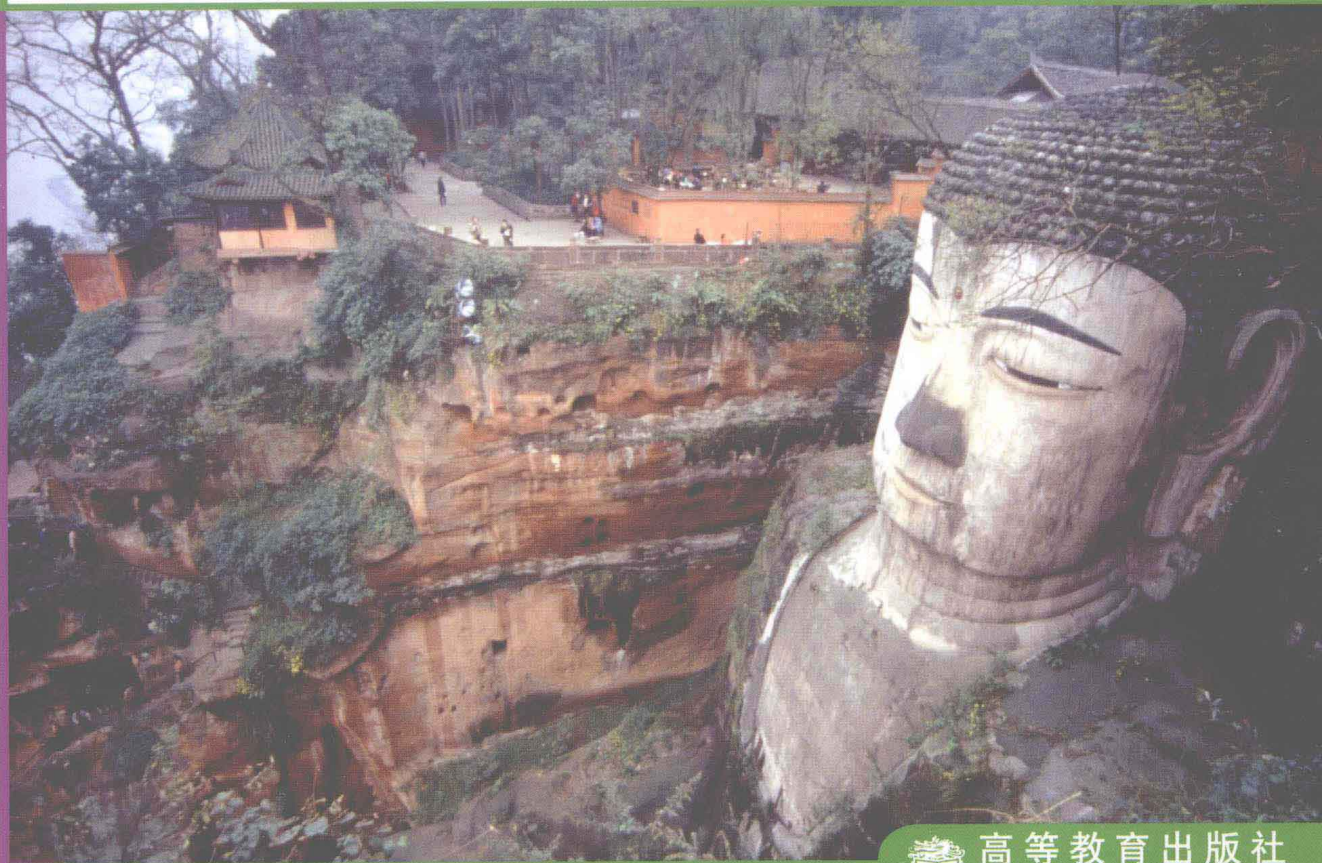


New Practical English **新编实用英语** (四川版)

