
2. Do you think the customer will call at her shop again? Why do you think so?

Ex. 28. Speak on the topics.

1. Moscow department stores.
2. A department store in my district.
3. My last visit to a supermarket.

Ex. 29. Act out dialogues on the basis of the following assignments:

1. You are interested in buying compressors and require them urgently. Meet Mr Clark, a representative of the Sellers, in your office and discuss the delivery dates and terms of shipment with him. After the talks ask Mr Clark about his plans for Saturday.
2. White & Co have started producing a new model of pumps. Contact Mr White in his London office. Discuss the prices and the terms of delivery. After the talks speak about your plans for Saturday.
3. You have closely studied the terms of Black & Co for the machines you are going to buy. Meet the company manager, speak about the weather in Moscow, then discuss the number of the machines you want to have and the terms of payment with him.

* to take off — снимать (одежду)

UNIT VII

WRITTEN PRACTICE

Ex. 30. Supply modal verbs or equivalents in the correct tense-forms.

1. We ... to go to the plant with Mr Brown this Monday, but he hasn't arrived in Moscow yet. We ... to go to the plant next week.
2. There is no stop near this building, you ... to get off at the next stop.
3. These things are not duty-free. You ... to pay duty on them.
4. If you don't leave now, you ... not to come to the concert on time.
5. When ... the Sellers to deliver the goods?
6. We ... to reserve accommodation for Mr Brown tomorrow.
7. As the Buyer ... not provide shipping facilities the Seller ... to deliver the goods on CIF terms.

Ex. 31. Translate into English.

1. — Ты сможешь пойти с нами в театр?
— К сожалению, нет. Мне придется задержаться на работе до 7 часов.
2. — Ты навестил вчера Анну?
— Нет, мне пришлось остаться дома писать письма.
— Ты собираешься пойти к ней сегодня?
— К сожалению, нет. Мне предстоит поехать в аэропорт встретить г-на Брауна.
3. — Кто должен ехать в командировку в Киев?
— Колосов должен был поехать туда, но он плохо себя чувствует, и придется мне поехать туда.
— Когда ты едешь?
— Я смогу поехать только через пять дней.

* * *

1. Что он сказал?
2. Что он сказал Вам?
3. Вы собираетесь выступить (говорить) на конференции?
4. Он рассказал нам много интересного о Лондоне.
5. О чем Вы собираетесь говорить?
6. Он сказал Вам что-нибудь важное?

7. Директор конторы сказал, чтобы мы провели переговоры на этой неделе.
8. На уроках английского языка вы должны говорить по-английски.

* * *

Если вам нужно сделать покупки, идите на проспект Калинина. Это одна из самых больших и известных торговых улиц Москвы. Она привлекает покупателей со всей страны, а также зарубежных гостей. Там вы можете купить все: продукты, книги, готовую одежду (платья, пальто, костюмы, брюки), мужскую и женскую обувь, игрушки, грампластины.

На проспекте Калинина много больших современных магазинов и универсамов и почти все они — магазины самообслуживания. В универсаме всегда много покупателей, так как многие предпочитают купить все продукты в одном магазине.

UNIT VIII

VOCABULARY

- | | |
|---|----------------------------------|
| 1. to go shopping [ˈʃɒpɪŋ] | — ходить в магазин за покупками |
| to go shopping for smth. | — идти покупать что-л. |
| <i>e.g. She likes to go shopping.</i> | — Она любит ходить по магазинам. |
| a shopping centre | — торговый центр |
| 2 a department store [diˈpɑːtməntˈstɔː] | <i>n.</i> — универсам |
| 3 a department | — отдел |
| men's department | — отдел мужской одежды |
| dress department | — отдел женского платья |
| department of ready-made clothes | — отдел готового платья |
| toy department | — отдел игрушек |
| shoe department | — отдел обуви |
| food department | — продовольственный отдел |
| 4 to attract [əˈtrækt] <i>v</i> | — привлекать |
| <i>e.g. Many pictures attracted me at the Pushkin Museum.</i> | |
| to attract visitors | |
| 5 all over people | |
| all over the country | — повсюду |
| | — по всей стране |

6. **as well** — также
e.g. Ann can read English and speak it as well.

As well так же, как и **too** стоит в конце предложения.

7. **a purchase** ['pætʃəs] *n* — покупка
to make a purchase
8. **to close** [klaʊz] *v* — 1. закрывать
 2. закрываться
e.g. Close the book, please.
e.g. The conference closed at 2 o'clock
9. **clothes** [klaʊðz] *n* — одежда
ready-made | — готовая одежда
summer | **clothes** — летняя одежда
winter | — зимняя одежда

Слово **clothes** в значении "одежда" употребляется только во множественном числе.

10. **a shoe** [ʃuː] *n* — туфля, ботинок
shoes for | **better wear**
 | **everyday wear**
 | **summer wear**
a pair of shoes — пара обуви
11. **a dress** [dres] *n* — платье
dress for | **summer wear** — летнее платье
 | **everyday wear** — платье на каждый день
 | **better wear** — выходное платье
evening | — вечернее платье
modern | **dress** — современное платье
expensive | — дорогое платье
cheap | — дешевое платье
12. **to prefer** [prɪ'fəː] *v* — предпочитать
e.g. I prefer historical films.
to prefer smth. to smth.
e.g. I prefer opera to ballet.
13. **cheap** [tʃi:p] *adv* — дешевый
cheap | **dress**
 | **ticket**
 | **book**
14. **a supermarket** [ˌsjʊ:pə'mɑ:kɪt] *n* — универсам
 15. **food** [fu:d] *n* — продукты
to buy |
to sell | **food**
to offer |
food | **shop**
 | **department**
16. **ready-made** ['redɪ'meɪd] *adj* — готовый
suit
ready-made | **dress**
 | **jacket**
 | **trousers**
17. **self-service** [self'sə:vɪs] *n* — самообслуживание
self-service | **shop**
 | **department**

18. to call [kɔ:l] *v* — зайти
 to call at some place — зайти куда-л.
- to call at a

shop	department store
restaurant	
cinema	
- e.g.* Let's call at the booking-office and buy tickets for the Saturday performance.
- to call on smb. — зайти к кому-л. (навестить кого-л.)
- e.g.* Why don't you call on us on Saturday?
19. a salesgirl ['seilzgɜ:l] *n* — продавщица
 a salesman — продавец
20. to choose [tʃu:z] (chose [tʃouz], chosen [tʃoʊzn]) *v* — выбирать
- to choose a

book	suit
dress	
21. a suit [sju:t] *n* — костюм
 light suit — легкий костюм
 to buy
 to try on
 to choose a suit
 to put on
 to take off
22. wear [weə] *n* — носка, ношение (одежды)
 — для лета (зимы и т. д.)
- for

summer	wear
winter	
autumn	
spring	
- suit for

better wear	everyday wear
-------------	---------------
23. to wear [weə] (wore [wɔ:], worn [wɔ:n]) *v* — 1. быть одетым, носить (одежду)
 — 2. носиться
- e.g.* Ann wore a lovely dress yesterday.
 I hope the suit will wear well.
24. a size [saiz] *n* — размер
e.g. What size suit do you wear? — Какого размера костюм вы носите?
- a size

larger	smaller
--------	---------
- one size

too big	too small
---------	-----------
25. to try on ['traɪ'ɒn] *v* — примерять
- to try on

a suit	
a coat	
- to try on smth. for size — примерять что-л. для определения размера
- e.g.* Will you try on this coat for size?
26. a fitting-room ['fɪtɪŋ ru:m] *n* — примерочная
27. a jacket ['dʒækit] *n* — пиджак

28. **tight** [taɪt] *adj* — узкий
29. **trousers** ['traʊzəz] *n* — брюки
30. **to look** [lʊk] *v* — выглядеть, казаться
e.g. You look tired today. — Вы выглядите усталым сегодня.
- The suit looks nice on you. — Костюм вам идет.
31. **to fit** [fɪt] *v* — сидеть, подходить, быть впору
e.g. The suit fits you all right. — Костюм сидит на вас хорошо.
— прекрасно
32. **perfectly** ['pɜːfɛktli] *adv*
e.g. She acted the part perfectly.
33. **to cost** (cost, cost) *v* — стоить
e.g. — How much did the suit cost?
— It cost 70 roubles.
34. **a style** [stɑɪl] *n* — фасон
e.g. The dress is of modern style.
35. **cash** [kæʃ] *n* — наличные деньги
e.g. I'd like to pay cash. — Я хочу заплатить наличными.
— пара
36. **a pair** [peə] *n*
a pair of { shoes
trousers
e.g. How much is this pair of shoes?
37. **to exchange** [ɪks'tʃeɪndʒ] *v* — 1. обменять что-л
2. обменяться
e.g. If the suit doesn't fit you can exchange it later.
e.g. The Sellers and the Buyers exchanged letters on their future contract.
38. **a shirt** [ʃɜːt] *n* — мужская сорочка
39. **to get a refund** [rɪ'fʌnd] — получить деньги обратно
e.g. You can exchange the coat or get a refund if you don't like it.
40. **daily** ['deɪli] *adj* — ежедневный, дневной
adv — ежедневно

Speech Patterns

1. The suit is **one size too small (big)**. — Костюм на один размер меньше (больше).
2. — The suit will wear for ages. — Костюм будет носиться долго.
- **Will it? That's nice.** — Да? Разве?
[употребляется для выражения удивления].

LESSON 6

Grammar: 1. The Present Perfect Continuous Tense (настоящее совершенное продолженное время).

Text: 2. Reflexive Pronouns (возвратные местоимения).
Eating out.

UNIT I

GRAMMAR

SECTION 1

THE PRESENT PERFECT CONTINUOUS TENSE

Step 1. Read the dialogues.

- a) — Are you still learning French words, Tom?
— Yes, I am.
— How long **have you been learning** them?
— **I have been learning** the words **for an hour**, but I still don't remember them.
- b) — Where is Jane?
— She is in her room. She **has been writing** letters to her friends **since breakfast**.
- c) — Where is Mr Dunn?
— He is in his study. He **has been reading** newspapers there **since he came back** from the office.

Present Perfect Continuous употребляется для выражения действия, которое началось в прошлом и продолжается в настоящий момент.

Продолжительность действия выражается обстоятельством времени с предлогами **for** (см. пример "а") и **since** (см. пример "б") или придаточным предложением времени, которое вводится союзом **since** (см. пример "с").

Present Perfect Continuous употребляется чаще в утвердительной и вопросительной формах.

Утвердительная форма образуется при помощи Present Perfect глагола **to be** и Present Participle смыслового глагола.

С глаголами, которые не употребляются в продолженном времени, вместо Present Perfect Continuous употребляется Present Perfect.

Step 2. The affirmative form.

Ex. 1. Ask and answer as in the model.

- Are you still discussing the prices?
— Yes, we have been discussing them for two hours.

Prompts: 1. to discuss the terms of the contract; 2. to study the enquiry for the new model of pump; 3. to learn English; 4. to rain heavily; 5. to read the novel "Godfather"; 6. to play the part of Hamlet.

Ex. 2. Ask and answer as in the model.

- Where is Mr Dunn?
— He is in the office. He has been waiting for the manager since 10 o'clock.

Prompts: 1. to look through the latest journals; 2. to write an answer to the letter from GML; 3. to speak on the phone with Mr Blade; 4. to have talks; 5. to clarify business matters with the president; 6. to study the offer for the new model of equipment.

Ex. 3. Ask and answer as in the model.

- What's Betsy doing now?
— She is listening to music. She has been listening to music since she came home.

Prompts: 1. to watch a comedy on TV; 2. to help the children with their homework; 3. to wait for (her) friends; 4. to work in the garden; 5. to look through the latest journals; 6. to read a very interesting novel.

Step 3. The interrogative form.

Ex. 4. Say and respond as in the model.

- My friend learns \ English.
- How long has he been \ learning it?
- For about a \ year.

Prompts: 1. to live in a new district of Moscow; 2. to work at the State Department Store; 3. to collect stamps; 4. to play the leading part in "Pygmalion"; 5. to write plays for the children's theatre; 6. to translate English books into Russian.

Ex. 5. Say and respond as in the model.

- The mother is working in the \ garden.
- Since when has she been \ working there?
- Since 9 or 10 o' \ clock.

Prompts: 1. to show the sights of Moscow to (her) friends; 2. to sunbathe on the beach; 3. to skate in the park; 4. to wait for the inspectors at the plant; 5. to discuss the prices for the pumps.

SECTION II

REFLEXIVE PRONOUNS

Step 1. a) Study the table.

I	— myself
You	— yourself
He	— himself
She	— herself
It	— itself
We	— ourselves
You	— yourselves
They	— themselves

Каждое личное английское местоимение имеет соответствующее возвратное местоимение.

Ex. 6. Read the sentences.

1. The father bought **himself** new shoes.
2. Mary likes speaking about **herself**.
3. The Dunns enjoyed **themselves** during the camping holiday.
4. Mary has heard the news **herself**. (She **herself** has heard the news.)

Возвратные местоимения употребляются:

1. В качестве дополнения после глаголов. В этом случае они соответствуют русским местоимениям "себя, себе, собою" (см. примеры 1,2).
2. Для передачи возвратного значения глагола: (to enjoy oneself — "развлечься"). (См. пример 3).
3. Для усиления значения существительного или местоимения. В этом случае они соответствуют русским местоимениям "сам, само, сами" и могут стоять или после слова, значение которого усиливают, или в конце предложения (см. пример 4).

Step 2. Practise the use of the reflexive pronouns.

Ex. 7. a) Read the model.

— You \nearrow know, Mary bought herself a new \searrow dress yesterday.

- b) Say what your friend (parents, sister, brother, manager, etc.) bought some time ago.**

Ex. 8. Say and respond as in the model.

— Jack is going to buy an expensive \searrow car.
— How do you \searrow know?
— He told me that him \searrow self.

Prompts: 1. to spend three months at the seaside; 2. to buy a large house in the country; 3. to study another foreign language; 4. to play the leading part in "Hamlet"; 5. to go on business to India [*'indiə*].

UNIT II

SPEECH PATTERNS

Pattern 1. So do I. (or: So does Voronin.)

