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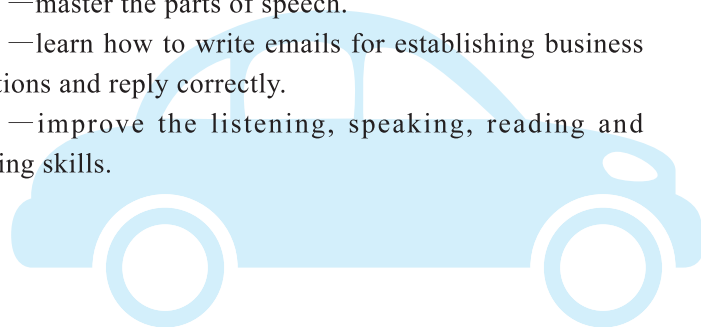
## *Unit 1*

# **Automobile History**

### *Objectives*

In this unit, you may:







- know the history of automobile.
- master the key language points and grammatical structures in the text.
- master the parts of speech.
- learn how to write emails for establishing business relations and reply correctly.
- improve the listening, speaking, reading and writing skills.



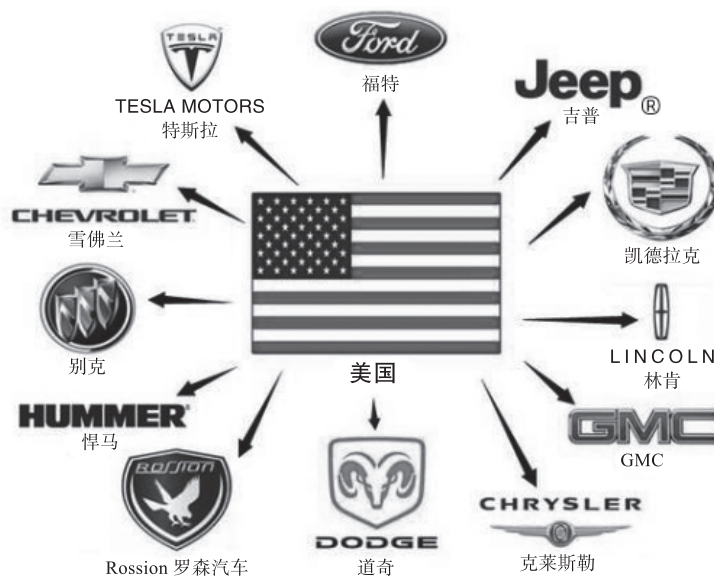
Note

## Warming-Up

A. Do you know the following logos of several world famous automobiles? Please fill in the blanks.

|   |   |   |   |  |   |
|---|---|---|---|--|---|
|  |  |  |  |  |  |
|   |   |   |   |  |   |

B. Look at the famous automobile brands that are made by the United States, and then list the automobile brand of China.



C. Discuss with your classmates and fill in the blanks—which country do these world-famous cars belong to?

Example: BMW German

1. Buick \_\_\_\_\_
2. Jaguar \_\_\_\_\_
3. King Long \_\_\_\_\_
4. Volvo \_\_\_\_\_
5. \_\_\_\_\_
6. Volvo \_\_\_\_\_
7. King Long \_\_\_\_\_

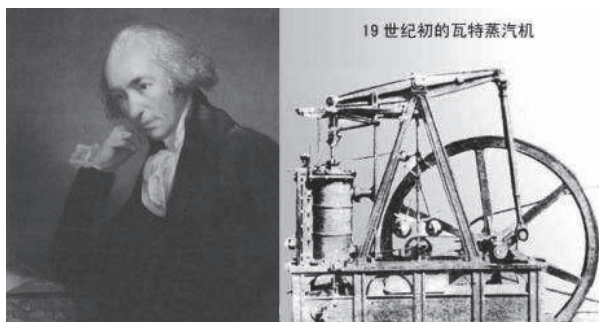
- |                  |                   |
|------------------|-------------------|
| 3. Kia _____     | 8. Bentley _____  |
| 4. Skoda _____   | 9. Cadillac _____ |
| 5. Renault _____ | 10. Jeep _____    |

Note

## Reading A

### The History of Automobile

The history of the automobile begins as early as 1769, with the creation of steam engine automobiles capable of human transport. In 1806, the first cars powered by an internal combustion engine running on fuel gas appeared, which led to the introduction in 1885 of the ubiquitous modern petrol-fueled internal combustion engine.