扩展教程 Extended Course

《新编实用英语》(四川版)教材改编组

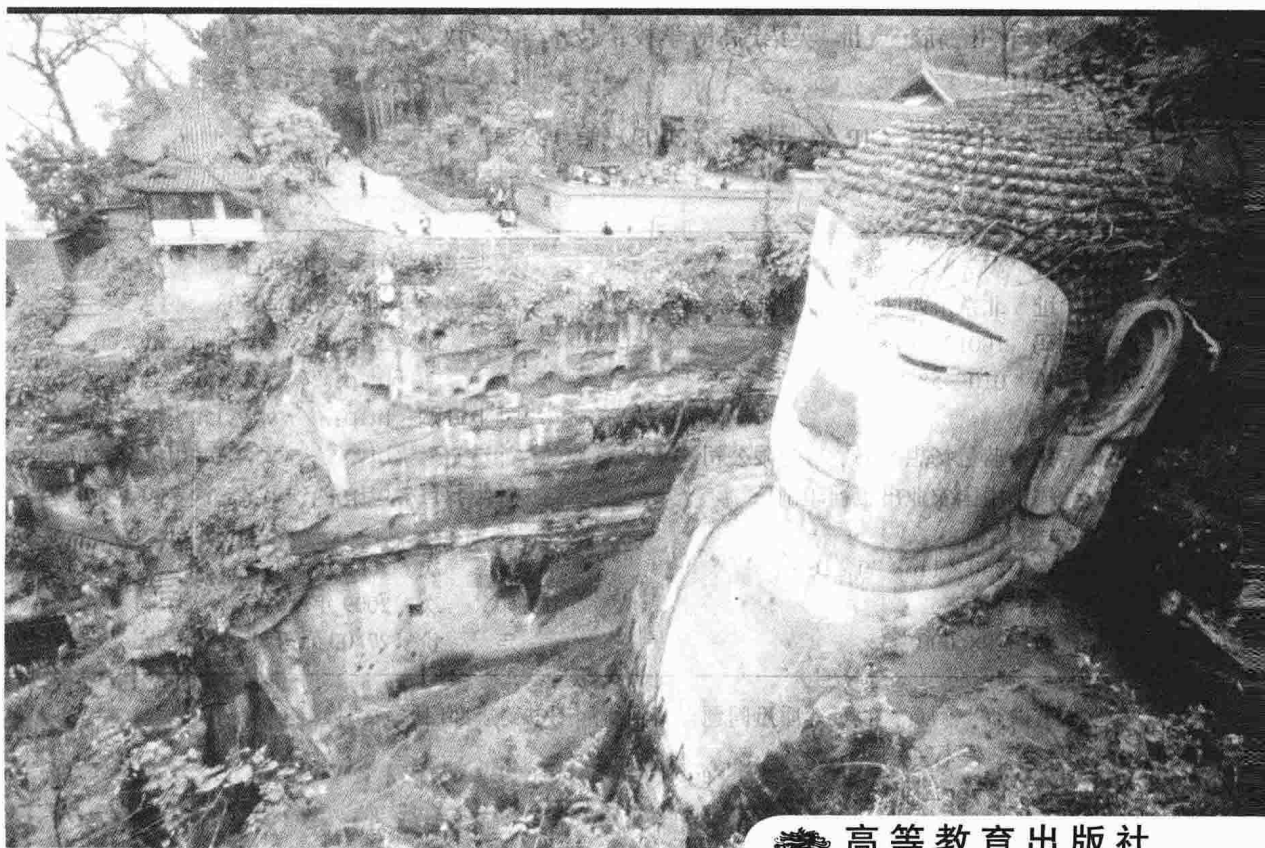


高等教育出版社
Higher Education Press

New
Practical English
新编实用英语 (四川版)

3 **扩展教程**
Extended Course

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内 容 提 要

《新编实用英语》(四川版)系列教材是在四川省各高职高专院校的大力支持和各校英语教师的共同努力下,以“普通高等教育‘十一五’国家级规划教材”《新编实用英语》(第二版)系列教材为基础,由四川省高职高专院校中具有丰富教学经验的一线教师结合四川省的地方特色及社会、经济发展的实际需求改编而成的一套高职高专英语教材。本套教材认真贯彻“学一点、会一点、用一点”、“听、说、读、写、译并重”和“边学边用、学用结合”的原则,注重听说技能训练,注重对实用文体阅读能力的培养,将应用语言基本功的能力与实际涉外交际相结合。另外,本套教材还注重“教、学、考”相结合。每册教材都配有自测题,学生可据此考查自己的学习情况。