Ex. 9. a) Say and respond as in the model.

- Besty always goes to the country at weekends.
- So do I. (So does my friend.)

Prompts: 1. to go shopping on Saturdays; 2. to spend holidays at the seaside; 3. to drink coffee in the mornings; 4. to go to the office by underground; 5. to look through newspapers in the evenings; 6. to go skiing on Sundays in winter.

b) Now say what you did yesterday or last week, what you will do tomorrow or next week and let your friend say that he did or will do the same thing.

Pattern 2. Neither do I. (or: Neither does my friend.)

Ex. 10. a) Say and respond as in the model.

- My friend doesn't like detective novels.
- Neither do I (Neither does my friend.)

Prompts: 1. to like pop music; 2. to stay on the beach in hot weather; 3. to go shopping on Saturdays; 4. to like love stories; 5. to like skating; 6. to wear clothes in bright colours.

b) Now say what you didn't do yesterday; what you won't be able to do tomorrow or next week and let your friend say that he didn't or will not do the same thing.

UNIT III

WORKING ON THE TEXT

Eating Out

A

Although the English do not **eat out** as much as other Europeans* do, there are many kinds of restaurants in England. Some of them are traditional restaurants where a **waiter serves customers****, and others are self-service restaurants.

There are small restaurants and **cafes** which are very popular and crowded, especially during the lunch-hour, but it is **getting** more and more expensive to **have meals** there.

At self-service **cafeterias** a customer serves himself, and he can get a meal more quickly and less expensively there than in other **types** of restaurants. But the most popular place "for a drink and a chat"¹ has been and still is the famous English pub² with its **cosy** and **friendly** atmosphere***. People go to pubs not only for some **beer** or whisky, but to meet their friends and they often spend the **whole** evening there till closing time.

B

Once after the talks Mr Stanley invited Borisov to have dinner at the Savoy restaurant in the West End.

They came into the restaurant, took their seats at a table near the window and ordered **cocktails**.

Borisov: Mr Stanley, I've been staying in London only for a couple of weeks and I don't know much about English meals.

Stanley: Well, if you like, I can give you a **general** idea about that. At breakfast we usually have **bacon** and **eggs** or **sausages** and, of **course**, a cup of tea. The English lunch consists of two **courses**: a **meat** or a **fish** course with **vegetables** and **dessert**. At 5 o'clock in the afternoon we have tea, often with a **cake**. Some people have their last meal which is rather big

* a European [ˌjuərəˈpiən] — европеец

** a customer — зџ посетитель

*** atmosphere [ˈætməsfɪə] — атмосфера

at 7 or 8 in the evening and call it dinner, while others have a small, late evening meal which they call **supper**.

Borisov: Thank you, Mr Stanley, that was rather interesting.

Stanley: Let's study **the menu** now and see what's on it tonight.

Waiter: Good evening, gentlemen.
Are you ready to order now?

Borisov: I'm afraid I don't **understand** the names of all **dishes on the menu**, Mr Stanley. Could you help me and recommend what to take?

Stanley: With pleasure. H-m-m, would you like **mushroom soup**?

Borisov: No, thank you. I seldom eat soup in the evening.

Stanley: Then you can order **roast-beef with fried potatoes**. It's a traditional English dish and it's usually delicious.

Borisov: Fine.

Waiter: How about you, sir?

Stanley: Well, I'm pretty **hungry**. I'll start with **chicken soup**, then I'd like a **steak with green salad**. And bring us a **bottle of red wine**, please.

Waiter: Would you like to order dessert now? There is a choice of **fruit or ice-cream**.

Borisov: I prefer fruit.

Stanley: So do I. What about some **cheese**?

Borisov: No cheese for me, thank you.

Stanley: I think I'll have some. And we'll finish with black coffee, **if you don't mind**.

Borisov: That sounds nice.

Waiter: Thank you, gentlemen. I hope you'll **enjoy yourselves**.

Notes:

1. a place "for a drink and a chat" — место, где можно выпить и поговорить
2. **pub** (от public house) — пивной бар в Англии

Ex. 11. Read the text.

Ex. 12. Agree or disagree, give your reasons.

1. There are very few types of restaurants in England.
2. It is not very expensive to have meals at self-service cafeterias.
3. Famous English pubs are very popular places.

1. In England lunch is a very small meal.
2. The English people have dinner at 7 or 8 o'clock in the evening.
3. The English never have supper as other Europeans do.
4. There were many dishes on the menu of the Savoy restaurant.
5. Mr Stanley wasn't very hungry and he ordered a small dinner.
6. There was nothing to choose for dessert.

Ex. 13. Say what you have learned from the text about:

1. different types of restaurants in England; 2. the famous English pubs; 3. English meals; 4. the dishes Mr Stanley and Borisov chose for dinner.

Ex. 14. Think and answer.

1. Why did Mr Stanley decide to invite Borisov to the Savoy restaurant in the West End?
2. What were they talking about during the dinner?
3. Did they enjoy their dinner or not? Why do you think so?

UNIT IV

WORKING ON WORDS

a meal
to have a meal

Ex. 15. Answer the questions.

1. What is the 1st (2nd, 3rd) meal in our country (in Great Britain)?
2. Where do you usually have meals during the day?
3. Do you prefer having meals at home or out? Why?
4. Where do you usually have meals when you are on holiday (on a business trip)?
5. Can you always have meals on a plane (on a train)?
6. Do you have meals at regular hours or not?

to be ready for smth.

Ex. 16. a) Read the model.

We are ready for the talks now.

b) Say that you can go on a business trip (visit the plant, start the lesson, go sightseeing) now.

to enjoy oneself

Ex. 17. a) Read the model.

I always enjoy myself when I go to concerts of classical music.

b) Say that it's a pleasure for you (your son, daughter, wife, husband, etc.) to spend a holiday at the seaside, have dinner at a good restaurant, go sightseeing.

UNIT V

KEY STRUCTURES AND SPECIAL POINTS

Articles

Ex. 18. a) Supply the articles where necessary.

1. Look, there is ... restaurant over there. Let's go in and have lunch. ... restaurant looks nice and I hope the food will be good.
2. ...Prague restaurant is in the centre of Moscow. It is ... very good restaurant, actually one of ... best restaurants in Moscow. The service is good there and there is always a large choice of dishes on the menu.
3. Kate had ... meat with ... vegetables for the 2nd course. ... vegetables were very good, but ... meat was a bit dry.
4. — Let's buy ... fresh fruit for dessert today. They sell ... delicious fruit at this shop.
— But look at the prices. ... fruit here is extremely expensive.
5. There was ... good restaurant near ... cinema and Joan decided to have dinner there. She ordered ... fried chicken with ... green salad and black coffee for ... dessert. ... chicken was delicious, but she couldn't drink ... coffee." ... English cannot make ... good coffee," she thought when she was leaving ... restaurant.

Waiter: Would you like to order now?

Donald: Yes, I'll start with ... steak. I'll have ... new potatoes and ... green salad. I'll order ... dessert later.

Waiter: And you, madam, what would you like to have?

Elizabeth: Well, I can't see anything I really like. I don't like ... chicken and I don't like ... fish.

Waiter: ... roast-beef is delicious today.

Elizabeth: No, that's not my idea of ... good meal. I'll have sausages with ... potatoes. That's my favourite dish. I have it every day.

b) Say what you have learned from the dialogue about the dishes that Donald and Elizabeth ordered.

Tenses

Ex. 19. a) Supply the correct tense-forms of the verbs.

1. It is a very boring novel. I (to read) it for two or three weeks, though usually I (to read) books very quickly.
2. — You (to discuss) the terms of delivery yet?
— Not yet. We (to discuss) them since 10 o'clock and I (to think) we (to finish) only in an hour.
3. — ... you ever (to live) in Kaluga?
I (to think) I (to meet) you there.
— No, (to live) in Moscow since I (to be born), but I (to be) in Kaluga some years ago.

* * *

Julia Lambert (to be) a very good actress. She (to play) very well that night.

After the performance Julia (not to want) to go home. She (to want) to go to the Berkeley restaurant and have supper by herself. She (to phone) the restaurant and (to book) a table for one. A few minutes later she (to arrive) at the restaurant. The waiter (to come up) to meet her. "Your favourite table (to wait) for you, Miss Lambert," he (to say).

"What would you like to order?"

"I (to begin) with caviar* and then I (to have) a steak, fried potatoes and a bottle of beer."

"I (to eat) boiled** meat with vegetables for 10 years, but this (to be) not an evening to be on a diet***", she (to think while she (to wait) for the supper.

The caviar (to come) and Julia (to eat) it with white bread and butter. Then the steak (to arrive), a delicious steak with vegetables and fried potatoes.

It (to take) her only a few minutes to eat all the food. The waiter (to come up) to her table:

"(to be) everything all right, Miss Lambert?"

"Lovely."

(After "Theatre" by S. Maugham)

b) Say what you have learned from the text about the supper Julia had at the Berkeley restaurant.

Prepositions

Ex. 20; a) Supply the correct prepositions.

A young man was going on a voyage**** which was to last a week. He knew that they served very good meals ... the voyage.

Actually, there were four meals every day. ... breakfast they usually served fish ... potatoes. Lunch was ... one and consisted ... three courses. Dinner came ... 6; it started ... soup, then there was fish, salad, cheese and dessert.

There was also a small supper ... 10. You could pay ... every meal before you had it, or ... all the meals ... advance which was cheaper. The young man decided to pay ... the whole week and did so.

Lunch came. He wasn't very hungry and he ate only some meat and fruit. He felt very bad ... this meal and when it was time ... dinner he couldn't go and have it. ... the next four days he had only bread and water, but ... Saturday he had a cup ... tea and a cake and ... Monday he ate some chicken soup. He left the ship***** ... Tuesday

* caviar [ˈkæviə] — икра

** boiled [bɔɪld] — вареный

*** a diet [daɪət] — диета

**** a voyage [vɔɪdʒ] — путешествие (морским путем)

***** a ship — корабль (о корабле англичане говорят "she").

and when it was going away he thought, — “There she goes, there she goes ... all the food I’ve paid ... and haven’t had.”

(After “*Three Men in a Boat*” by Jerome K. Jerome)

b) Say what you have learned from the text about the young man’s voyage.

Miscellaneous

Ex. 21. a) Choose and use.

many, much

1. There is ... furniture in my sitting-room but there are not ... things in my bedroom.
- 2 We sell ... equipment to different countries of the world. ... foreign companies are interested in buying our machines.
3. We have received ... information on the Model AB pump from the Sellers lately.
4. There are always ... dishes on the menu at the Metropolitan restaurant.

UNIT VI

SPEECH EXERCISES

Ex. 22. a) Read the dialogue.

Remember: a bill — счет

Fred came on a short visit to London and was staying with his friend Robert.

One morning they went to a museum. At 12.30 they were hungry and decided to have lunch.

Robert: Let’s go to this restaurant. I think waiters serve customers here and it’s a pleasant change from a self-service restaurant or from a cafeteria. Here is a table. (They find the menu on the table and begin to study it.)

Waiter: Good afternoon. Can I take your order, gentlemen?

Fred: I'll have a veal cutlet*, fried potatoes and green peas**.

Robert: I'll have mushroom soup, roast-beef and potatoes.

Waiter: Thank you.
(In a few minutes.)

Robert: How is your cutlet, Fred?

Fred: It's delicious. I hope your roast-beef is all right too?

Robert: Yes, very good indeed.

Waiter: Would you like to order dessert now?

Fred: I think I'll have a cake and a cup of black coffee.

Robert: I'll have cheese and ice-cream, although probably they won't go very well together.
And bring us **the bill**, please.

Waiter: Yes, sir.

b) Act out the part of the dialogue in which:

1. Robert and Fred are ordering dishes for the lunch;
2. ordering dessert.

Ex. 23. a) Read the story.

Remember: to get married — жениться, выходить замуж
to cook — готовить [пищу]

The Cook***

Susan and Peter **got married** in Rome [roum] where Peter was working as a teacher at the Parker Institute****. They lived in a nice room at the Anconi Hotel and had their meals at the restaurant of the hotel.

Some time later Susan got an urgent telegram from her home in England which said that her mother felt bad. So she had to fly to London.

Today she was to come back and Peter was waiting for her at Rome Airport. The plane landed with a short delay, Susan got off, went through the Customs and Passport Control and came up to Peter.

"Hello", she said. "How are you?"

"Fine. And you?"

* a veal cutlet ['vi:l' kʌtlɪt] — телячья котлета

** peas [pi:z] — горох

*** a cook — повар

**** an institute ['ɪnstɪtju:t] — институт

"Oh, I am tired, but happy to be back. Any news?"

"Yes, I've rented a comfortable flat for us. I've been living there for a week already. It is very close to the Anconi Hotel. Are you glad, Susan?"

"Of course I am, but I'm also afraid. You know, I can't cook."

"It's all right. I'll cook our meals. And we won't have to eat at home all the time. We can sometimes go to the Anconi restaurant and eat our favourite dishes there."

It took them about an hour to get from the airport to their new home.

"Well, you have a look at the flat," Peter said, "and I'll cook our lunch. We are going to have fried meat, if you don't mind. It will be ready very quickly." And he went to the kitchen. Soon Susan came in and looked at the meat.

"It looks very nice, but why are you cooking it without butter?"

"Never mind," Peter said, "It'll cook itself. We can go and have some beer."

In the room they sat down on the sofa and began to drink beer and exchange news. Some minutes later Susan asked; "Don't you think the meat can burn*?"

They came into the kitchen.

"It has burnt, after all," Peter said.

"Have you ever cooked meat before?" Susan asked.

"As a matter of fact, I haven't"

"Neither have I," said Susan. "You know what, let's go to the Anconi restaurant. They serve delicious fried meat there."

(After J. M. Ward)

b) Say what you have learned from the text about:

1. Susan's return from London; 2. Susan and Peter's arrival at the new flat; 3. Peter's cooking.

c) Think and answer:

1. Why did Peter rent a flat?
2. What did they speak about while the meat was cooking in the kitchen?

* to burn [bɜ:n] (burnt, burnt) — подгорать

3. Will they eat out or will they cook their meals themselves in the flat?

Ex. 24. Answer the following questions:

1. Do you often or seldom eat out?
2. Do you prefer to go to a restaurant or a cafe? Why? Which of the Moscow restaurants is your favourite?
3. What can you say about the service at this restaurant?