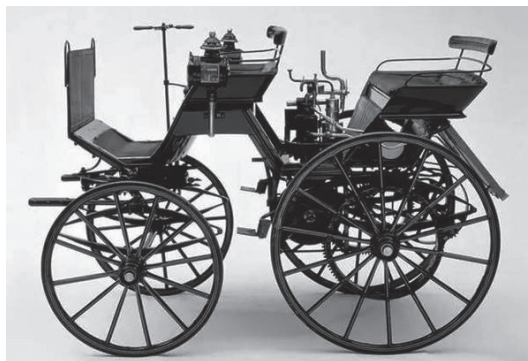
It is generally acknowledged that the first really practical automobiles with the petrol/gasoline-powered internal combustion engines were completed almost simultaneously by several German inventors working independently: Karl Benz built his first automobile in 1885 in Mannheim. Benz was granted a patent for his automobile on 29 January 1886, and began the first production of automobiles in 1888 in a company later because the famous Mercedes-Benz.



In 1885, the German Gottlieb Daimler invented the first four wheeled motor vehicle. Benz and Daimler was recognized as the inventor of the modern automobile

## Note

power and their inventions became the most important milestone in the history of the automobile. Therefore, two of them were known as the “father of the car” .



In 1896 Ford produced his first car. The assembly line style of mass production and interchangeable parts had been pioneered in the U.S. This concept was greatly expanded by Henry Ford, beginning in 1914. The large-scale, production-line manufacturing of affordable automobiles was debuted. Ford’s cars came off the line in fifteen minute intervals, much faster than previous methods, increasing productivity eight fold ( requiring 12.5 man-hours before, 1 hour 33 minutes after) , while using less manpower.



The biggest developments in Post-war era were the widespread use of independent suspensions, wider application of fuel injection, and an increasing focus on safety in the design of automobiles. The hottest technologies of the 1960s were NSU’s “ Wankel engine ” , the gas turbine, and the turbocharger. Of these, only the last, pioneered by General Motors but popularized by BMW and Saab, was to see widespread use. Mazda had much success with its “ Rotary ” engine which, however, acquired a reputation as a polluting gas-guzzler. Other Wankel licensees, including Mercedes-Benz and General Motors, never put their designs into production after the 1973 oil crisis. ( Mazda’s hydrogen-fueled successor was later to demonstrate potential as an “ ultimate eco-car ” . ) Rover and Chrysler both produced experimental gas turbine cars to no effect.



Most automobiles in use today are propelled by an internal combustion engine, fueled by gasoline or diesel. Both fuels are known to cause air pollution and are also blamed for contributing to climate change and global warming. Rapidly increasing oil prices, concerns about oil dependence, tightening environmental laws and restrictions on greenhouse gas emissions are propelling work on alternative power systems for automobiles. Efforts to improve or replace existing technologies include the development of hybrid vehicles, plug-in electric vehicles and hydrogen vehicles. Vehicles using alternative fuels such as ethanol flexible-fuel vehicles and natural gas vehicles are also gaining popularity in some countries.