《新编实用英语》(四川版)系列教材共3级,每级由《综合教程》、《扩展教程》和《教师参考书》以及配套的MP3光盘、多媒体学习课件和电子教案组成。

本书为《新编实用英语扩展教程3》(四川版),全书共6个单元,每个单元都由“说”、“听”、“读”、“写”和“生活在四川”5部分组成,内容丰富,版式精美,配有插图。

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四川版前言

为使四川省高职高专院校学生的英语学习更加符合四川省的实际情况,满足高职高专院校英语教学的需求,我们认为有必要在国内高职高专教材中选一套各方面都较好的教材并在其基础上根据四川省的情况出版一套改编版高职高专英语教材。在对目前国内多套高职高专英语教材进行比较后,我们选择了高等教育出版社出版的《新编实用英语》(第二版)系列教材,并在其基础上进行了改编。现就改编情况作如下说明:

1. 总体指导思想

在《新编实用英语》(四川版)系列教材中切实贯彻《高职高专教育英语课程教学基本要求(试行)》“实用为主,够用为度”、“突出教学内容的实用性和针对性”的原则,体现“以就业为导向,以能力为本位”的基本精神和“学一点、会一点、用一点”的教学思想,特别是要结合四川省高职高专学生参加本省二、三级考试的实际情况,使本教材能更好地为四川省高职高专英语教学服务。

2. 充分考虑四川省高职高专学生的实际水平

根据四川省各高职高专院校的生源和英语教学等实际情况,我们确定四川版《新编实用英语》系列教材由《新编实用英语综合教程1》、《新编实用英语扩展教程1》、《新编实用英语教师参考书1》、《新编实用英语综合教程2》、《新编实用英语扩展教程2》、《新编实用英语教师参考书2》、《新编实用英语综合教程3》、《新编实用英语扩展教程3》和《新编实用英语教师参考书3》构成;《综合教程》附MP3光盘,《扩展教程》附多媒体学习课件并配录音磁带,《教师参考书》附电子教案。

3. 教学内容具体安排

1) 学习单元

《新编实用英语综合教程1》(四川版)、《新编实用英语扩展教程1》(四川版)及《新编实用英语教师参考书1》(四川版)分别由《新编实用英语综合教程1》(第二版)、《新编实用英语学学·练练·考考1》(第二版)、《新编实用英语教师参考书1》(第二版)的第1、2、3、6、7、8单元以及《新编实用英语综合教程2》(第二版)、《新编实用英语学学·练练·考考2》(第二版)、《新编实用英语教师参考书2》(第二版)的第1、2单元构成;《新编实用英语综合教程2》(四川版)、《新编实用英语扩展教程2》(四川版)及《新编实用英语教师参考书2》(四川版)分别由《新编实用英语综合教程2》(第二版)、《新编实用英语学学·练练·考考2》(第二版)、《新编实用英语教师参考书2》(第二版)的第3、4、5、6、7、8单元以及《新编实用英语综合教程3》(第二版)、《新编实用英语学学·练练·考考3》(第二版)、《新编实用英语教师参考书3》(第二版)的第1、2单元构成;《新编实用英语综合教程3》(四川版)、《新编实用英语扩展教程3》(四川版)及《新编实用英语教师参考书3》(四川版)分别由《新编实用英语综合教程3》(第二版)、《新编实用英语学学·练练·考考3》(第二版)、《新编实用英语教师参考书3》(第二版)的第3、4、5、6、7、8单元构成。

另外,《新编实用英语综合教程1》(四川版)和《新编实用英语扩展教程1》(四川版)第8单元后各新加了一套四川省大学英语考试二级模拟题;《新编实用英语综合教程2》(四川版)和《新编实

用英语扩展教程2》（四川版）第8单元后各新加了一套四川省大学英语考试三级模拟题；《新编实用英语综合教程3》（四川版）和《新编实用英语扩展教程3》（四川版）第6单元后各新加了两套四川省大学英语考试三级模拟题。

2) 单元板块

《新编实用英语综合教程》（四川版）和《新编实用英语扩展教程》（四川版）各级的每个单元仍由5部分构成，其中原第二版各级第五部分“趣味阅读”（Having Some Fun）替换为“生活在四川”（Living in Sichuan），主要介绍四川省人文、历史、文化、旅游、饮食和风俗习惯等。《新编实用英语教师参考书》（四川版）各级各板块基本不变。