* * *

1. When did you last go to a restaurant?
2. Who did you go there with?
3. What dishes did you order for the 1st and the 2nd courses?
4. What did you choose for dessert?
5. Did you enjoy the meals at this restaurant?

* * *

1. Do foreigners enjoy traditional Russian dishes?
2. Which of them are their favourite ones?
3. When did you last take foreign businessmen to a restaurant?
4. What were their impressions of the lunch (dinner, supper)?

* * *

1. What do you usually have for breakfast, dinner and supper?
2. Do you (does your wife) enjoy cooking? If not, why?
3. What do you prefer — to have a holiday dinner (supper) at home or at a restaurant? Why?

Ex. 25. Speak on the topics.

1. Moscow restaurants.
2. The meals you have during the day.
3. Your last visit to a restaurant.

Ex. 26. Act out dialogues on the basis of the following assignments:

1. Blake & Co are going to buy Soviet machines. Meet Mr Blake at your office and discuss terms of payment

and delivery with him. After the talks invite him to the Arbat restaurant.

2. Your company requires some compressors. You've come to London to place an order for compressors with Brown & Co. Visit Mr Brown, a representative of this company, and discuss with him the price for the latest model.

Mr Brown invites you to have lunch at a restaurant. Ask him about English meals.

3. You are having a business lunch with Mr Spenser at a restaurant. Ask him to help you make your choice. While you are having lunch speak to him about the machines you want to buy from his company.

UNIT VII

WRITTEN PRACTICE

Ex. 27. Translate into English.

1. Мы изучаем каталоги с утра.
2. Моя дочь читает английские книги в оригинале уже 2 года.
3. Инженеры обсуждают цены и условия контракта с утра.
4. Мы покупаем оборудование у этой фирмы уже полтора года.
5. Дождь идет с 12 часов дня.
6. Г-жа Данн говорит по телефону уже 20 минут.
7. Воронин работает на совместном предприятии уже 2 года.

* * *

1. Моя дочь купила себе очень хорошее зимнее пальто в магазине на Ленинском проспекте.
2. Я сама говорила по телефону с г-ном Кларком и договорилась с ним о встрече в пятницу.
3. Вы сами видели этот фильм или кто-нибудь рассказывал вам о нем?
4. Наш директор сам поедет в Нью-Йорк, чтобы обсудить цены на машины с представителем фирмы.

5. Наши инженеры сами ездили на завод в Глазго, чтобы посмотреть оборудование фирмы.
6. Я бы хотел купить себе несколько английских книг.

* * *

1. Это очень хороший ресторан. В нем хорошее обслуживание и великолепная еда. Я обычно заказываю здесь бифштекс. Давай зайдем сюда и пообедаем.
2. — Что бы вы хотели заказать?
— Я возьму грибной суп, затем жареного цыпленка с картофелем и салатом и мороженое на десерт.
— Вы бы хотели что-нибудь выпить?
— Да, сухого вина.
3. Традиционный завтрак англичан состоит из яичницы с беконом и чая с молоком. А обед — из трех блюд: на первое они едят суп, на второе — мясное или рыбное блюдо, а на десерт — сыр.

Ex. 28. Write about your last visit to a restaurant.

UNIT VIII

VOCABULARY

- | | |
|---|--|
| 1. to eat (ate, eaten) [it,et,i:tn] <i>v</i>
to eat out | — есть
— есть вне дома (в кафе, ресторане и т. д.) |
| 2. a waiter [ˈweɪtə] <i>n</i> | — официант |
| 3. to serve [sə:v] <i>v</i>
to serve breakfast
 lunch
 customers | — обслуживать, подавать |
| 4. service [ˈsɜ:vɪs] <i>n</i>
good
bad service
excellent | — обслуживание |
| e.g. The meals at this restaurant are good, but the service is rather bad. | |
| 5. a cafe [ˈkæfeɪ] <i>n</i> | — кафе |
| 6. to get (got, got) <i>v</i> | — 1. становится (глагол выражает переход из одного состояния в другое) |

to get	cold old tired interested	— холодать — стареть — устать — заинтересоваться
<i>e.g.</i> It usually gets warm in May.		
<i>e.g.</i> Yesterday I got tickets for a new performance.		
7. a meal [mi:l] <i>n</i>		— еда (приятие пищи)
<i>e.g.</i> Breakfast is the first meal of the day.		
to have meals		— есть
<i>e.g.</i> Our family has meals four times a day.		
8. a cafeteria [kæfɪ'tɪəriə] <i>n</i>		— кафетерий
9. a type [taɪp] <i>n</i>		— тип, вид
type of	equipment goods restaurant shops	
10. friendly ['frendli] <i>adj</i>		— дружеский, дружески настроенный
friendly	visitor customer talk	
11. cosy ['kɒzɪ] <i>adj</i>		— уютный
12. beer [biə] <i>n</i>		— пиво
13. whole [həʊl] <i>adj</i>		— весь
the whole	day country city	
<i>syn.</i> all		

Whole употребляется только с существительными в единственном числе. Перед словом **whole** всегда стоит определенный артикль или притяжательное местоимение: *the whole day, but: all the day, all days.*

14. a cocktail ['kɒkteɪl] <i>n</i>		— коктейль
15. general [dʒenərəl] <i>adj</i>		— общий, общего характера
general idea		
16. bacon ['beɪkən] <i>n</i>		— бекон
bacon and eggs		— яичница с беконом
17. sausage ['sɔ:sɪdʒ] <i>n</i>		— колбаса, соиска
18. of course [əv'kɔ:s] <i>n</i>		— конечно
19. to consist [kən'sɪst] <i>v</i>		— состоять
to consist of		
<i>e.g.</i> Traditional Russian dinner consists of three courses.		
20. a course [kɔ:s] <i>n</i>		— блюдо (часть обеда, ужина и т. д.)
<i>e.g.</i> What will you take for the 1st course?		
a three-course meal		
a meal of three courses		
21. meat [mi:t] <i>n</i>		— мясо

Названия пищи употребляются без артикля, за исключением тех случаев, когда речь идет об ограниченном количестве того или иного продукта. Тогда перед названиями пищи стоит определенный артикль. Например:

I like meat very much.

The meat we ate at this restaurant was very good.

22. fish [fɪʃ] *n* — рыба
23. vegetable ['vedʒɪtəbl] *n* — овощ
green vegetables — зелень, овощи
syn.: greens
24. dessert [di'zɜ:t] *n* — десерт, сладкое (блюдо)
e.g. What would you like to have for dessert?
25. a cake [keɪk] *n* — пирожное, кекс, торт
26. supper ['sʌpə] *n* — ужин
e.g. We usually have cold meat for supper.
to have | supper
to serve |
27. a menu ['menju:] *n* — меню
e.g. There is a large choice of dishes on the menu of the Prague restaurant.
28. to be ready ['redi] *v* — быть готовым
to be ready | for smth.
to do smth.
29. to understand [ˌʌndə'stænd] *v* — понимать
(understood, understood) *v*
30. a dish [dɪʃ] *n* — блюдо, кушание
to choose | a dish
to order |
hot |
cold | dish
favourite |
31. a mushroom ['mʌʃrʊm] *n* — гриб
32. soup [su:p] *n* — суп
vegetable |
mushroom | soup
33. roast-beef ['roust'bi:f] *n* — ростбиф
34. fried [fraɪd] *adj* — жареный
35. potatoes [pə'teɪtəuz] *n* — картофель
new |
fried | potatoes
36. delicious [dɪ 'lɪʃəs] *adj* — восхитительный [о вкусе, запахе]
— голодный
— быть голодным, хотеть есть
— проголодаться
37. hungry ['hʌŋɡri] *adj*
to be | hungry
to get |
e.g. Everyone was tired and hungry.
38. chicken ['tʃɪkɪn] *n* — цыпленок
39. steak [steɪk] *n* — бифштекс

40. salad ['sæləd] *n* — салат
 vegetable |
 fruit | salad
 fish |
 meat |
41. bottle [bɒtl] *n* — бутылка
42. wine [waɪn] *n* — вино
 red |
 dry | wine
 white |
 a bottle of wine
43. fruit [fru:t] *n* — фрукты

Слову "фрукты" в английском языке соответствует неисчисляемое существительное fruit.

Существительное fruit имеет форму множественного числа, когда имеются в виду различные виды фруктов. Например:

Do you eat much fruit? In autumn we can buy many fruits in our shops.

44. ice-cream ['aɪskri:m] *n* — мороженое
45. cheese [tʃi:z] *n* — сыр
46. to mind [maɪnd] *v* — возражать, быть против [в вопросительных и отрицательных предложениях]
- e.g.* Do you mind if I smoke here?
 if you don't mind
47. to enjoy oneself — если вы не возражаете
 — развлечься, хорошо провести время
- to enjoy oneself at the cinema (theatre, restaurant)
48. a bill *n.* — счет
 to pay the bill
49. to cook [kuk] *v* — готовить пищу, варить
 to cook | meat
 | fish
50. to be married — быть женатым, быть замужем
e.g. They have been married for 20 years.
 to get married — жениться, выходить замуж

Speech Pattern

1. So do I. — Я тоже. (в ответ на утвердительное предложение)
e.g. — I learn English.
 — So do I.
2. Neither do I. — Я тоже. (в ответ на отрицательное предложение)
e.g. — I don't speak French.
 — Neither do I.

LESSON 7

Grammar: The Past Perfect Tense (предпрошедшее время).
Text: Discussing Prices and Terms of Payment.

UNIT 1

GRAMMAR

The Past Perfect Tense

Step. 1. Read the dialogue and the situations.

- a) — I think, Paul **had finished** his work by 5 yesterday.
— Yes, he had. I phoned him at 4.50. He **had** already **left** the office.
- b) Richard and his wife were late for the performance. When they got to the theatre the play **had** already **started**.
- c) Last month Lavrov had to go on business to London. Before he went there he **had discussed** some business matters with his director and **got** the necessary instructions from him.
- d) It began snowing after I **had** come home.

Past Perfect употребляется для обозначения действия, совершившегося до определенного момента в прошлом. Этот момент может быть выражен точным указанием времени с предлогом **by** (см. пример "а") или другим прошедшим действием (см. примеры "b", "c", "d").

Past Perfect образуется с помощью глагола **to have** в форме Simple Past и Participle II смыслового глагола.

Step. 2. The affirmative form.

Ex. 1. Ask and answer as in the model.

- When did you **finish your** \ **work** yesterday?
— I **had finished** it by 5 o' \ **clock**.

Prompts: 1. to complete the talks; 2. to arrive at the airport; 3. to come back from the plant; 4. to ship the goods to Bell and Co; 5. to deliver the machines to the Buyers; 6. to type the letters.

Ex. 2. a) Ask and answer as in the model.

- Did you see Lavrov ↗ yesterday?
— ↘ No, I ↘ didn't. When I came to the ↗ office he had already ↘ left.

Prompts: 1. to go to the airport; 2. to go to the plant with the inspectors; 3. to go to the theatre with the British delegation; 4. to go to meet the representatives of the company; 5. to start talks with Mr Brown.

b) Say why you couldn't speak to the director yesterday.

Ex. 3. a) Read the model.

We contacted Brown and ↗ Co after we had studied their ↘ offer.

b) Say when you invited foreign businessmen to a restaurant (sent an enquiry to Brown and Co, went to the departure lounge, cooked dinner, etc.)

Step 3. The negative form.

Ex. 4. a) Read the model.

I ↘ couldn't watch the 9 o'clock news on tele ↗ vision because I hadn't finished my ↘ homework by that time.

b) Say why you couldn't go to the cinema for the 7 o'clock performance (have lunch at 2, send an enquiry yesterday, ship the goods by the end of the month, sign the contract on Monday).

Ex. 5. Ask and answer as in the model.

- Was the manager in the ↗ office when you phoned him?
— ↘ No, he ↘ wasn't. When I ↗ phoned him he ↘ hadn't come to the office yet.

Prompts: 1. to come back from the plant; 2. to come back from the airport; 3. to come back from the conference; 4. to finish lunch; 5. to finish the talks.

Step 4. The interrogative form.

Ex. 6. Say and respond as in the model.

- I was in Great Britain last \ year.
- Had you been there be / fore?
- \ No, \ never.

Prompts: 1. to be at the British Museum; 2. to call at Selfridge's; 3. to have a rest at the Baltic coast; 4. to go to Brighton; 5. to fly to New York; 6. to have dinner at the Metropol restaurant.

Ex. 7. a) Ask and answer as in the model.

- What business matters had you dis / cussed before you signed the \ contact?
- We had discussed / prices, terms of / payment and de \ livery.

b) Now ask your friend what catalogues he had studied (where he had seen the equipment, how long it had taken him to discuss the matters, what matters he had clarified) before he signed the contract.

UNIT II

SPEECH PATTERNS

Pattern 1.

We find the price high

Ex. 8. a) Ask and answer as in the model.

- Did you / like the new film?
- Oh, \ yes, I found it (rather) \ interesting.

Prompts: 1. your friend's new flat; 2. our furniture; 3. the new opera at the Bolshoy Theatre; 3. "Hotel" by Hailey; 5. the performance you saw at the Art Theatre.

b) Now say what you think about:

1. streets of London; 2. the new comedy at the Pushkin Theatre; 3. the Sellers' prices; 4. the dishes you ordered at the Prague restaurant; 5. the performance of the actress who played the leading part in "Anna Karenina".

Pattern 2.

We are looking forward to doing good business with Brown and Co.

Ex. 9. a) Say and respond as in the model.

- I've heard you are going to visit London soon.
— Yes, I am looking forward to visiting the city.

Prompts: 1. to visit your friend in Kiev; 2. to receive a new flat; 3. to make a trip to the seaside in summer; 4. to do business with Bell and Co.; 5. to go to the Bolshoy Theatre next week; 6. to spend your holiday in the Crimea.

b) Now say what your friend is looking forward to.