( 483 words)

**New Words**

**steam** /sti:m/ *n.* the power that is produced from steam under pressure, used to operate engines, machines, etc. 蒸汽动力

**combustion** /kəm'bstʃən/ *n.* the process of burning 燃烧, 氧化

**ubiquitous** /ju:'bɪkwɪtəs/ *adj.* very common 十分普遍的

**grant** /grænt/ *v.* agree to give sb. what they ask for, especially formal or legal 准予

**patent** /'pætnt/ *n.* an official right to be the only person to make, use or sell a product or an invention 专利权, 专利证书

**milestone** /'maɪlstəʊn/ *n.* a very important stage or event in the development of sth. 里程碑, 转折点

**assembly** /ə'sembli/ *n.* the process of putting together the parts of sth. such as a vehicle or piece of furniture 装配, 组装

**pioneer** /paɪə'nɪə/ *n.* a person who is the first to study and develop a particular area of knowledge, culture, etc., that other people then continue to develop 先驱, 带头人

**expand** /ɪk'spænd/ *vt.* to become greater in size, number or importance 扩大, 增强

**debut** /'deɪbjʊ:/ *n.* the first public appearance of a performer or sports player 首次亮相, 初次登台

**interval** /'ɪntəv(ə)l/ *n.* a period of time between two events 间隔, 间隙

**suspension** /sə'spensɪ(ə)n/ *n.* the system by which a vehicle is supported on its wheels and which makes it more comfortable to ride in when the road surface is not even 悬架, 悬浮

**productivity** /,prɒdʌk'tɪvɪti/ *n.* the rate at which a worker, a company or a country produce goods, and the amount produced, compared with how much time, work and money is needed to produce them 生产率

## Note

**turbine** /'tɜːbaɪn/ *n.* a machine or an engine that receives its power from a wheel that is turned by the pressure of water or gas, etc. 涡轮机, 汽轮机

**propel** /prə'pel/ *v.* to move, to drive or push sth. forward or in a particular direction 推动, 驱动, 前进

**diesel** /'diːzl/ *n.* a type of heavy oil used as a fuel instead of gas 柴油机

**emission** /ɪ'mɪʃn/ *n.* the production or sending out of light, heat, gas, etc 发射, 放射, 排放

**alternative** /ɔːl'tɜːnətɪv/ *n.* a thing that you can choose to do or have out of two or more possibilities 可供选择的事物

## Phrases &amp; Expressions

|                         |             |
|-------------------------|-------------|
| <b>capable of</b>       | 能够做         |
| <b>lead to</b>          | 导致, 通向      |
| <b>be recognized as</b> | 被认为是……      |
| <b>come off</b>         | 除去          |
| <b>contribute to</b>    | 有助于, 为……做贡献 |
| <b>concern about</b>    | 关心, 与……有关   |

## After Reading

|          |             |            |        |         |
|----------|-------------|------------|--------|---------|
| internal | appear      | ubiquitous | grant  | pioneer |
| debut    | alternative | milestone  | expand | propel  |

**A. Complete the following sentences with the words or phrases given below. Change the form if necessary.**

1. It is \_\_\_\_\_ that most of people buy cars mainly focus on the brands.
2. The survey \_\_\_\_\_ to contradict motor industry claims.
3. We must work hard to explore sources of \_\_\_\_\_ energy.
4. The treatment of diabetes reached a significant \_\_\_\_\_ in the 1970s.
5. The computer industry has \_\_\_\_\_ greatly over the last decade.
6. The \_\_\_\_\_ decorations of cars are also important for buyers.
7. The council have \_\_\_\_\_ him permission to build on the site.
8. He was a \_\_\_\_\_ in the field of biotechnology.
9. She made her \_\_\_\_\_ in a 1937 production of "Hamlet".
10. Company directors were \_\_\_\_\_ into action.