《新编实用英语综合教程》（四川版）各级阅读词汇依据《四川省大学英语二、三级考试大纲》确定词汇级别，并在课文前列出生词表。其中第1、2级分别标注了三级词汇（★）和超纲词汇（▲），第3级只标注了超纲词汇（▲）。教师可据此安排教学重点，学生也可据此了解学习重点。

《新编实用英语扩展教程3》（四川版）由四川职业技术学院钟永发老师和黄芳老师担任主编，由雅安职业技术学院孙舫南老师以及内江铁路机械学校刘艳老师担任副主编，四川职业技术学院的谭爱平老师和苏雪莲老师参加编写。

改编组

2009年月5月

第一版前言

根据《普通高等专科英语课程教学基本要求》编写的《实用英语》系列教材（1995年出版）为高等专科英语教学改革起到了导向与规范作用，取得了开拓性的成果。它既重视语言基本技能的训练，又在很大程度上体现了培养英语应用能力的目的。1999年，根据国家对高等专科教育、高等职业教育和成人高等教育实行“三教统筹”的精神，编写组对《实用英语》系列教材进行了局部的修订，使之更加符合“三教”的要求。加入WTO之后，中国与世界经济进一步接轨，国家对高职高专的英语教学提出了更加重视实用能力培养的要求，因此，高职高专教育英语课程教学指导委员会（以下简称“课委会”）决定重编《实用英语》系列教材，以适应新形势对高职高专英语教学改革的需要。

《新编实用英语》（New Practical English）系列教材是由课委会组织全国各地有丰富教学经验的教师编写的。它既坚持了《高职高专教育英语课程教学基本要求（试行）》（以下简称《基本要求》）的正确方向，保持和突出了《实用英语》系列教材的优点，又反映了全面更新教学内容的实际。所谓全面更新是指在坚持《基本要求》为高职高专培养实用性人才和坚持“以应用为目的，实用为主，够用为度”的大方向的前提下，进一步更新观念、更新内容、更新体系、更新要求。这主要体现在如下几个方面：

1. 严格按照《基本要求》编写。《基本要求》中的《交际范围表》所规定的交际主题是我们选材的依据和出发点，而且读、译、听、说、写各项技能的培养与训练都围绕同一交际话题展开。

2. 进一步克服忽视听说技能训练的弱点，加大听说技能、特别是实用交际能力的训练，把培养一定的实用口语交际能力作为本教程的重要任务。

3. 加强对应用文等实用文体阅读能力的培养，满足在一线工作的业务人员实际的涉外交际需要。

4. 将英语应用能力的训练具体体现于实用英语能力的培养之中。应用能力既指应用语言基本功的能力，更指把这些基本功运用到实际涉外交际中的能力。后者也可称作“实用能力”。“应用能力”是“实用能力”的基础，“实用能力”则是“应用能力”的具体体现。

5. 认真贯彻“学一点、会一点、用一点”，“听、说、读、写、译并重”和“边学边用、学用结合”的原则。

6. “教、学、考”相互照应。《高等学校英语应用能力考试大纲和样题》所规定的项目和要求都在教材中得到反映和训练。学完《新编实用英语》第2级可以参加“高等学校英语应用能力考试”的B级考试，学完第4级可参加A级考试。

《新编实用英语》系列教材由《综合教程》、《学学·练练·考考》、《教师参考书》以及配套的多媒体学习课件、电子教案等组成。

《新编实用英语综合教程》系列分为4册，每册10个单元，每个单元都由说（Talking Face to Face）、听（Being All Ears）、读（Maintaining a Sharp Eye）和写（Trying Your Hand）4部分组成，另有一个“趣味阅读”部分（Having Some Fun）。各部分的具体内容如下：

- 1) Talking Face to Face: 包括2个紧扣交际主题的对话样例，供学生学习模仿，并配有5个短小的交际话题模拟练习，以便学生边学边练。

- 2) Being All Ears: 本部分是对Talking Face to Face的扩大与补充，以体现听力训练的范围要广于说的训练的原则，并为阅读作铺垫。

- 3) Maintaining a Sharp Eye: 本部分打破先教课文后进行语言训练的传统模式，把阅读作为外语教

学训练的归结,并通过阅读开拓眼界,进一步提高语感和交际能力,为学生自主学习创造充分的条件。

4) Trying Your Hand: 这一写作部分又分为应用文写作 (Applied Writing) 和一般写作 (General Writing) 两部分。前者培养学生阅读和模拟套写《基本要求》规定的常用应用文的能力;后者则按句子写作、功能写作和篇章写作等层次进行训练。