UNIT III

WORKING ON THE TEXT

Discussing Prices and Terms of Payment

As you know Soyuzimport was interested in buying pumps from Bond and Co.

After Mr Stanley and Borisov 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 Borisov.

Borisov: Good morning, Mr Stanley.

Stanley: **Happy** to meet you again.

Borisov: The pleasure is mine¹.

Stanley: Sunny morning, isn't it?

Borisov: Yes, it's beautiful.

Stanley: The weather will keep fine, I hope.

Borisov: I hope so too.

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

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

* that's true [tru:] — это верно.

** let's get down to business — давайте перейдем к делу.

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

Borisov: 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 this price.

Borisov: 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.

Borisov: 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** will suit you.

Borisov: Yes, it will.

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

Borisov: 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 there.

Borisov: Thank you, Mr Stanley.

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

Note:

1. **The pleasure is mine.** — Я тоже. (в ответ на фразы типа: I'm glad to see you; I'm happy to meet you.)

Ex. 10. Read the text.

Ex. 11. Agree or disagree. Give your reasons.

1. When Mr Stanley and Borisov met, the weather was very bad. It was raining heavily.
2. The company quoted quite a reasonable price.

* still — зд. и все же

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.
5. The Buyers were to make payment for collection.
6. It was difficult for Mr Stanley to arrange a visit to the manufacturing plant.

Ex. 12. Say what you have learned from the dialogue about:

1. the discussion of the price; 2. the Sellers' manner of payment.

Ex. 13. Think and answer.

1. Why was Soyuzimport interested in the pumps of Bond and Co?
2. Why were Bond and Co interested in doing business with Soyuzimport?
3. Why did Bond and Co improve the model?
4. Why did Bond and Co give a discount to the Buyers?
5. Why did Borisov want to visit the manufacturing plant?

UNIT IV

WORKING OF WORDS

to be acceptable

Ex. 14. a) Ask answer as in the model.

- | |
|--|
| <p>— Did you accept the Seller's / prices?</p> <p>— \ No, we \ didn't. They are \ not acceptable to us.</p> |
|--|

Prompts: 1. terms of shipment; 2. terms of delivery; 3. terms of payment; 4. payment for collection; 5. payment by a L/C.

b) Ask your friends.

1. if the Sellers' prices are always acceptable to the Buyers or they sometimes find them high;
2. what the Sellers usually do if the prices are not acceptable to them;
3. if the Sellers sometimes give a discount off the value

- of the contract if the prices are not acceptable to their Buyers;
4. if the Sellers sometimes change terms of delivery if they are not acceptable to the Buyers.

to be satisfied

Ex. 15. a) Read the model.

We are not satisfied with the quality of your machines.

b) What could you say if:

you didn't like your trip to Suzdal; the purchase you've made; the service at the cafeteria you last visited; the quality of your shoes; the terms of delivery under the contract; the performance of the transaction.

UNIT V

KEY STRUCTURES AND SPECIAL POINTS

Articles

Ex. 16. a) Supply the articles where necessary.

1. "I'm happy to meet you." "... pleasure is mine!"
2. It's ... pleasure to spend a weekend in the country.
3. "Will you go to the British Museum with us?" "Yes, with ... pleasure."
4. It's ... good market for our goods.
5. We know the prices on ... world market for this type of compressors.
6. We couldn't accept ... price of the Sellers. They quoted very high price.
7. ... prices for this type of pumps are usually high.
8. We can offer you our cars at ... price of £ ... per unit.

* * *

Johnson and Sons, ... British company, were interested in ... machine-tools* of Soyuzexport. Mr Walker, ... man-

* a machine-tool — станок

ager of ... company, arrived in Moscow to have ... talks with ... engineers of Soyuzexport. Before he came to our country he had contacted Soyuzexport and ... secretary of ... company arranged his visit to ... Ministry for Foreign Economic Relations.

On ... 5th of March Mr Walker and ... representatives of ... Sellers met to discuss ... business.

Soyuzexport was ready to offer Mr Walker 20 machine-tools of ... latest model at ... price of £ ... per unit. But Mr Walker couldn't accept ... price. He found it higher than ... prices on ... world market for this type of ... machine-tools.

As it was ... trial order Soyuzexport found it possible to give ... Buyers ... 2% discount off ... value of ... contract. That settled ... price problem. After ... engineers had discussed all ... matters ... General Director of Soyuzexport invited Mr Walker to visit ... Bolshoy Theatre to see ... ballet performance there. Mr Walker was happy to accept* ... invitation as he had never been to ... Bolshoy before.

b) Say what you have learned from the text about the talks between Soyuzexport and Johnson and Co.

Tenses

Ex. 17. a) Supply the correct forms of the verbs.

1. Last month we (to place) a trial order with Brown and Co. with whom we (not to do) business before.
2. In June we (to be going) to make a transaction with Bell and Co. We (not to have) any business relations with them before.
3. "Why you (can, not to go) to the theatre with me now?"
"Well, you see, I (not finish) my work yet."
4. "Why you (not to go) to the manufacturing plant yesterday afternoon?" "I (can, not to go) there because we (not to complete) the talks by that time.

* * *

Mr Smith, the manager of a small furniture company, (to speak) with his regular and very important customer.

* to accept [ə'ksept] -- принять

Customer: All right. I'(to give) you one last chance*. That's this order. No more mistakes. You last (to deliver) the furniture which I even (not to order).

Manager: Oh, I'm very sorry. We (not to do) that again.

Customer: I (to hope) not. Remember! This order (to be) very important and I'd like to stress that I must have it next week. Any other delivery time (to be not acceptable) to me.

Manager: Yes, certainly. We (to send) it on time. We always (to send) you your orders on time, ... we?

Customer: No, you ... You once (to deliver) me an order with a six months' delay. Another thing, packing must be excellent.

Manager: Yes, of course. I think you (to agree) that this (to be) one thing we always (to do) in the past.

Customer: No, you ... One last thing, write my name clearly**, please.

Manager: Certainly. I (to do) that myself. The goods (to come) to the right address and at the time you (to require) them.

Customer: Good. That's all.

Manager: Thank you, Mr Harden, and good-bye, Mr Harden.

Customer: What you (to say)?

Manager: I (to say) thank you and ...

Customer: Not that. I mean the name.

Manager: Mr Harden.

Customer: Harden? My name (not to be) Harden. It's Marden. "M" as in "man" and not "H" as in "ham". Oh, I (to think) I (to have) to order goods from another company.

b) Say what you have learned from the text about the mistakes the company often made.

Prepositions

Ex. 18. a) Supply the correct prepositions where necessary.

1. I'm sorry to say we are not satisfied ... the quality ... your goods.

* a chance [tʃɑ:ns] — случай, возможность

** clearly [kliəli] - четко, ясно

2. Model A is ... great demand ... the world market.
3. We look forward ... establishing business relations ... your company.
4. Your prices are not acceptable ... us. We find them too high.
5. ... what price do you sell your machines? We quote £ unit.
6. You are to open a Letter ... Credit ... the USSR Bank for Foreign Economic Affairs* after you receive our Notification ... Readiness.

* * *

Mr White is speaking on the phone ... Mr Black, the manager ... a carpet shop.

White: Good morning. My name is White. Have you got any Turkish** carpets?

Black: Yes, of course.

White: How about sizes?

Black: ... very large ... small ones.

White: Are the carpets ... different quality?

Black: No, all of them are ... the same quality.

White: ... what price do you sell them?

Black: ... pounds ... square meter***.

White: Oh, I'm afraid the price is not acceptable ... me. I find it high.

Black: I can't agree ... you here, Mr White. All our customers find our price quite reasonable.

White: But we have bought some carpets lately ... a lower price.

Black: Then I'm sure their quality is worse than the quality ... our carpets. You will see it yourself, Mr White, if you come ... our shop. We are open ... 7 o'clock ... the evening. I'm sure you'll be satisfied ... the quality.

White: All right. I'll be ... you ... 6.

Black: Fine. I look forward ... meeting you ... that time.

b) Say what you have learned from the text about the carpets which the carpet shop sells.

* The USSR Bank for Foreign Economic Affairs — Внешторгбанк СССР

** Turkish [ˈtʌkɪʃ] — турецкий

*** a square meter — квадратный метр

Miscellaneous

Ex. 19. Choose and use.

Too, also, either

1. A passer-by didn't know the way to the British Museum and he asked me how to get there. But as it was my first visit to London, I didn't know the way to the British Museum ...
2. My friend told me so many interesting things about Suzdal that I decided to go there ...
3. "Do you like that blue double-breasted suit, Mike?" "No, I don't." "And what about that brown one?" "I don't like it ..."
4. "I like light colours. And you?" "Yes, I like them ..."
5. The Embassy Hotel was full. There was no accommodation at the Tavistock Hotel ...
6. "How are you, Mr Blake?" "Very well, thank you. And what about you?" "I'm fine ..., thanks!"
7. "We would like to fly to Sochi. And what about you?" "I would ... like to go there by plane."

UNIT VI

SPEECH EXERCISES

Ex. 20. a) Read the dialogue.

Discussing the Price and Terms of Payment

On Tuesday Borisov received Mr Taylor who had come to Moscow to offer office equipment to Soyuzimport.

Taylor: Good morning, Mr Borisov.

Borisov: Good morning, Mr Taylor. Will you take a seat, please.

Taylor: Thank you, sir. We know you are interested in our office equipment and I have brought some catalogues with me. I think you would like to look through them. You will see that our prices are reasonable.

Borisov: I hope so. It will take me a day or two probably. Could we meet at our office, say, at 11 on Friday?

Taylor: Fine. Good-bye!

On Friday Mr Taylor came to Borisov's office again.

Borisov: Good morning, Mr Taylor.

Taylor: Good morning, Mr Borisov.

Borisov: I have looked through your catalogues. We can buy from you office furniture. But I think that your prices are rather high.

Taylor: I can't agree with you, Mr Borisov. Our prices are not so high as you say. Other companies quote higher prices. And I'd also like to stress that we usually give a good discount to customers who place big orders with us.

Borisov: What discount will you give us, if we place a trial order for 500 desks and 1,000 chairs?

Taylor: Well, for the order of that size we can give you a 2% discount off the value of the goods.

Borisov: We expected a 4% discount.

Taylor: If you agree to open a L/C for the full value of the goods we are ready to give you a 4% discount.

Borisov: I think we can do that.

Taylor: Then it settles the matter.

b) Say what you have learned from the dialogue about:

1. Mr Taylor's first visit to Borisov's office; 2. the discussion of the price for the office furniture.

c) Think and answer.

1. Why was Soyuzimport interested in buying office furniture from Taylor and Co?
2. What information did Borisov find in the catalogues which Mr Taylor had brought with him?
3. Why did Taylor and Co usually give a discount to Buyers who placed big orders with them?

Ex. 21. Answer the following questions:

1. To what company did you sell your goods last?
2. Are you satisfied with the transaction?
3. What business matters had you discussed before you signed the contract?
4. Was the price acceptable to the Buyers or did they find it high?
5. Had you ever done business with that company before?

* * *

1. What goods do you sell?
2. Are your goods of high quality?
3. What foreign companies are interested in your goods?
4. Do the Buyers always find your prices reasonable or do they sometimes find them high?
5. What do you usually do if the Buyers don't want to accept your prices?

* * *

1. What are your terms of payment?
2. What Bank do your customers usually open a L/C with?
3. They usually open a L/C for the full value of the contract, don't they?

* * *

1. What is a trial order?
2. Do the Sellers usually give a discount to customers for trial orders?
3. In what other cases do the Sellers give a discount to their customers?

Ex. 22. Act out dialogues on the basis of the following assignments:

1. Mr Hamilton is interested in your machines. Meet him in your office. Ask him about his impressions of Moscow. Discuss with him the number of the machines he is going to buy, terms of delivery and the time of shipment.
2. You have gone through the quotation of the company and become interested in their latest model of compressors. The company's price doesn't suit you. Meet Mr Brown of this company and discuss the price problem with him. Speak about the hotel he is staying at.
3. Mr Brown has come to your office to discuss terms of payment with you. Before you start discussing business speak about the weather in Moscow. Ask Mr Brown to open a L/C for the full value of the goods.

Ex. 23. Speak on the topics.

1. Discussing the price.

2. Discussing terms of payment.
3. The contract you made last.

Ex. 24. a) Read the story.

Remember: to happen [hæpən] — происходить, случаться
a town [taʊn] — город

A job in Mexico*

It **happened** some years ago. Two of my friends lived in a small town near Liverpool ['lɪvəpʊl]. They were out of work and were happy to agree to any job. Their names were Stevenson and Black. Stevenson was a very talented engineer, and as he had a large family and no money to live on his life was very difficult.

One day when I was coming back from my office I saw Stevenson. He was going along the street with a suitcase in his hand. Stevenson had read an advertisement in a newspaper that a manufacturing plant of chemical equipment wanted an engineer.

"You see, I must get that job. I've got a large family."

"Why must you go to Liverpool yourself?" I asked, "it's better to send the documents by airmail." "I think," Stevenson answered, "many people want to get the job and I'm sure all of them will send letters. If I get there before the manager of the plant receives the letters I think I'll be able to get the job."

Stevenson was right. He received the job.

My other friend Black had lost three or four jobs though he was a very good clerk. I told him Stevenson's story. The story impressed him. A few days later I met Black with a suitcase in his hand. "Where are you going?" I asked him. "To Mexico," was the answer. "A bank there requires a clerk. I have sent my documents by post, but to settle the matter sooner I decided to go there myself. I remember the story you told me the other day about Stevenson."

So Black went to Mexico City. But his letter had come there three days earlier. When he came to the Bank and spoke to the assistant-manager**, the assistant-manager said, "I'm sorry to say we have already got a man. But

* Mexico ['meksɪkəʊ]

** an assistant-manager [ə'sɪstənt] — помощник управляющего

I'll clarify the matter with the manager." And he left the office.

"Yes," the manager said, "I have received a letter from a man who lives near Liverpool. His name is Black. A good young man, he suits us all right. I've sent him a telegram to come here immediately and we'll keep the job for him for 10 days."

"There is a man outside," said the assistant-manager, "who wants to get this job."