**B. Match the words on the left with their meanings on the right.**

- \_\_\_\_\_ 1. as early as                      A. 导致, 通向

- |                        |            |
|------------------------|------------|
| ___2. lead to          | B. 被认为是    |
| ___3. be recognized as | C. 能够做     |
| ___4. come off         | D. 集中      |
| ___5. focus on         | E. 除去      |
| ___6. contribute to    | F. 为……做贡献  |
| ___7. concern about    | G. 关心      |
| ___8. such as          | H. 以……著称   |
| ___9. capable of       | I. 例如      |
| ___10. be known as     | J. 早在……的时候 |

**C. Read the passage again and decide whether the following statements are true (T) or false (F).**

\_\_\_1. In 1769, the first cars powered by an internal combustion engine running on fuel gas appeared.

\_\_\_2. The German Gottlieb Daimler built his first automobile in 1885 in Mannheim.

\_\_\_3. Fuels can cause air pollution and contribute to climate change and global warming.

\_\_\_4. The widespread use of independent suspensions occur in Post-war era.

\_\_\_5. Ford's cars came off the line in fifty minute intervals, much faster than previous methods, increasing productivity eight fold, while using less manpower.

**D. Write out the words in Reading A according to their meanings in the right column. The first letter are already given.**

- a \_\_\_\_\_ a motor vehicle with four wheels
- c \_\_\_\_\_ a process in which a substance reacts with oxygen to give heat
- e \_\_\_\_\_ motor that converts thermal energy to mechanical work
- v \_\_\_\_\_ a conveyance that transports people or objects
- i \_\_\_\_\_ someone who is the first to think of or make something
- p \_\_\_\_\_ someone who helps to open up a new line of research or technology
- t \_\_\_\_\_ rotary engine in which the kinetic energy of a moving fluid
- h \_\_\_\_\_ the simplest and lightest and most abundant element in the universe
- e \_\_\_\_\_ the intoxicating agent in fermented and distilled liquors
- f \_\_\_\_\_ a substance that can be consumed to produce energy

**E. Translate the following sentences into English, using the words or phrases given in the brackets.**

- The street \_\_\_\_\_ (通向汽车市场). (lead to)
- Car exhaust can \_\_\_\_\_ (有助于造成全球气候变暖). (contribute to)

## Note

3. Benz and Daimler \_\_\_\_\_ (被认为是汽车之父).  
(be recognized as)
4. The witness saw \_\_\_\_\_ (车门在相撞中脱落). (come off)
5. More and more people \_\_\_\_\_ (更关注汽车售后服务). (concern about)

## Listening

*A. Listen to the conversations for three times and choose the best answer to each question you hear.*

## ★ Conversation 1

- What's wrong with the breaks?
  - Noise and vibrations.
  - Noise.
  - Vibrations.
  - None above of the above.
- What kind of car is it?
  - Toyota Corolla 2000.
  - Toyota Corolla 2001.
  - Toyota Corolla 2002.
  - Toyota Corolla 2003.
- How long is it going to take?
  - About an hour.
  - About half an hour.
  - About one and half an hour.
  - About two hours.



## ★ Conversation 2

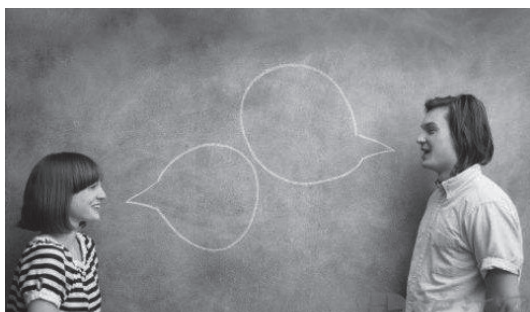
- What's wrong with the car?
  - Something wrong with the chassis.
  - Something wrong with the electrical system.
  - Something wrong with the front breaks.
  - Engine warning light is on.
- How much will it cost to check it over?
  - \$40.
  - \$50.
  - \$45.
  - \$55.



3. How long will it take to repair the car?

- A. About an hour.
- B. About 30 minutes.
- C. About half an hour.
- D. About 10 minutes.

**B. Listen to the dialogue for three times and fill in the blanks with the words or phrases you hear.**



A: Hi, I'm Robert. What are you in the market for today?