5) Having Some Fun: 本部分提供一个短小精悍的幽默故事,培养学生学习、体味与欣赏英语和英美文化的能力。

《新编实用英语》系列教程将为高职高专英语教学改革开创崭新的局面,提高学生实际使用英语进行涉外交际的能力,有利于彻底改变高职高专英语教学滞后于社会需求的局面。

《新编实用英语》系列教程由课委会主任委员、大连理工大学孔庆炎教授和课委会顾问、高等学校英语应用能力考试委员会主任委员、上海交通大学刘鸿章教授担任总主编,负责全书的总体设计、编排和审订工作,由美国普渡大学Margie Berns教授担任语言顾问。

由于本书遵循的是全新的编写思路,实际编写中会有不当和疏漏之处,望广大使用者批评指正,以期本教程能为高职高专英语教学作出新的贡献。

编 者
2002年4月

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Unit 1

Purchase and Payment

Unit Goals

❖ What You Should Learn to Do

1. Talking about online credit card and payment terms
2. Showing interests in products
3. Discussing about the effective time of an offer
4. Talking about products and prices
5. Accepting or delaying an offer
6. Writing letters of credit
7. Describing events

❖ What You Should Know About

1. Online credit cards are not completely reliable in some way
2. How to take advantage of the Internet in business

SECTION I

Talking Face to Face

Speak More by Yourself

Sample 1

Offer Sheet

ART. NO.	DCT-1526
Commodity description	Color Television Sets
Unit price	USD \$500.00/set, CIF Los Angeles
Origin	China
Packing	Standard Export Packing

Payment	By an irrevocable L/C at 60 days after sight in favor of us
Shipment	During July
Validity	Until June 14

Sample 2

Purchase Order

Item No.	DRF-F600
Commodity description	Refrigerators
Quantity	500
Unit	set
Price	USD \$900/set, CIF Los Angeles
Amount	USD \$450 000
Payment	Draft at 60 d/s under Irrevocable L/C in your favor
Shipment	July 31, 2007
Packing	One set separately in a hardboard box

1 Read aloud the following dialogues based on the above samples. You could practice role-play with your partner, using your own personal information.

Dialogue 1

- Mr. Scott: We are interested in importing your color TV sets.
- Mr. Lee: Excellent. We have top quality TV sets in stock and we will give you an extremely competitive **quotation**.
- Mr. Scott: Thanks a lot. But you understand that **prompt** delivery is **essential**.
- Mr. Lee: Yes. I agree with you. We will make every effort to fulfill your requirements.
- Mr. Scott: And another thing. We expect to place **regular** orders for fairly large numbers, if the quality is satisfactory. In this case, could you allow us a special **discount** in price?
- Mr. Lee: We sure will. But in view of the **keen** demand, you have to send us your order not later than the end of this month.
- Mr. Scott: I will send an initial order for 1 000 sets as soon as I return home.
- Mr. Lee: Thanks, Mr. Scott. I hope this deal will lead to **mutual benefit**.



报价
迅速的；必要的
经常的

折扣
强烈的

共同利益

Dialogue 2

- Mr. Chen: Our representative in New York faxed that you showed an interest in some of our products. Now, we'd like to know if you have any specific requirement in mind.
- Mr. Cooper: Yes, we have. I've brought with me a list of products we'd like to import for the second half of this year. Here's a copy of it.
- Mr. Chen: Well, Mr. Cooper, most of the **items** listed are available this year.
- Mr. Cooper: I hope so, too. Now, I'd like to have some of your sales literature and a price list for all of your export **articles**.
- Mr. Chen: Here are our **catalogue** and price list. The catalogue lists all the **commodities** we export, and the price list gives prices for all our export articles.
- Mr. Cooper: Thank you, Mr. Chen. And what are your **normal** export terms?
- Mr. Chen: We normally export **CFR**.
- Mr. Cooper: All right. When can we meet again for more specific discussion, Mr. Chen?
- Mr. Chen: What about tomorrow morning at nine? I'll come over to your hotel.
- Mr. Cooper: OK, I'll be expecting you then.