"But we've got this man Black and we'll wait for him."

Black had not heard the conversation between the manager and his assistant. He had to go back home. But as he had spent all his money and nobody in Mexico could help him it took him two months to get back to England. There he found the telegram which was waiting for him.

b) Say what you have learned from the story about:

1. Stevenson and the way he got the job; 2. Black and his problems.

c) Think and answer.

1. Why was it difficult for Stevenson and Black, good specialists, to find a job?
2. Why did the writer recommend Stevenson to send his documents by airmail?
3. Why didn't Black go back to Mexico when he got the telegram?

UNIT VII

WRITTEN PRACTICE

Ex. 25. Complete the sentences.

1. After Mr Blake had studied the terms of the contract he ...
2. Before we made an appointment with the representatives of the company we ...
3. Before Voronin went on business to Great Britain the director of the firm ...
4. After I had gone through the customs I ...
5. After we had seen the machines at the plant we ...
6. The manager had already left when I ...

Ex. 26. Translate into English.

1. К двум часам дождь прекратился, и мы отправились осматривать город. Я никогда раньше не был в Лондоне, и город произвел на меня большое впечатление.
2. Так как мы были заинтересованы в покупке кухонного оборудования, мы связались с фирмой "Джонсон и К°". Ранее мы не имели деловых отношений с этой фирмой.
3. — Где вы работали до того, как начали работать в совместном предприятии?
— Я работал на одном из крупных заводов. Я проработал там 12 лет.
4. Я знаю, что Лаврова не было вчера в конторе в 6 часов. Он закончил работу к половине шестого.

* * *

Не так давно мы установили деловые отношения с английской фирмой "Браун энд К°". Мы никогда не торговали с этой фирмой раньше, но много о ней слышали. Мы решили разместить у них заказ на два компрессора. Мы заинтересовались этой моделью компрессоров, так как ее качество отвечало нашим требованиям, и цену мы нашли вполне приемлемой. Условия поставки ФОб Лондон нас также устраивали. Кроме того, во время переговоров продавцы дали нам 2% скидку с цены, так как это был наш пробный заказ, и фирма была заинтересована в торговых контактах с нами. Условия платежа устраивали нас, и мы согласились произвести платеж по аккредитиву против отгрузочных документов. Наша фирма должна была открыть аккредитив в одном из Лондонских банков на полную стоимость товара после получения уведомления о готовности товара к отгрузке. Мы были вполне удовлетворены переговорами и в будущем ждем хороших деловых отношений с фирмой "Браун энд К°".

Ex. 27. Write about the talks you had last.

VOCABULARY

1. **a number** ['nʌmbə] *n* — число, количество
the number of | **machines**
 | **people**
 | **tourists**
e.g. What number of machines are you going to buy?
2. **happy** ['hæpi] *adj* — счастливый
happy | **man**
 | **day**
 | **end**
e.g. I am happy to meet you.
3. **to keep** [ki:p] (**kept, kept**) *v* — удерживаться, оставаться в каком-л. состоянии
to keep | **fine**
 | **cold**
 | **warm**
e.g. The weather will keep fine, I hope.
4. **acceptable** [ək'septəbl] *adj* — приемлемый
acceptable to smb.
e.g. Your price is acceptable to us.
5. **to quote** [kwout] *v* — назначать
to quote | **prices**
 | **terms of payment**
 | **terms of delivery**
e.g. You quoted a very high price.
6. **per** [pə:] *prep.* — за (штуку, единицу товара)

После предлога **per** существительное употребляется без артикля.

- per** | **machine**
 | **compressor**
 | **car**
e.g. Our price is £ ... per car.
7. **a unit** ['ju:nit] *n* — единица (товара), штука
e.g. Our price per unit is not very high.
8. **reasonable** ['ri:zənəbl] *adj* — умеренный (о цене)
e.g. Our price is quite reasonable.
9. **to improve** [im'pru:v] *v* — усовершенствовать, улучшить
e.g. We've improved the quality of the machine lately.
10. **besides** [bi'saɪdz] *adv* — кроме того
11. **to include** [ɪn'klud] *v* — включать
e.g. Our price includes packing.
12. **export** ['eksɜ:t] *n* — экспорт
to go for export — идти на экспорт
13. **packing** ['pækɪŋ] *n* — упаковка

14. a marker ['mɑ:kɪt] *n* — рынок
e.g. Our machines are in demand on the world market.
15. low [ləʊ] *adj* — низкий, невысокий
 price
 low building quality
16. to stress [stres] *v* — подчеркивать
17. trial [traɪəl] *adj* — пробный
e.g. It's our trial order.
18. to be satisfied ['sætɪsɪəd] *v* — быть удовлетворенным
 to be satisfied with smth.
 machines
 performance
 prices
 quality
e.g. We are satisfied with the quality of your goods.
19. a transaction [træn'zækʃn] *n* — сделка
 to make a transaction
20. repeat [rɪ'pi:t] *adj* — повторный
 order
 repeat transaction
 purchase
21. only ['əʊnli] *adj* — единственный
e.g. He is the only son in the family.
22. value ['vælju:] *n* — стоимость
 value of the goods
 contract
 order
e.g. We can give you a 5% discount off the value of the contract.
23. to settle [setl] *v* — 1. решить, договориться
 ся
 2. разрешать, улаживать
 prices
 to settle matters
 problems
e.g. It will be difficult to settle this problem.
24. a manner ['mænə] *n* — способ
 manner of payment
25. a Letter of Credit ['kredit] *n* — аккредитив
 to open a Letter of Credit
26. against [ə'geɪnst] *prep* — против
27. shipping documents ['dɒkjumənts] *n* — отгрузочные докумен-
 ты
 against shipping documents — против отгрузочных документов
28. a bank [bæŋk] *n* — банк

С названиями банков употребляется определенный артикль.
 Например: the Moscow Narodny Bank.

**to open a Letter of Credit
with a bank**

e.g. The Buyers are to open a Letter
of Credit with the USSR Bank for
Foreign Economic Affairs.

29. **a Notification of Readiness** [nəʊtɪfɪ'keɪʃn
əv'reɪdnɪs] *n* — уведомление о готов-
ности
**a Notification of the Readiness of the
goods for shipment** — уведомление о готов-
ности товара к от-
грузке
30. **a manufacturing plant** — завод-изготовитель
31. **to arrange** [ə'reɪndʒ] *v* — организовать, устроить
to arrange | a visit
| a trip
| a flight
e.g. I'll arrange your visit to the plant.
32. **to establish** [ɪs'tæblɪʃ] *v* — устанавливать
to establish | business contacts
| trade contacts
| friendly contacts
e.g. Our office has established business
contacts with France lately.
33. **relations** [rɪ'leɪʃnz] *n* — отношения
business |
trade | relations
friendly |
good |
e.g. We are glad to establish business
relations with your company.
34. **to happen** [hæpən] *v* — случаться, происходить
to happen to smb.
- e.g.* What has happened to you?
35. **a town** [taʊn] *n* — город (небольшой)

Speech Patterns

1. **We find the price high.** — Мы находим цену вы-
сокой.
2. **I'm looking forward to my trip to
Leningrad.** — Я с нетерпением жду
поездки в Ленинград.
**We are looking forward to establishing
good relations with your company.** — Мы стремимся к уста-
новлению хороших де-
ловых отношений с ва-
шей фирмой.

LESSON 8

Grammar: The Sequence of Tenses (Revised)
Согласование времен (обобщение).
Text: Travelling by Train.

UNIT 1

GRAMMAR

THE SEQUENCE OF TENSES (REVISED)

Согласование времен — особая зависимость времени сказуемого придаточного предложения от времени сказуемого главного предложения. Согласование времен соблюдается только в придаточных дополнительных предложениях, когда сказуемое главного предложения стоит в одном из прошедших времен.

- I. В придаточном предложении для выражения действия, одновременного с действием главного предложения, употребляется **Simple Past** или **Past Continuous**.
Модальный глагол **must** не изменяется при согласовании времен.
- II. В придаточном предложении для выражения действия, предшествующего действию главного предложения, употребляется **Past Perfect**.
Модальные глаголы **to have**, **to be** при согласовании времен употребляются в форме **Simple Past** как для выражения действия одновременности, так и предшествования действия.
- III. Для выражения действия, следующего за действием главного предложения, в придаточном предложении употребляется особая форма будущего времени — **Future in the Past** (будущее в прошедшем).
Future in the Past образуется при помощи вспомогательного глагола **should** [ʃud] (для I-го лица единственного и множественного числа) и **would** [wud] (для остальных лиц) и инфинитива смыслового глагола без частицы **to**.

Ex. 1. Say and respond as in the model.

- I live in a new district of \ Moscow.
— And I thought you lived in the \ centre.

Prompts: 1. to buy compressors from Green and Co; 2. to be going to send the shipping documents on Friday; 3. to live in a one-room flat; 4. to cost £ 100; 5. to enjoy pop music; 6. to go to the office by car.

Ex. 2. Say and respond as in the model.

- The secretary sent a telex to Paris in the \ morning.
I didn't know she had sent it in the \ morning.

Prompts: 1. to send shipping documents to Smith and Co; 2. to be in the office before 9; 3. to place an order with Bond and Co; 4. to send a Notification of Readiness; 5. to establish contacts with Christian Dior; 6. to look through the latest catalogues; 7. to arrange a sightseeing trip to Suzdal.

Ex. 3. Say and respond as in the model.

- The company manager will go on business to France in two \ weeks.
— And I thought he would go there \ this week.

Prompt: 1. to be back from the business trip; 2. to fly to London; 3. to make a reservation for a plane to Leningrad; 4. to go to the Bolshoy Theatre; 5. to arrange a trip to Zagorsk; 6. to visit the Pushkin Museum; 7. to start producing a new model.

Ex. 4. Ask and answer as in the model.

- How long has your friend been living in \ Moscow?
— He said that he had been living* in Moscow for five \ years.

* Present Perfect Continuous при переводе в косвенную речь передается формой Past Perfect Continuous.

Prompts: 1. to work at the Computer Centre; 2. to read English books in the original; 3. to study English; 4. to deal in cars; 5. to sell the Model BC 20 pumps; 6. to stay at the Metropol Hotel.

UNIT II

SPEECH PATTERNS

Pattern 1. We'll have to do without supper.

Ex. 5. a) Read the model.

I couldn't buy cigarettes on the way to my office.
I'll have to do with out them.

b) Say what you will have to do without if:

you haven't bought coffee for breakfast (won't be able to go for a holiday this year, won't have time for lunch, didn't have time to buy vegetables, couldn't cook anything for dessert, etc.)

Pattern 2. I was just about to tell you ...

Ex. 6. a) Read the model.

I was just about to go out when my friend called on me.

b) Say what you were about to do yesterday when:

1. your friend phoned you; 2. your son came home; 3. an interesting TV programme began; 4. your friend invited you to the cinema; 5. the director of the firm called at your office; 6. the secretary brought you the mail; 7. one of your engineers asked you to meet Mr Bond downstairs.

WORKING ON THE TEXT

Travelling By Train

A

London has 13 **railway termini** from which trains leave every minute to different places all over the country.

There are **fast trains** and **slow trains**. Fast trains will take you anywhere **without** stops. Slow trains are slower only because they stop at all stations.

If you are **travelling** to Scotland you may go by an **overnight** train.

As most of **the distances** are quite short and trains **run** at a high **speed** people can get where they want in a single day or night.

B

After Mr Stanley had made **arrangements** for a visit to the manufacturing plant, which Borisov and Kozin wanted to visit, he went to Euston Station* to book tickets.

At the enquiry-office**

Stanley: Good morning.

Clerk: Good morning, sir.

Stanley: I've found out from this **time-table** that there are **several** trains to Glasgow **daily**.

Clerk: Yes, quite so.

Stanley: Is there a **second-class sleeper** on the overnight express which leaves at 10.15 **p.m.**?

Clerk: Yes, the train has **sleeping accommodation*****.

Stanley: What time does the train get to Glasgow?

Clerk: It's **due** to arrive in Glasgow at 6.30 **a.m.** It usually runs on time.

* Euston ['ju:stən] Station — Юстон, большой лондонский вокзал

** an enquiry-office — справочное бюро

*** sleeping accommodation — спальные места

C

At the booking-office

- Stanley:* I'd like three tickets to Glasgow for tomorrow.
- Booking-clerk:* Which train?
- Stanley:* The 20.15 express.
- Booking-clerk:* Second class?
- Stanley:* Yes, second-class sleeper.
- Booking-clerk:* **Single** or **return**?
- Stanley:* Three returns tickets, please.
- Booking-clerk:* Just a minute. Let me see.
Yes, I can give you three berths* in one **compartment**.
Here you are.
- Stanley:* Thank you.

D

Getting on the train

- Borisov and Kozin hired a taxi** and arrived at the station 30 minutes before the train's **departure**¹. Mr Stanley was already waiting for them.
- Borisov:* Good evening, Mr Stanley.
- Stanley:* Good evening.
- Borisov:* What **platform** is our train leaving from?
- Stanley:* Platform 2. This way, please; here is our **carriage**. Put your suit-case on the **luggage-rack** here.
- Borisov:* All right. Is there a **buffet-car** on the train, Mr Stanley? I'd like to have a **snack**.
- Stanley:* I **was** just **about** to tell you, that there was no buffet-car on the train and we would have to **do without** supper. But **I'm sure** we can get a snack at a cafeteria in the station.
- Borisov:* I'd like to² but don't you think we can **miss** the train?
- Stanley:* Oh, no. It won't take us long.
It took them about 15 minutes to have a snack at the cafeteria and they **caught the train** when it was about to start.

* a berth [bəθ] — полка (в вагоне), спальное место

** to hire a taxi ['haɪə ə'tæksɪ] — взять такси

Notes:

1. **before the train's departure** — в современном английском языке наблюдается тенденция употреблять неодушевленные существительные в притяжательном падеже.
2. **I'd like to (разг.) — I'd like to get a snack at a cafeteria.**

Ex. 7. Read the text.

Ex. 8. Agree or disagree. Give your reasons.