B: I want to buy a new car, but I'm not sure what I want.

A: Well, you've come to the right place. We have a very large selection of ( 1 ) \_\_\_\_\_ —just about any type of vehicle you can think of. Why don't I show you around?

B: Okay, that would be great.

A: Over here, we have some nice compacts and ( 2 ) \_\_\_\_\_. We have 2-door or 4-door sedans, coupes, and ( 3 ) \_\_\_\_\_. We even have this beautiful ( 4 ) \_\_\_\_\_ sports car. What do you think?

B: It's very nice, but I want something a little bigger for my family.

A: Okay, no sweat. Walk this way and you'll see our station wagons, mini-vans, and SUVs. These seat anywhere from 6 to 10 people. We even have ( 5 ) \_\_\_\_\_.

B: I'm not sure if any of these will fit my family?

A: How many children do you have?

B: Eleven.

A: Eleven? In that case, you might want to buy two!

## Note

**C. Listen to the passage for three times and fill in the blanks with the sentences you hear.**



Some people collect classic cars.

A classic car is one that is more than ( 1 ) \_\_\_\_\_. One kind of classic American car is the ( 2 ) \_\_\_\_\_. Their engines are designed so the cars can go really fast. But there is one problem with collecting old cars. It's hard to find parts for them. But Muscle car GT in Qionglin, Taiwan, has solved that problem.

They make parts for classic cars. The owner of the Muscle car GT factory is Mr. Hsiu-hsien Lo. Mr. Lo knew many people loved classic cars. He also knew people needed parts for them. So he studied old cars. Then he started a factory to make classic car parts.

Before the Muscle car GT factory started making parts, people couldn't buy some of the car parts they needed. Now parts are ( 3 ) \_\_\_\_\_ again, and people from around the world pay ( 4 ) \_\_\_\_\_ money for them. How does the factory make these parts?

First, the workers study a sample of an old car. They look at all the parts and see how they can make them again. Then they carefully create a mold for each different car part. The Muscle car GT factory has made over 100, 000 different car parts for over ( 5 ) \_\_\_\_\_ cars from around the world. The Muscle car GT factory has given old cars new life!

## Speaking

**A. Read the three dialogues loudly and practice it with your partners.**

1. Q: Can you drive a car?

A: No, I don't have a driver's license. Actually I don't think I can handle the steering wheel properly and keep the car going straight. Also, I am bad at locality, so driving would be the last thing I want to do.

2. Q: Do you like cars?

A: Yes, I like cars. There are different types of cars, such as sports car, limousine, truck, van, wagon etc., but I like SUV most.

3. Q: If you wanted to buy a car, what kind of car would you choose?

A: My dream car is BMW X6 and because it's multi-functional. It has got 5 leather seats and an enlarged sky window. It's cool and the flashiest thing is that a GPS system was installed in it, so I do not need to locate the route.

**B. Work in pairs. One is Susan, the other is Jack. Practice it with your partners and role-play it.**

Susan: Hey, Jack, you're an attorney. Do you know anything about DUIs?

Jack: Sure, I've handled a few DUI cases.

Susan: I was just wondering about the penalties for a DUI.

Jack: Well, if it's a first offense, you'll be fined and may be placed on probation. You'll need to attend DUI school, and your license will be restricted, which means you can only drive to and from work and to and from DUI school.

Susan: That sounds serious, but what if it's not your first offense?

Jack: Then the penalties get even more serious. With your second offense, you'll probably do mandatory jail time, anywhere from 96 hours to a year, depending on the circumstances. Your driver's license will be suspended, and you'll be placed on probation for several years.

Susan: Those are some severe penalties. But what if you already have two DUIs?

Jack: Then you'll get several months in jail, at least. Your license will be revoked and you may be required to go into an alcohol treatment program.