一件 (物品)

物品

商品目录

商品

正常的

成本加运费价

2 Here is a group of short dialogues. Follow the examples to fulfill the tasks accordingly.

- 1) A: That will be USD\$10.10 per dozen FOB Shanghai.
B: How long will this offer be kept open?
A: We give you 48 hours.
B: That means the offer will remain open until 10:00 a.m., June 5, Beijing time.
A: Exactly.



Task: Ask about the effective time of an offer.

- 2) A: Could you tell me about the delivery of our order of sports jackets?
B: Yes. They will certainly be ready in March.
A: Good, and what about the sports shoes?
B: They may be ready in March, too. But we're not certain. We'll be able to give you a definite answer next week.
A: OK. Then, how about the swimming suits?
B: You can get them next month.



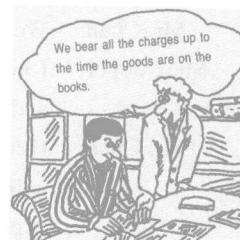
Task: Talk about delivery time.

- 3) A: Could you tell me your regular practice on mode of payment?
 B: We generally request payment to be made by irrevocable letter of credit payable against shipping documents.
 A: I wonder if you accept D/P, which is also common in international trade?
 B: As a rule we don't accept D/P payment terms.



Task: Talk about payment terms.

- 4) A: You should bear all the costs of transportation of the goods, shouldn't you?
 B: Yes, we bear all the charges up to the time the goods are on the books.
 A: What do you mean by all the charges?
 B: They are customs duties, as well as any service charges on exporting goods.



Task: Talk about the costs of transportation.

3 Here is the Data Bank. Practice the patterns and expressions for purchase and payment.

Data Bank

1. I'm interested in your personal computers.
我对你们的个人电脑感兴趣。
2. Can you show us your catalog?
我可以看一下你们的商品目录吗?
3. We have decided to place an order with you.
我们已经决定向你方订货。
4. We are pleased to accept your order.
我们很高兴接受你们的订货。
5. This is our latest catalog.
这是我们最新的商品目录。
6. What are your terms of payment?
你们的付款条件是什么?
7. Do you quote FOB or CIF?
你们的报价是离岸价还是到岸价?
8. We usually quote on a CIF basis.
我们通常报到岸价。
9. Can you quote in HK dollars?
你们可以用港元报价吗?

10. What is the deadline for submitting the quotation?
提交报价单的最后期限是什么时候?
11. We'll ship the goods as soon as we receive your L/C.
我们收到信用证后会立即装运。
12. May I have some samples?
可以送我一些样品吗?

SECTION II

Being All Ears

Listen More by Yourself



In this section you will hear two dialogues and one passage. A quick glance at the word list below will help you to understand better what you are going to hear.

New Words and Expressions

quota	/'kwəutə/	n.	配额
insufficient	/,ɪnsə'fɪʃənt/	a.	不足的
reputation	/,repju'teɪʃən/	n.	名誉
satisfactory	/,sætɪs'fæktəri/	a.	满意的
reasonable	/'ri:zənəbl/	a.	合情合理的
balance	/'bæləns/	n.	余额
receipt	/rɪ'si:t/	n.	收到
variety	/və'raɪəti/	n.	品种
aluminum	/ə'lju:mɪnəm/	n.	铝
retail	/'ri:teɪl/	n.	零售
register	/'redʒɪstə/	v.	注册
version	/'vɜ:ʃən/	n.	版本

D/A

(documents against acceptance) 承兑交单

see to it (that)

设法做到

1 Listen to Dialogue 1 carefully and find the English equivalents for the Chinese expressions below.

- 1) 付款发货 _____
- 3) 外汇配额 _____

- 2) 承兑交单 _____
- 4) 暂时 _____

5) 享有盛誉 _____

6) 互作让步 _____

2 Listen to Dialogue 1 again and select the best answer to complete each of the following statements.

- 1) In this dialogue, Mr. Jones and Mr. Chen are talking about _____.
a. the terms of payment b. the world market c. the letter of credit
- 2) Mr. Chen wants to accept _____ only.
a. D/P b. L/C c. D/A
- 3) Mr. Chen can't accept D/P, at least for _____.
a. the time being b. half a year c. several years
- 4) Mr. Jones thinks that payment by L/C means _____ for him.
a. more profit b. speedy turnover c. additional cost
- 5) Mr. Jones wants to order _____ tons of goods.
a. 500 b. 1 500 c. 2 500

3 Listen to Dialogue 2 carefully and judge whether the following statements are true (T) or false (F).

- 1) The two speakers are discussing the quality of the camping goods.
- 2) The buyer is interested in two items of the camping goods.
- 3) The price offered for tents is \$56 each.
- 4) The price offered for stoves is \$20.50.
- 5) They agree that both the prices are CIF
- 6) The buyer wants to order 1 000 stoves and 500 tents.
- 7) The seller requests his customer to establish a letter of credit.