1. Fast trains run at a higher speed than slow trains.
2. Sometimes it takes a few days to travel from one place to another in Great Britain.
1. Mr Stanley had studied the time-table before he came to the enquiry-office.
2. Mr Stanley wanted to travel 1st class.
1. Mr Stanley wanted to buy return tickets.
2. The clerk couldn't find three berths in one compartment.
1. Mr Stanley and Borisov had only hand luggage.
2. Borisov could do without a snack.

Ex. 9. Say what you have learned from the text about:

1. British railways;
2. the information Mr Stanley got at the enquiry-office and the seats he booked;
3. the conversation between Borisov and Mr Stanley in the compartment.

Ex. 10. Think and answer.

1. Why had Stanley arranged a visit to the manufacturing plant before he went to Euston Station?
2. Why do you think there are several trains to Glasgow daily?
3. Why had Stanley got all the necessary information at the enquiry-office before he booked tickets?
4. How did Stanley know that the train was starting from platform 2?
5. Do you think they had much or little luggage? Why do you think so?
6. Why do you think there was no buffet-car on the train?

WORKING ON WORDS

to make arrangements (for)

Ex. 11. Ask and answer as in the model.

- Will Borisov go to the plant to / morrow?
- Yes, the secretary has already made arrangements for his visit to the \ plant.

Prompts: 1. to have talks with Bond and Co; 2. to go on business to Leningrad; 3. to fly to London; 4. to stay at the hotel in Kiev; 5. to go to the port; 6. to invite Mr Blake to the restaurant.

to find out

Ex. 12. a) Read the model.

- When I contacted the manufacturing plant / yesterday I found / out that they had already started producing the new \ model.

b) Say what you found out when you:

1. contacted the Seller; 2. phoned the airport; 3. spoke to the clerk at the railway station; 4. phoned the Metropol Hotel; 5. had talks with the customers; 6. called at the booking-office of the Art Theatre; 7. looked through the latest catalogues of clothes; 8. studied the time-table at the station.

to be due

Ex. 13. a) Ask and answer as in the model.

- Is there an afternoon train to / London?
- \ Yes, it's due to leave at 2 p. \ m.

6. Which platform is ... train due to arrive at?
7. Are there buffet-cars on ... overnight trains?
8. I'd like two second-class tickets on ... 7 o'clock train to Glasgow.

* * *

When I bought ... tickets for ... 12.45 train I found out that ... train was 20 minutes late, so I sat down on ... bench in ... waiting-room of ... Cornwell Bridge Station*. There were some other passengers in ... room who were waiting for ... train.

It was ... very hot day and I was glad that I was travelling ... short distance. I was to get off at ... third stop. I was travelling first-class to Kent. 20 minutes later... train arrived at ... slow speed at ... platform 2. I went to ... platform, got into ... first-class carriage and took ... seat near ... window.

(After "The Lady on 142" by James Thurber)

- b) Say what you have learned about the man's departure to Kent.

Tenses

Ex. 17. a) Supply the correct forms of the verbs.

1. We believed that we (can) get seats in a first-class compartment.
2. I knew that Fred usually (to travel) second-class.
3. I hoped if I (to go) by the 10 o'clock train I (not to have to) change.
4. He didn't know when the train (to be) to start.
5. We knew that the 2 o'clock train (to start) already and decided to go by the next train.
6. I didn't know that it (to be) a slow train.
7. We hoped that our friend (to be able) to come to the station in time.
8. I thought I (not to be able) to get to the station in 30 minutes and I (to have) to take a taxi.
9. I knew that we (to have) to have a snack at the station as there (to be) no buffet-car on the train.

* Cornwell Bridge ['kɔ:nwl 'brɪdʒ] Station — название железнодорожной станции

One day Mark Twain and his friend (to arrive) at a small railway station near New York, where they (to be) to change trains and take a sleeper train. There (to be) a lot of people on the platform who were waiting for a sleeper train.

Mark Twain (to tell) the clerk in the ticket-office that he (to want) two berths in a sleeper. The clerk (to answer) that they already (to sell) all the tickets. Mark Twain (to get angry) and (to tell) his friend that they not (to know) who he (to be) and not (to sell) him tickets.

At that moment the young porter* of a sleeper (to look at) Mark Twain and (to say) something to the conductor. Mark Twain (to understand) that he (to speak) about him.

Then the conductor (to come up) to Mark Twain and said, "We (to wait) for you for half an hour. I (to have got) two berths for you in a big first-class compartment. The porter (to take) your luggage into the compartment."

The porter (to take) their luggage into the compartment and when he (to leave) he said, "I (to recognize)** you, sir."

"Really?" (to ask) Mark Twain.

"Yes, you (to be) the Mayor*** of New York!"

(After "Mistaken Identity" by Mark Twain)

Prepositions

Ex. 18. a) Supply the correct prepositions or adverbs where necessary.

1. Which platform does the train start...?
2. Which platform is the train to arrive...?
3. The train is due to arrive ... Manchester ... 4.20.
4. The train is due to arrive ... 20 minutes.
5. This train stops ... every small station.
6. You can go ... Leningrad ... an overnight train.
7. I'd like a second-class ticket ... the 10 o'clock express ... Leningrad.

* a porter — эд. носильщик

** to recognize [ˈrekəɡnaɪz] — узнать

*** a mayor [ˈmeɪə] — мэр

8. There is no sleeping accommodation ... this train.
9. There are no more first-class tickets ... this train, you'll have to travel ... second class.

* * *

Mrs Giles was going back home ... the 4.50 train ... Paddington*. She hired a porter to take her luggage... her compartment. The train was to start ... platform 1. The clerk ... the enquiry-office had told her that the train would leave ... time, and it was already ... the platform.

She found her ticket and showed it ... the conductor ... her carriage. When the conductor checked it she got ... the carriage and went ... her compartment.

The porter put her luggage ... the luggage-rack and Mrs Giles gave him a tip**. She sat ... the window.

Five minutes later the train started ... the platform.

(After "4.50 from Paddington" by Agatha Christie)

- b) Say what you have learned from the text about the train Mrs Giles was going by.**

Miscellaneous

Ex. 19. Choose and use.

a) yet, still

1. The train has not left ..., it is ... at the platform.
2. — Has the train arrived...?
— No, we are ... waiting for it.
3. — Where is John?
— He's ... having a snack in the buffet-car.
4. — What train are you going to take?
— I haven't seen the time-table ...

b) another, more, else

1. — I'm afraid I won't be able to be in time for the 8.30 train.
— There is ... morning train for Bath.
2. When I came into the compartment there was ... passenger there. At the next station two ... gentlemen came into the compartment.

* Paddington [ˈpædɪŋtən] — Паддингтон, лондонский вокзал

** a tip — чаевые

3. — Is there anything ... I can do for you, sir?
 — No, just put the luggage on the rack.
4. — Where ... does the train stop?
 — It stops at two ... stations and nowhere...

UNIT VI

SPEECH EXERCISES

Ex. 20. a) Read the dialogue.

Mr Harris was to go on business. As he knew that it was difficult to get tickets on the day of the train's departure he decided to book a ticket a week in advance.

Harris: I'd like a second-class ticket for an overnight train to Liverpool for next Monday, please.

Clerk: Yes, there is a slow train at 9.25 p.m. It arrives in Liverpool at 7.50 a.m. There is another one which leaves here at 11 p.m. and arrives in Liverpool early in the morning at 6.45. There is nothing after 11.

Harris: I can't take the 9.25. It's too early for me, I'd like to go by the fast train. Could you give me a lower berth on it?

Clerk: I'm sorry, I've got only upper berths* on this train.

Harris: That's too bad. Have you got lower berths on the same train on Tuesday?

Clerk: Let me see. Yes, I have one for you.

Harris: How much is it?

Clerk: Single or return?

Harris: Return, please.

Clerk: It's £ ...

Harris: Here you are.

Clerk: Thank you, here is your ticket. Carriage 5, compartment 7. Have a nice trip.

Harris: Thank you.

b) Say what you have learned from the dialogue about:

1. overnight trains to Liverpool; 2. the kind of ticket Mr Harris booked.

c) Imagine you work in the same office with Mr Harris. Ask him questions about his visit to the booking-office.

* an upper berth [ʼлрə] — верхняя полка

- d) Act out the dialogue between Mr Harris and the clerk at the booking-office.
- e) Think and answer.
1. Why did Mr Harris want to go by an overnight train?
 2. Why was it difficult to book tickets on the day of the train's departure?
 3. Why was the 9.25 train not convenient for him?
 4. Why did he prefer a lower berth to an upper one?
 5. Why did he buy a return ticket?

Staying At a Hotel

Ex. 21. a) Read the text.

Remember: a maid [meid] — горничная

After Charlie had worked for a year in his father's business his father decided to send him to Paris for a short holiday. Before Charlie booked a ticket for a train to Paris he had written a letter to Simon, a friend of his, who lived in Paris. Charlie asked him to get a room for him. Simon had written back to tell him that he had reserved a room at a hotel in a quiet street near the place where he himself lived.

* * *

The Paris train ran into the station. Charlie gave his suitcase to a porter and walked along the platform. He was sure that Simon would come to meet him but he didn't find him at the station.

The porter got him a taxi and Charlie gave the name of the hotel where Simon had reserved accommodation for him.

The hotel was bigger than he had expected. At the reception desk he found out that Simon had reserved a room for him on the 3rd floor. The manager took him upstairs to his room.

It was a double-room but the manager told him that the charge would be for one bed only.

He asked Charlie not to miss the breakfast. They served it from 7.30 to 8.30. He also told Charlie that the hotel charges included breakfast and maid-service, so he did not have to give any tips to the maids.

When the manager left he unpacked* his things and had a bath. He thought if Simon did not come he would eat by himself.

(After "Christmas Holiday" by S. Maugham)

b) Say what you have learned from the story about:

1. Charlie's arrival in Paris and at the hotel; 2. the hotel accommodation he got.

c) Think and answer.

1. Why did Charlie's father send him to Paris for a holiday?
2. Why did Charlie ask his friend to reserve a room for him?
3. Why was Charlie sure that Simon would come and meet him?
4. How did Charlie know the name of the hotel where Simon had reserved accommodation?
5. Why did the manager not take the charge from Charlie for a second bed?
6. Why do you think Simon did not come to meet Charlie?

Ex. 22. Answer the following questions:

1. What railway termini of Moscow do you know?
2. What kinds of trains are there in the Soviet Union?
3. Do most people prefer to buy single or return tickets? Why?

* * *

1. When and where did you last travel by train?
2. Did you travel there on business or for pleasure?
3. Where did you buy tickets?
4. Did you buy a single or a return ticket?
5. How much in advance did you buy the ticket?
6. Why is it more convenient to buy tickets in advance?

* * *

1. Did you travel first or second-class when you last went on holiday?
2. When was the train due to start?
3. How did you get to the station?

* to unpack *v* — распаковать

4. Did you have to call a porter or not?
5. What did your luggage consist of?
6. Where did you find out the number of the platform from which the train was to start?

Ex. 23. Read and retell the joke.

Mark Twain in France

Mark Twain was travelling first-class to the city of Dijon. In the afternoon he got very tired and decided to have a rest. There were no other passengers in his compartment, therefore he came up to the conductor and said, "I'm going to have a rest. Please put me off* the train when we arrive in Dijon".

When Mark Twain woke up** the train was arriving at a Paris railway station. Mark Twain got very angry as he had missed his station. He said to the conductor, "I've never been so angry in my life".

The conductor looked at him quietly, "You are not half so angry as the American I put off the train at Dijon," he said.

Ex. 24. Speak on the topics.

1. Travelling by train on business.
2. Travelling by train on holiday.

Ex. 25. Act out dialogues on the basis of the following assignments:

1. Meet Mr Green of Green and Co. You know that he has come to our country by train. Ask him if he had a nice trip. Discuss the prices of the goods that Mr Green is interested in.
2. Mr Goodman is going to place a trial order for your goods. Meet him in your office and discuss the terms of payment with him. Before the talks ask him if he travelled by plane or by train and how he enjoyed his trip.
3. You are going to sign a contract with a British company. All the terms are acceptable to you except for the

* to put smb. off *v.* — высаживать

** to wake up (woke, woken) [weɪk, wouk, woukən] *v.* — просыпаться

terms of delivery. Meet Mr Blake at the Soviet Trade Delegation in London and discuss the terms of delivery with him. Before you get down to business speak about your trip to London.

UNIT VII

WRITTEN PRACTICE

Ex. 26. Translate the following sentences:

1. Я понял, что фирма заинтересована в торговой сделке.
2. — Я собираюсь отправить письмо г-ну Грину.
— А я думал, что ты уже отправил его.
3. Г-н Браун сказал, что он с нетерпением ждет встречи с представителями "Союзэкспорта".
4. Г-н Билл думал, что завод расположен за пределами Лондона.
5. Фирма сообщила, что переговоры завтра не состоятся.
6. Мы знали, что "Блейк энд К^о" продает товар на условиях ФОБ.
7. Директор фирмы надеялся, что их фирма сможет получить большую скидку.
8. Мы знали, что нам придется согласиться на условия фирмы.

Ex. 27. Translate into English.

1. Служащий сказал, что поезд прибудет через 2 часа.
2. Мой брат сказал, что в нашем кинотеатре сегодня идет хороший фильм.
3. Ненси сказала, что получила удовольствие от поездки в Брайтон.
4. Секретарь ответила, что президент сейчас разговаривает по телефону.
5. Г-н Белл сказал, что он даст нам скидку, если мы разместим у них большой заказ.
6. Директор фирмы сказал, что он просмотрел сегодня всю почту.

* * *

1. — Джон уже пришел?
— Нет, он еще обедает в кафетерии вокзала.

2. — Вы уже купили билет на двухчасовой поезд?
— Нет еще.
3. Сколько еще остановок сделает поезд до Пскова?
4. Где еще я могу узнать об отправлении поездов?
5. Есть еще один поезд на Минск, но он отправляется поздно вечером.
6. — Где Петр?
— Он еще в купе.
7. У меня еще два чемодана. Куда их положить?