**C. Work in groups. Talk about how many kinds of automobile you know. Match the following expressions about the type of automobile in column A with their Chinese translations in column B.**

Robert: Hi, I'm Robert. What are you in the market for today?

Mary: I want to buy a new car, but I'm not sure what I want.

Robert: Well, you've come to the right place. We have a very large selection of (1) \_\_\_\_\_—just about any type of vehicle you can think of. Why don't I show you around?

Mary: Okay, that would be great.

Robert: Over here, we have some nice compacts and (2) \_\_\_\_\_. We have 2-door or 4-door sedans, coupes, and (3) \_\_\_\_\_. We even have this beautiful (4) \_\_\_\_\_ sports car. What do you think?

Mary: It's very nice, but I want something a little bigger for my family.

Robert: Okay, no sweat. Walk this way and you'll see our station wagons,

## Note

mini-vans, and SUVs. These seat anywhere from 6 to 10 people. We even have (5) \_\_\_\_\_.

**Mary:** I'm not sure if any of these will fit my family?

**Robert:** How many children do you have?

**Mary:** Eleven.

**Robert:** Eleven? In that case, you might want to buy two!

## Reading B

## The Tips of Buying Cars



Buying a new car can be exciting. But it's also a complex process through which you can end up overpaying by hundreds or thousands of dollars or with a vehicle that you won't be happy with down the road. Below are 10 mistakes that car buyers often make that can quickly turn that initial excitement into buyer remorse—and how to avoid them.

### ***1. Falling in love with a model***

When spending tens of thousands of dollars on a car, emotion shouldn't rule the day. Becoming infatuated with a single model can blind you to alternative vehicles that may be better for your needs or make you skimp on thoroughly researching a vehicle's ratings, reviews, reliability, or safety and pricing information.

### ***2. Skipping the test drive***

The test drive is one of the most important parts of the car-buying process. A lot of vehicles look good on paper—especially in glossy brochure photos—but the test drive is your best chance to see how a vehicle measures up to expectations and how well it “fits” you and your family.



### ***3. Negotiating down from the sticker price***

Don't use the sticker price as your gauge when negotiating a deal. A salesperson may offer you a deal that's, say, \$500 below the sticker price, and many consumers will conclude, often mistakenly, that they're getting a good deal. Unless the vehicle is in big demand and short supply, you can often get an even lower price by negotiating up from what the dealer paid for the vehicle.

### ***4. Focusing only on the monthly payment when negotiating***

Salespeople like to focus on a monthly-payment figure while negotiating a deal. Indeed, "How much were you thinking of paying each month?" might be one of the first questions to greet you when you meet a salesperson. Don't take the bait.

### ***5. Buying the "deal" instead of the vehicle***

Automakers have been offering a variety of attractive sales incentives in recent years, from 0% financing and hefty cash rebates to employee-discount pricing programs. These can save you money, but it's important to remember that any deal is only as good as the car that's attached to it. Just because you can get a good discount doesn't mean you should buy the vehicle.

### ***6. Waiting until you're in the dealership to think about financing***

You might be a whiz at negotiating a good deal, but if you don't choose your financing just as carefully, you could lose everything you saved on the vehicle's purchase price, and more. A car shopper who hasn't researched financing terms is especially vulnerable to being manipulated by the dealership.

### ***7. Underestimating the value of modern safety features***

Today's vehicles offer an array of advanced safety features. But many buyers don't know which are most important or what to look for when comparing vehicles. Antilock brake systems (ABS), electronic stability control (ESC), and head-protecting side air bags, for instance, are effective and well worth the money.

### ***8. Buying unnecessary extras***

Dealerships often try to sell you extras that boost their profit margin but are a waste of your money. They can include rustproofing, fabric protection, paint protectant, or VIN etching, in which the vehicle identification number is etched onto the windows to deter thieves. Don't accept those unnecessary services and fees.

### ***9. Not researching the value of your current car***

You could get a great deal on your new car but lose all of the savings—and more—on your trade-in. That's why it's critical that you research the value of your current car before buying your new one.