4 Listen to Dialogue 2 again and fill in the missing information.

The buyer likes the camping goods because of their 1) _____ and 2) _____. He was talking about the 3) _____ with the seller. The seller offers that the 4) _____ were 63 dollars each, and the 5) _____ 20.5 dollars. They agree that the prices for both 6) _____ are FOB. The buyer is planning to buy 1 000 tents and 1 000 camping stoves. The seller points out that a letter of credit is necessary. The buyer thinks that will be something 7) _____ to do and he wants to have a look at the 8) _____.

5 Listen to the following passage carefully and fill in the blanks with the words you hear.

Shareware is a marketing method, not a type of software. Unlike software marketed through retail channels, where you have to pay for the product before you've even 1) _____ it, the shareware marketing

method allows you to try the program for a period of time before you buy it. Since you've tried the shareware program, you know whether it will meet your 2) _____ before you pay for it.

If you like a shareware program, you can pay for it at the end of a trial period (typically 3) _____ days) by sending the author the money he or she asks for the program. This is usually referred to as "registering" the shareware.

You pay for any program, because it is the honest thing to do. Shareware is commercial software, fully protected by copyright laws. Like other business 4) _____, shareware authors expect to earn money for making their programs available. Paying for and registering a program also enable you to get 5) _____ from the author.

Besides the use of the program, you receive the same things when you pay for other software: support by telephone, fax, or through online services such as America Online and Microsoft Network. Many authors also send printed materials, and may offer free upgrades. Every shareware program is 6) _____, so the version you purchase comes with different materials.

If you don't like a shareware program, you simply stop 7) _____ it, and remove it from your system. Since you have had the opportunity to 8) _____ the program first before paying for it, you lose only the 9) _____ amount of money you spent to download the program. The beauty of shareware is that you can actually 10) _____ a program's features before paying for it.

6 Listen to the passage again and answer the following questions briefly.

- 1) What is shareware?
- 2) What can you do with shareware before you pay for a product?
- 3) What is the term used to refer to paying money for the program after the trial period?
- 4) Why must we pay for a program after the trial period?
- 5) What should I do if I don't like the program?
- 6) What is the cost for trial use?

SECTION III

Maintaining a Sharp Eye

Read More by Yourself

PASSAGE 1

My Shopping Experiences

After my recent experiences with NEXT, I thought I'd better share them and so have written this opinion about them.

The story **initially** began when I went shopping with my wife to NEXT in Milton Keynes. I was shopping for new suits for work and managed to find 3 that I really liked. The one thing with me is that I'm a short man and it can be hard at times to find my size and fair enough, the Milton Keynes branch didn't have my size. So, after a consultation with the sales assistant, I eventually signed up for the NEXT **Directory** Catalogue — as the suits were in there and I could order my size direct.

When the Catalogue first arrived, I was surprised at how much nice **stuff** was in there — **menswear**, shoes, accessories, home **furnishings** etc. I was beginning to get a little worried that my wife would see it all and go mad with the credit card!

Anyway, back to the story. I placed the order for my 3 suits in the correct size, and the lady on the other end of the phone could not have been any more polite and friendly. I thought at this stage that I was on to something good. She told me that my sizes were readily available, and that they would be delivered within 7 days. This is where the problems begin ...

After 14 days and still no suits, I decided to contact NEXT to find out what had happened. They informed me that as a new customer, I had a credit limit of £250, and as my order totalled £450, they were unable to **dispatch** it. I couldn't have too many **qualms** about that, but I couldn't see why they couldn't have contacted me sooner or told me when I placed the initial order. Anyway, to get round this problem, the lady from customer services recommended I pay by credit card, which I did, so that the order could be dispatched. Again, I was told that the suits would arrive within 7 days.



最初

姓名地址录

东西；男服；
家具陈设

发货；疑虑