* * *

Несколько дней тому назад Петров должен был поехать на завод вместе с приемщиками иностранной фирмы. Он поехал на вокзал за три дня до отъезда, чтобы купить билеты. Он не знал, какие поезда идут в этот город, и узнал в справочном бюро, что туда идут два поезда ежедневно. Петров знал, что им потребуется не более трех часов, чтобы доехать до завода. Поэтому он решил взять три билета на утренний поезд, который отправляется в 6 часов утра. Петров позвонил на завод и сказал, что они выезжают в понедельник и попросил управляющего встретить их.

UNIT VIII

VOCABULARY

1. a railway [ˈteɪlweɪ] *n* — железная дорога

railway	station
	line
	ticket

e.g. Trains from the South arrive at Kursk railway station.

Перед названием вокзалов артикль не ставится.

2. a terminus [ˈtɜːmɪnəs] *n* — конечная станция железной дороги, автобусной станции, линии метро
pl. termini [ˈtɜːmɪnəɪ]

railway	
bus	
underground	terminus
Kachovskaya	
Leningrad	

e.g. Take the underground at Kievskaya and go as far as Krilatskoe terminus.

3. **fast** [fɑ:st] *adj, adv* — 1. быстрый, скорый
fast | train
fast | plane
fast | car
to speak | fast
to go | fast — 2. быстро
4. **slow** [sləʊ] *adj* — медленный
slow | train
slow | speed
slow | speech.
5. **without** [wɪðaʊt] *prep* — без
6. **to travel** [ˈtrævəl] *v* — путешествовать
to travel by | car
to travel by | plane
to travel by | train
7. **overnight** [ˈoʊvənait] *adj* — 1. ночной
overnight | train
overnight | trip
to go by an overnight train
to travel | overnight — 2. ночью
to work | overnight
8. **a distance** [ˈdɪstəns] *n* — расстояние
short | distance
long | distance
at a distance of ...
e.g. My home is at a distance of three kilometres from here.
9. **to run**, ran, run [rʌn, rʌn] *v* — 1. бежать, бегать (о людях, животных)
e.g. 1. He had to run to the station to catch the train.
to run | fast
to run | daily — 2. идти (о поездах, автобусах)
2. Trains usually run on time.
10. **a speed** [spi:d] *n* — скорость
at a high (low) speed
at a speed of
e.g. Cars run at a speed of 60 kilometres in Moscow.
11. **to make arrangements** — договариваться
to make arrangements | with smb.
to make arrangements | for smth.
12. **to find out** *v* — узнать, выяснить
to find out | smith.
to find out | that
e.g. Phone the enquiry-office please and find out the time of the train's departure.
e.g. We found out that the talks would start at 11 a.m.

13. a time-table ['taɪmteɪbl] — расписание
14. several ['sevrəl] *adj* — несколько
15. second-class ['sekənd'kla:s] *adj, adv*
 second-class | ticket
 | carriage
 to go
 to travel | second-class
 1. второго класса
 2. вторым классом
16. a sleeper ['sli:pə] *n* — спальный вагон
17. p.m. (post meridiem)
 a.m. (ante meridiem)
 e.g. The plane is due to take off at 9 a.m. (5 p.m.)
 — после полудня (с 12 часов дня до 12 часов ночи)
 — до полудня (с 12 часов ночи до 12 часов дня)
18. due [dju:] *adj* — ожидаемый
 to be due | to arrive
 | to get in
 | to land
 — должен прибывать по расписанию
 e.g. The plane is due to arrive at 11 a.m.
19. a single ticket [sɪŋɡl] — билет в одном направлении
20. a return ticket [rɪ'tə:n] — билет туда и обратно
21. a compartment [kəm'pɑ:tmənt] *n*
 smoking
 non-smoking | compartment
 first-class
 second-class
 — купе
 — для курящих
 — для некурящих
 — 1-го класса
 — 2-го класса
22. departure [dɪ'pɑ:tʃə] *n*
 the train's departure
 the plane's departure time
 — отправление
23. a platform ['plætfɔ:m] *n*
 departure platform
 e.g. Which platform does the train leave from?
 — время отправления
 — платформа
 — платформа отправления поездов
24. a carriage ['kærɪdʒ] *n*
 first-class
 second-class | carriage
 sleeping
 — вагон
25. a luggage-rack ['lʌdʒɪdʒræk] *n* — полка для багажа
26. a buffet-car ['bʊfeɪkɑ:] *n* — вагон-ресторан
27. a snack [snæk] *n*
 to have a snack
 — закуска
 — закусить
28. to be sure [ʃuə] *v*
 to be sure | of smth.
 | that ...
 e.g. I think the train starts at 7.15 but I'm not sure of it.
 I'm not sure that the train will be on time.
 — быть уверенным

29. to miss *v* — опоздать на поезд, автобус, самолет.
- to miss a | train
plane
bus
30. to catch (caught, caught) [kætʃ, kɔ:t] *v* — успеть (на поезд)
- to catch a | train
plane
bus
31. previous [ˈpri:vɪəs] *adj* — предыдущий
- the previous | day
night
week
32. following [ˈfɒləʊɪŋ] *adj* — следующий, последующий
- the following | day
year
33. to break (broke, broken) [breɪk, brəʊk, brəʊkən] *v* — разбить
- to break | a window
a cup
34. a maid [meɪd] *n* — горничная

Speech Patterns

1. We'll have to do without supper. — Нам придется обойтись без завтрака.
2. I was just about to tell you... — Я как раз собирался вам сказать...

LESSON 9

Grammar: The Sequence of Tenses (continued).

Text: A Visit To the Plant.

UNIT 1

GRAMMAR

Sequence of Tenses (continued)

Step 1. Practise reported questions.

Ex. 1. Ask and answer as in the model.

- Did your sister enjoy the per ↗ formance?
— I asked her if she had enjoyed the per ↗ formance
and she said she ↘ had.

Prompts: 1. Did your friend enjoy his trip to Moscow? 2. Is Lavrov learning a foreign language? 3. Has the manager called for Mr Green at the hotel? 4. Will your brother come to the station to meet you? 5. Is the manager to go to Lenin-grad? 6. Will your friend be able to get tickets to the Bolshoy Theatre?

Ex. 2. Ask and answer as in the model.

- When will the train arrive in ↘ Glasgow?
— Did you ask me when the train would arrive in
↗ Glasgow? In two ↘ hours.

Prompts: 1. When is the train due in London? 2. When did you settle the price problem? 3. For what goods will you place an order with Brown & Co? 4. What model have Bond & Co improved? 5. What will the director have to discuss with Mr Grey? 6. What do the prices of Blake & Co. include?

Ex. 3. a) Read the dialogue and complete the sentences.

Brown: Is that the Embassy Hotel?

Receptionist: What did you say? I can't hear you. The line is bad.

- Brown:* I asked ...
R: Yes, that's right. What can I do for you?
Brown: Can I book a double room with bath?
R: For how long do you require accommodation?
Brown: Sorry, I can't hear you.
R: I asked ...
Brown: For three nights.
R: When will you arrive?
Brown: What did you say?
R: I asked ...
Brown: Tomorrow in the early evening. Will you be able to book a room on the 3rd floor?
R: Pardon*?
Brown: I asked ...
R: Sure.
Brown: What's the charge?
R: Say it again please.
Brown: I just wanted to know ...
R: It's £ ... a night.
Brown: All right, thank you.

b) Say what Mr Brown asked the receptionist; what the receptionist answered Mr Brown.

UNIT II

SPEECH PATTERN

Can you let me have the drawings?

Ex. 4. Ask and answer as in the model.

- Can you let me have a **double room**?
 — I'm sorry. I can let you have a **single-room** only.

Prompts: 1. a return ticket for the 11.30 express; 2. a single-room; 3. a second-class ticket on the overnight express; 4. two tickets in the stalls; 5. a ticket for the 7 o'clock performance.

* Pardon [paɪdn] — эд. Извините (я не расслышал).

WORKING ON THE TEXT

A Visit to the Plant .

A

Mr Stanley and the engineers of the Soviet Trade Delegation arrived in Glasgow at 6.30 a.m. Mr Stanley hired a taxi to the Central Hotel, where Mr White, the **production** manager of the plant, had reserved accommodation for them.

When they arrived at the hotel, the receptionist told them that Mr White had left a **message** for them. The message said that Mr White would expect them in his office at 9.

At a quarter to 9 Mr White's car picked them up and took them to his office.

In Mr White's Office

Stanley: Hello, John.

White: Hello, Frank.

Stanley: Meet Mr Borisov and Mr Kozin of the Soviet Trade Delegation.

White: How do you do.

Borisov: How do you do.

Kozin: How do you do.

White: Did you have a good trip, gentlemen?

Borisov: It was quite comfortable, thank you. I think it's very convenient to travel overnight.

White: I quite agree with you. I hope you will enjoy your stay here, though the weather is not good for sightseeing.

Stanley: The weather is miserable* today, it's cooler here than in London.

White: Yes, that's right. But don't **forget** that we are in **the North** of the country. Well, gentlemen, Frank told me that you wanted to see our production **shops**.

Borisov: Yes, please.

* miserable ['mɪzərəbl] — эд. ужасный, скверный

- White:* If you like I can **show** you **round** the whole plant, so that* you can get a good idea of **the range** of our **products**.
- Borisov:* We'd **be delighted** to, if it doesn't take too much of your time.
- White:* I'll be happy to help you and answer any of your **queries**. I'll **lead** the way.

B

- White:* This is the **assembly** shop and here you can see the finished products. We produce pumps of high **capacity** for different **applications**. Look, here is the latest model. We **modified** it last year.
- Borisov:* How does it **compare** with the previous model?
- White:* That's good question. It's easier to **operate** and more **reliable as compared with** the previous model. Besides, its capacity is higher than the capacity of pumps of other companies. We **export** this model to many countries of the world.
- Stanley:* I say¹, John, Mr Borisov told me on our way here that he wanted to see your **test department** as well. Is it possible?
- White:* Yes, of course. We **thoroughly test** every pump and we've had very good **reports** from the customers both in our country and **abroad**. This is where we test our pumps. In fact** they are testing one right now***.

* * *

- Borisov:* That was very interesting, Mr White. Could you let us **have drawings** of the latest model?
- White:* I don't think we have a **copy available** now, but I'll send it to you on Monday **first thing** in the morning.
- Stanley:* Do you know the address of the Soviet Trade Delegation?.
- White:* Yes, I do, we've had some **correspondence** with them.

* so that — с тем чтобы

** in fact — фактически, на самом деле

*** right now — сейчас, в данный момент

- Borisov:* Thank you, Mr White: It was a very interesting visit. We enjoyed every minute of it. We were delighted to have met you.
- White:* You are always welcome to visit our plant. Frank, what are you doing with yourselves tonight?
- Stanley:* We are just going to walk about the city* and see the sights of Glasgow.
- White:* And how about dinner at a restaurant at 7? I can call for you at the hotel at 6.30.
- Stanley:* That's a good idea. Thank you. And thanks again for your help. Good-bye.
- White:* Good-bye.

Note:

1. I say — Послушайте. (употребляется для привлечения внимания собеседника).

Ex. 5. Read the text.

Ex. 6. Agree or disagree. Give your reasons.

1. Mr Stanley and the Soviet engineers arrived in Manchester at 6.30 a.m.
2. They got to the hotel by taxi.
3. Mr Stanley had reserved accommodation himself.
4. They went to the plant by taxi.
5. Mr White didn't like travelling by an overnight train.
6. It was as warm in Glasgow as in London.
7. Mr White wanted to show the engineers round the whole shop.

* * *

1. The plant produced different models of pumps.
2. The latest model was of higher quality than the previous one.
3. The plant didn't test their pumps.
4. Mr White gave Borisov a copy of the drawing of the pump.
5. Mr White knew the address of the Soviet Trade Delegation.
6. Mr Stanley, Borisov and Kozin were going to the theatre that night.

* to walk about the city — гулять по городу

Ex. 7. Say what you have learned from the text about:

1. the arrival of the businessmen in Glasgow;
2. their conversation with Mr White in his office;
3. the pumps that the plant produced;
4. the assembly shop and the test department;
5. the businessmen's arrangements about the drawings and their plans for the evening.

Ex. 8. Think and answer.

1. How did the production manager know what accommodation to reserve and for how long?
2. Had Mr Stanley and Mr White met before? Why do you think so?
3. Why did Borisov think it was convenient to travel overnight?
4. Why did the plant modify one of their models?
5. Why did Borisov ask Mr White to give them the drawings of their pumps?
6. Why did Borisov and Kozin enjoy their visit to the plant?

UNIT IV

WORKING ON WORDS

capacity

Ex. 9. a) Ask and answer as in the model.

-
- Will you **buy goods from Bond & Co?**
— Yes, their pumps are of high capacity.
-

Prompts: 1. to place a repeat order; 2. to send an enquiry;
3. to make a transaction; 4. to order goods; 5. to sign a contract.

b) What can you say about the capacity of the goods you have bought lately.

to compare (with)

Ex. 10. Ask and answer as in the models.

- Are you going to study the catalogues for the Model E/C?
- Yes, I'd like to compare its **capacity** with the **capacity** of the previous model.

Prompts: 1. quality; 2. price; 3. range of applications; 4. performance; 5. design.

- How does this model of compressors compare with the previous model?
- Well, its **capacity** is **higher**.

Prompts: 1. high quality; 2. easy to operate; 3. cheap; 4. reliable; 5. expensive.

as compared (with)

Ex. 11. a) Ask and answer as in the model.

- Why did you decide to buy this model?
- Because it's **cheaper** as compared with other models.

Prompts: 1. reliable in operation; 2. easy to handle; 3. of high quality; 4. of high capacity; 5. expensive.

b) Now compare the goods you sell or the goods you have bought lately with the goods of other companies.

UNIT V

KEY STRUCTURES AND SPECIAL POINTS

Articles

Ex. 12. a) Supply the articles or possessive pronouns where necessary.

1. Norilsk is in ... North of our country.
2. The Petrovs usually spend their holiday in ... South.
3. Goodman & Co produce compressors of ... high capacity.
4. All our Buyers are satisfied with ... capacity of the latest model.
5. The plant is going to improve ... capacity of their machine.