## Note

**10. Not having a used car checked by an independent mechanic**

When buying a used car, condition is everything. Even the most reliable vehicle can turn into a lemon if it's poorly maintained. Before you buy a used vehicle, have it scrutinized by a repair shop that routinely does diagnostic work. A thorough diagnosis should cost around \$100, but confirm the price in advance.

( 652 words)

**Grammar****词类 (Parts of Speech)**

根据词的意义、形态特征及其在句子中的作用，将词分为若干类，叫做词类。英语的词通常分为 10 类。其中名词、代词、形容词、副词、数词、动词为实词，冠词、介词、连词和感叹词为虚词。

| 英语名称         | 缩写形式         | 汉语名称 | 意义                | 例词                             |
|--------------|--------------|------|-------------------|--------------------------------|
| Noun         | n.           | 名词   | 表示人、事物或地点的名称      | Alice, girl<br>book, car       |
| Article      | art.         | 冠词   | 用在名词前帮助说明其所指对象    | a (an), the                    |
| Pronoun      | pron.        | 代词   | 代替名词、数词等          | this, that, I, it, my,<br>your |
| Adjective    | a./adj.      | 形容词  | 表示人或事物的性质或特征      | white, big, beautiful          |
| Numeral      | num.         | 数词   | 表示数量或顺序           | second, three                  |
| Verb         | v.           | 动词   | 表示动作或状态           | be, have, go                   |
| Adverb       | ad./adv.     | 副词   | 表示动作的特征           | often, usually                 |
| Preposition  | prep.        | 介词   | 表示名词、代词等和其他词之间的关系 | in, on, at                     |
| Conjunction  | conj.        | 连词   | 连接词与词、短语与短语或句与句   | and, but                       |
| Interjection | int./interj. | 感叹词  | 表示说话时的喜悦、惊讶等情感或语气 | oh, hello                      |

## Comprehensive Exercises

Note

**A. Please choose the best answer from the four choices marked A, B, C and D for the following sentences.**

- Help yourself to \_\_\_\_\_.  
A. some chickens      B. a chicken  
C. some chicken      D. any chicken
- We will have a \_\_\_\_\_ holiday after the exam.  
A. two month      B. two-month      C. two month's      D. two-months
- When shall we meet again next week?  
—\_\_\_\_\_ day is possible. It's no problem with me.  
A. Either      B. Neither      C. Every      D. Any
- Japan is \_\_\_\_\_ the east of China.  
A. in      B. to      C. on      D. at
- It is in the library, you \_\_\_\_\_ talk loudly.  
A. may not      B. can't      C. needn't      D. mustn't
- The population of the world in 20th century became very much \_\_\_\_\_ than that in 19th.  
A. bigger      B. larger      C. greater      D. more
- This dinner looks \_\_\_\_\_ to me, and I like it.  
A. terrible      B. good      C. badly      D. nicely
- Though she talks \_\_\_\_\_, she has made \_\_\_\_\_ friends here.  
A. a little, a few      B. little, few      C. little, a few      D. few, a few
- Have you ever seen \_\_\_\_\_ big panda before?  
A. a such      B. such a      C. so a      D. a so
- Which is the way to the \_\_\_\_\_?  
A. shoe factory      B. shoes factory  
C. shoe's factory      D. shoes' factory

**B. Use the words given in the brackets to rewrite the following sentences without changing their meanings.**

- The English and Dutch were very \_\_\_\_\_ to God. (thank)
- On National Day we have a lot of \_\_\_\_\_. (celebrate)
- I was very \_\_\_\_\_ by her \_\_\_\_\_ story. (move)
- The air in the country is much \_\_\_\_\_ than that in the city. (fresh)
- March the \_\_\_\_\_ is Tree Planting Day. (twenty)
- We can buy the tickets in the \_\_\_\_\_ office. (book)
- There are forty students in my class, \_\_\_\_\_ 18 boys. (include)

