

6 семестр К/Р ~ 1 0801, 08

ЧЕТВЕРТЫЙ ВАРИАНТ

I. Деловая переписка. Перепишите текст делового письма. Переведите его письменно.

Dear Sirs,

We were very pleased to receive your enquiry in reply to our ad in "Omni". As requested, we enclose our price-list of Cobra telephones and four leaflets which contain all technical details about the model with 9-13 number memory. We have quoted our best terms in the attached list.

May we use this opportunity to draw your attention to Intenna cordless telephone with nine-number memory and intercom?

We hope to hear from you soon.

Yours faithfully,

II. Деловая поездка. Прочитайте реплики собеседников А. и В. Перепишите диалог, расставив реплики В. по смыслу. Переведите диалог письменно.

A.- Good evening, sir. What can I do for you?

B.-...

A.- Let me see. Yes, a double room on the second floor is available.

B.-...

A.- The charge is 40 dollars a night.

B.-...

A.- Fill in this form, please. Sign here, please. Here's your key.

B.-...

A.- Any time between 7 and 10 downstairs in the restaurant.

B.-...

A.- No problem. You can order it by phone.

Реплики В.: 1.- What time is the breakfast by the way? 2.- How much is it? 3.- Good evening. I want a double room for five nights from today. 4.- Can I have breakfast in my room? 5.- That's a reasonable price.

III. Деловые переговоры. Прочитайте реплики собеседников А. и В. Перепишите, расставив реплики В. по смыслу. Переведите диалог письменно.

A.- Have you studied our new proposal, Mr Sedov?

B.-...

A.- Well, I think we can reduce the delivery period to nine months.

B.-

A.- Do you prefer CAF terms?

B.-...

A.- That's too much. As a special concession to a new customer we can give you a 3% discount.

B.-...

Реплики В.: 1.- And what about the terms of delivery? 2.- Good, it's a deal. 3.- Yes, no insurance. And you remember my remark, don't you, Mr Harris? I said: if the prices are competitive. We would like you to give us a discount of 5%. 4.- Yes, we have. Your new proposal is really very attractive. But we'd like you to speed up the delivery and change the terms.

IV. Составление контракта. Перепишите следующие пункты Контракта. Переведите их письменно.

ARTICLE 9

Other terms and conditions

9.1. All amendments and addendum to the present Contract shall become effective only if done in writing and signed by both Parties.

9.2. Neither Party is entitled to transfer its rights and obligations under the present Contract to a third party without written consent of the other Party therefore.

9.3. The present Contract is signed in eight originals on 6 pages ; four originals in English and for originals in Russian – for each Party.

V. Прочитайте следующий текст. Выпишите из текста предложение, отвечающее на вопрос: Каким образом планируется покрыть расходы по строительству нового цеха на КАМАЗе?

GERMAN FIRMS WILL HELP RECONSTRUCT KAMAZ

A contract has been signed for the construction of a drive shop at KAMAZ. The partner of the Russian side is consortium of 15 machine-tool firms of Germany's Eastern lands. Among the consortium members are both privatized and state enterprises. The largest share of the project belongs to the firms of Saxony land. The total sum of capital invested in the project will be 600 million marks.

The design commission consisting of equal numbers of representatives of the Russian and German sides headed by the firm Hurth Modul GmBh, will prepare the formation of joint enterprise which will be responsible for the construction work and subsequent operation of the shop.

The sides will enter in to the joint venture on a parity basis. Each of them will cover 25% of the cost of the shop's construction, the remaining 50% will be covered by the East European Bank in London which sent its observer to the negotiations conducted in Moscow between the KAMAZ management, privatization agency Treuhandanstalt and the government in Saxony. The sides also hope to get financial support by the governments of Germany and Russia.

It is expected that the shop will be able to make 150.000 modernized drives by the end of 2000.

VI. Подготовьте письменный перевод текста для защиты на собеседовании.