... products of the new "Argo" Transformer plant are famous all over ... world. It is one of ... largest transformer plants in our country. ... plant produces ... transformers for different applications. Almost all ... transformers are of ... high capacity.

... engineers of ... plant modify ... transformers so that ... customers can be satisfied with ... quality of ... latest models.

... assembly shops of ... plant have ... modern facilities to test and check ... transformers thoroughly.

... plant ships ... transformers to ... customers abroad* in ... export packing.

... engineers of ... plant have ... correspondence with ... regular Buyers and they always have ... good reports from ... Buyers.

b) Say what you have learned about the "Argo" Transformer plant.

Tenses

Ex. 13. a) Supply the correct tense-forms of the verbs.

1. Mr. Stanley knew that Mr White's car (to pick up) them at a quarter to 9.
2. Mr White asked Borisov if he (to have) a good trip.
3. Borisov knew that the plant (to produce) pumps for different applications.
4. The production manager said that they (to modify) their model the previous year.
5. The customer wondered how long the plant (to produce) their latest model.
6. Mr Brown asked if the Sellers already (to test) the equipment.

Buying a Washing-Machine**

Mrs Stock: Good morning.

Salesman: Good morning. What (can) I do for you?

Mrs Stock: I'd like to buy a washing-machine of the latest design but not very big.

* abroad [əb'ro:əd] — за границей

** a washing-machine — стиральная машина

- Salesman:* I (to show) you the whole range of washing-machines that we (to sell) now ...
I (to be sure) you (to like) this one. It (to be) the latest model.
- Mrs Stock:* It (to look) very attractive. I (not to see) this model yet.
- Salesman:* The plant (to modify) this model last year. We (to sell) the machines of this model for two months only, but we already (to sell) quite a large number of them here and abroad.
- Mrs Stock:* How this model (to compare) with the previous one?
- Salesman:* It (to be) more reliable and easier to operate.
- Mrs Stock:* And what (to be) the price?
- Salesman:* It (to be) £ ...
- Mrs Stock:* Oh, I never (to expect) that the price (to be) so high.
- Salesman:* But you never (to be) sorry if you (to buy) this washing-machine.
- Mrs Stock:* I (to have to) discuss this matter with my family. If I (to decide) to buy it I (to call on) you first thing in the morning. Good-bye.
- Salesman:* Good-bye, madam.

b) Say what you have learned from the dialogue about the latest model of washing-machine, which Mrs Stock wanted to buy.

Prepositions

Ex. 14. a) Supply the correct prepositions.

1. Petrov will call ... the test department to ask the manager when they are going to test the pumps.
2. Let's call ... Mr Brown at his office and ask him to show us round the plant.
3. Mr Brown invited Stepanov to the restaurant and promised to call ... him at the hotel.
4. Let's call ... the manager of the assembly shop and ask him to give us the assembly drawings.

* * *

One ... the leading manufacturers ... pumps ... Canada produces a wide range ... pumps ... high capacity ... car industry*. This company produces 70% ... pumps ... home indu-

* industry [ˈɪndəstri] — промышленность

stry and exports about 30% ... its products ... different countries ... the world.

The plant ... this company has modern facilities to produce pumps ... different models. The pumps ... this company are more reliable ... operation as compared ... pumps of other companies, and all the customers are satisfied ... the capacity ... the pumps.

The company can guarantee shipment ... the goods ... seven days.

The company delivers their goods ... markets ... Europe, ... the North and the South ... America. The company is also interested ... selling their goods ... the countries ... the East*.

b) Say what you have learned from the text about one of the leading manufacturers of pumps in Canada.

Miscellaneous

Ex. 15. a) Choose and use.

last, latest

1. The ... performance at this cinema starts at 10 p.m.
2. Have you heard the ... news?
3. When does the ... train leave for Minsk?
4. Some days ago your engineers went to the plant to see the... equipment of the company.
5. What did the director discuss with the businessmen during the ... talks?
6. We have received the ... drawings of the pump the manufacturer has modified.
7. For what number of machines did you sign the ... contract?

UNIT VI

SPEECH EXERCISES

Ex. 16. a) Read the text.

A Telephone Conversation

Chernov, an engineer of the Soviet Trade Delegation in London, received a drawing of the pump which the manufacturing plant of Goodman & Co modified not long ago.

* the East [ist] ВОСТОК

Chernov had some queries and he decided to contact Mr Brook, the production manager of the plant. As Mr Brook was not available at that moment Chernov left a message for him.

Some time later Mr Brook called Chernov back*.

Brook: Hello, Mr Chernov, this is Brook.

Chernov: Hello, Mr Brook.

Brook: I'm sorry I couldn't phone you as soon as I received your message as I had some urgent business in the assembly shop. What can I do for you, Mr Chernov?

Chernov: The fact is we've received a drawing from you, which shows you've modified the previous model of pump. How does it compare with the previous model?

Brook: Well, its capacity is higher and it's easier to operate.

Chernov: Good. And one more thing, Mr Brook, will it be possible to see tests of the new model?

Brook: Yes, certainly. I'll contact the test department and find out when they are going to test this model. I'll make all the necessary arrangements for your visit after that.

Chernov: Thank you. Good-bye.

Brook: Good-bye, Mr Chernov.

b) Ask questions on the dialogue.

c) Say what you have learned from the dialogue about:

1. the drawing of a new model that Chernov received from Mr Brook; 2. the purpose of Chernov's telephone conversation with Mr Brook; 3. the arrangement between Chernov and Mr Brook about a visit to the test department.

d) Think and answer.

1. Why did the plant modify their model of pump?
2. Why did the plant send the new drawing to the Buyers?
3. Why did Chernov want to see the tests?

Ex. 17. Answer the following questions:

1. What kinds of goods do you export?
2. What can you say about their quality?

* to call back — позвонить позднее

3. Are your goods popular abroad? Why?
4. How do your goods compare with the goods of foreign companies?

* * *

1. Have you ever visited a plant?
2. What plant did you visit?
3. Who showed you round the plant?
4. What shops did he show you round?
5. Could he answer all your queries?
6. How did the plant impress you?

* * *

1. Have you ever been to an assembly shop?
2. What did you see there?
3. When did the plant modify their model?
4. How does the latest model compare with the previous one?

Ex. 18. a) Read the story.

Remember: far (from) — далеко (от)

A Transaction

Mr Boggis was dealing in antique* furniture and had his own shop. When customers came to his shop he showed them round it so that they could see the whole range of his goods.

Mr Boggis was a talented salesman: he could buy furniture at a very low price and sell it at a price several times higher. He bought furniture from people in the country who didn't know the value of antique furniture.

One Sunday Mr Boggis was delighted to find a very old commode** by a famous carpenter***. There were only four commodes of this kind. Other salesmen had sold the three commodes at an extremely high price, and that was the fourth.

* antique [æn'tɪk] — антикварный

** a commode [kə'məʊd] — комод

*** a carpenter ['kɑ:pəntə] — столяр

It was a nice piece of furniture with beautiful legs*. Mr Boggis wanted to buy the commode but he did not want to show Mr Rummond [ˈrʌmənd] who had the commode that it was great value.

Mr Boggis said:

"Well, the commode doesn't look beautiful. I can't compare it with the others that I already have. Besides, it's not the original, it's a copy of a commode by a well-known carpenter. I've just remembered that I could use its legs for some other furniture, but I can't buy the whole commode just for the legs."

"How much could you give for the commode if you are interested in the legs?" asked Mr Rummond.

"Shall we say 20 pounds? That will be quite reasonable."

"Make it 35."

"I can't offer you a higher price, this is my final offer!"

"I'll take it," Rummond said. "It's yours. How are you going to take it?"

"In my car. I've left it not **far from** here."

Mr Boggis walked to his car to get it nearer the door. He was smiling to himself. The commode was his for 20 pounds and he could get 15 or 20 thousand pounds for it later.

In the house Mr Rummond discussed the transaction with his son Bert.

"You did very well," Bert said, "Do you think he will pay you?"

"We shan't put it into the car till he pays us the money."

"The commode is very big and what if it doesn't go in the car? He'll go away and you'll never see him or his money again. Besides, he didn't like it very much."

"I can't say he did."

"Listen to me, father. I've got an idea. He told us that he wanted only the legs. Right? So all we've got to do is to cut them off** right now before he comes back. Then the commode will go in his car. Besides, he won't have to cut them off at home himself."

"It's not a bad idea," Rummond said.

After they had cut off the legs Rummond thought that the commode was still big for Mr Boggis's car and

* a leg [leg] — ножка

** to cut off — отрезать

he was afraid that Mr Boggis would not take it. So he decided to cut the commode itself into several pieces. It was very difficult to do it and Rummond said, "That was a very good carpenter who did the job."

"We are just in time," Bert said, "Here he comes."

(After "*Parson's pleasure*" by R. Dahl)

b) Say what you have learned from the story about:

1. Mr Boggis' business; 2. his transaction with Mr Rummond.

c) Think and answer:

1. Why did Mr Boggis look for antique furniture in the country and not in the city?
2. Why did Mr Rummond agree to sell his commode at a very low price?
3. Will Mr Boggis take the commode after Mr Rummond cut it into several pieces? Why do you think so?

Ex. 19. Speak on the topic: Your visit to a plant.

Ex. 20. Act out dialogues on the basis of the following assignments:

1. Phone Mr Smith, the manager of Bond & Co, and ask him to make arrangements for your visit to their manufacturing plant.
2. Mr Green is interested in doing business with your company. Meet him and tell him about the range of pumps that you export and about the latest model that you modified two months ago.
3. Meet Mr Black who is interested in your latest model of pumps. Discuss the price with him and give your reasons why you can't give him a discount.

UNIT VII

WRITTEN PRACTICE

Ex. 21. Translate into English.

1. Я спросил проводника, когда придет поезд на следующую станцию.
2. Секретарь заинтересовалась, кто должен принять г-на Брауна.
3. Мой брат сказал, что в нашем кинотеатре идет очень интересный кинофильм.

4. Ненси спросила Джона, получил ли он удовольствие от поездки в Брайтон.
5. Мы поинтересовались, какие товары продает фирма "Грин энд Ко".
6. Секретарь ответила, что президент разговаривает по телефону.
 1. — Начальник производства сейчас на месте?
— Нет, он еще не вернулся из сборочного цеха. Но он звонил мне и просил вам передать, что придет в 12 часов.
 2. — Когда вы приедете в Ленинград, я покажу вам наиболее интересные места нашего города, чтобы вы имели представление о нем.
— Я был бы очень рад, если это не займет у вас много времени.
— Я буду счастлив показать вам наш замечательный город, только боюсь, что погода в октябре будет скверная.
3. Браун и Ко. экспортирует компрессоры последних моделей различного назначения во многие страны. Наши заводы совершенствуют компрессоры, с тем чтобы они имели более высокую мощность по сравнению с компрессорами других фирм. Рабочие завода тщательно испытывают компрессоры, прежде чем отправить их покупателю.
4. — Петров сказал, что он посмотрел всю переписку с фирмой "Джонсон", но не нашел последнего чертежа, который прислала фирма.
— Я думаю, что его взял директор фирмы. Он говорил, что у него есть вопросы, и ему придется связаться с фирмой.
— Вы его спросили, будет ли он звонить на фирму после обеда?
— Да, он мне сказал, что будет, если не поедет на завод.

Ex. 22. Write about your last visit to a plant.

UNIT VIII

VOCABULARY

- | | |
|---|-----------------------|
| 1. production [prə'dʌkʃn] <i>n</i> | — производство |
| production manager | — начальник производ- |
| production line | ства |

14. **an application** [ˌæplɪˈkeɪʃn] *n* — применение, использование
15. **modify** [ˈmɒdɪfaɪ] *v* — модифицировать, менять
16. **compare** [kəmˈpeɪ] *v* — 1. сравнивать
- compare** | **goods**
| **terms**
- e.g.* If you compare our prices with the prices of Black & Co you will find that they are lower.
- e.g.* Our goods can compare with the best goods on the world market. — 2. выгодно отличаться
- The goods of Green & Co can't compare with our goods.
- as compared with** — по сравнению с
- e.g.* The compressors of Bond & Co are in greater demand as compared with compressors of other British companies.
17. **to operate** [ˈɒpəreɪ] *v* — 1. управлять, работать на...
- operate** | **a machine**
| **equipment**
- e.g.* This machine is very easy to operate.
- e.g.* Our machines operate in many countries. — 2. работать (об оборудовании)
18. **reliable** [rɪˈlaɪəbl] *adj* — надежный
- reliable** | **machine**
| **information**
| **company**
| **man**
- to be reliable in operation** — быть надежным в работе
19. **to export** [eksˈpɔ:t] *v* — экспортировать
- export** | **goods**
| **equipment**
20. **a test** [test] *n* — испытание
- test department** — цех испытаний
- to make tests** — производить испытания
21. **to test** *v* — испытывать
- to test** | **goods**
| **equipment**
22. **thoroughly** [ˈθɒrəʊli] *adv* — тщательно
- to test goods thoroughly**
23. **a report** [rɪˈpɔ:t] *n* — 1. отзыв
- to have a report from smb.** — иметь отзыв от кого-л.
- to make a report** — 2. доклад
24. **abroad** [əbˈrɔ:d] *adv* — 1. за границу
- to be** | **abroad**
to go | **abroad**
to stay | **abroad**
to come back from abroad

25. **a drawing** ['drɔ:ɪŋ] *n* — чертеж
26. **a copy** ['kɒpi] *n* — копия, экземпляр
27. **available** [ə'veɪləbl] *adj* — наличный, имеющийся в распоряжении
- to have smth. available**
e.g. I'm sorry we don't have single rooms available now.
28. **correspondence** [ˌkɒrɪs'pɒndəns] *n* — переписка
to have much | little | correspondence
- to exchange correspondence**
29. **to call for smb.** — зайти за кем-л.
e.g. I'll call for you at the hotel at 6.30.
30. **far** [fɑ:] *adv* — далеко
far from
e.g. I live far from the Ministry.
31. **a reply** [rɪ'plai] *n* — ответ
syn.: an answer
e.g. We are looking forward to receiving a reply from you.

Speech Patterns

1. Could you let me **have** the drawings? — Не могли бы вы дать мне чертежи?

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