Note

8. Mr.Smith moved to a new flat in a high-rise. It is on the \_\_\_\_\_ floor.  
(thirteen)

9. \_\_\_\_\_ is the mother of success. (fail)

10. Mrs.Green asked the kids to help \_\_\_\_\_ to the food and drinks. (they)

**C. Point out the parts of speech of the underline words.**

1. Mary dances well. \_\_\_\_\_
2. His father is reading. \_\_\_\_\_
3. Tom is looking for his watch. \_\_\_\_\_
4. He often plays violin after school. \_\_\_\_\_
5. Mr. Green works in a university. \_\_\_\_\_
6. The teacher taught us an English song. \_\_\_\_\_
7. I have bought this pen for two years. \_\_\_\_\_
8. Nothing can live without water. \_\_\_\_\_
9. You may keep this dictionary for two weeks. \_\_\_\_\_
10. You can't agree with me. \_\_\_\_\_

**Writing**

**Emails for Establishing Business Relations and Reply**

**Format**

It includes five parts: address, subject, salutation, complimentary close and writer's full name.

- address—receiver's address (readers' name and title)
- subject—topic
- salutation—opening, body, ending
- complimentary close
- writer's full name—writer's title and department, address, Tel. and Fax

**Five C principles**

- Correctness
- Conciseness
- Complete
- Clarity
- Courtesy

### Writing Steps

A letter aiming at establishing business relations usually consists of following steps.

- ◇ where you get the information about the person or company to whom you are writing the letter;
- ◇ your intention for export or import;
- ◇ a brief introduction to your business scope, experience and products;
- ◇ the reference as to your firm's credit standing;
- ◇ expectation for cooperation and an early reply.

### Sample

Dear sirs,

We get your company name from the Internet. What I want is just to see that if we have the chance to cooperate in the near future or not.

We are a factory of fiberglass in china and main product is chopped strand mat (CSM 短切毡) and stitch chopped strand mat and etc..

We have been in the filed for many years. I can give you the CSM in very competitive price and higher quality. If you are interested in our products, please kindly give me a reply.

Maybe now you have regular business partners. If so, please leave my message in your mail box, maybe someday it will be useful.

If you need the price to compare with that of your partners, welcome!

Yours sincerely,  
Lotus

### Exercise and Practice

#### A. Translate the following useful sentences of email into Chinese.

1. Your enquiry is having our immediate attention and we hope to make you an acceptable offer in a few days.

2. This offer must be withdraw if not accepted within three days.

3. We wish to state that our quotations are subject to alternation without notice and to our confirmation at the time of placing your order.

## Note

4. We regret to say that the goods required by you, we are unavailable for the time being.

5. This order must be filled within six weeks, otherwise we will have to cancel the order.

***B. You are required to write an email according to the following information given in Chinese. Remember you do not have to translate the Chinese word for word, and please use the suitable format.***



我方从阿里巴巴网站获悉贵公司欲购买汽车轮胎。兹欣喜告知，我方经营各种汽车配件。详情请看附件。如对我们的产品和目录上的其他产品感兴趣，请告知你方具体要求并请提供资信银行的名称及地址。如能早日与你方建立直接贸易关系，我方将非常高兴。

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## Fun Time

### The Rolls-Royce

The Rolls-Royce name derives from the surnames of the company founders, Henry Royce and Charles Rolls. When they met in Manchester in 1904, they agreed to create a company that would later go on to manufacture “the best car in the world”. This company today manufactures luxury automobiles and accessories in the name of Rolls-Royce from its headquarters in Goodwood, England. Its identity system and brand are consistent with the original principles of the company founded over 100 years ago.

Rolls-Royce Phantom (劳斯莱斯幻影)



Rolls-Royce Silver Seraph (劳斯莱斯银天使)



Note