

sector is constructing, or planning to construct, a number of major projects. Overall, the construction industry is expected to grow by 5.83 % over the forecast period (2012–2017) and will offer considerable opportunities in the field of non-residential building construction.

Lithuania's decline in the construction industry was slower than in the other Baltic States during the review period (2008–2012), thanks largely to infrastructure investment, and is expected to grow by 3.52 % over the forecast period, so that there may also be some opportunities.

Latvia suffered a deep recession during the period under review and its construction industry contracted dramatically. However, the residential construction market has started to recover and the building industry is expected to grow at a rate of 5.21% over the forecast period.

All in all it can be said that the construction industry will continue to recover and grow. Considerable investments will be made by national governments but also by organisations from abroad. To benefit from this trend our terms should not be too restrictive. At the same time the financial standing of buyers as well as trade and bank references should be considered.

Unit 11 | Delivery

A | Anagram

- | | |
|------------|------------------|
| 1. concept | 6. community |
| 2. abolish | 7. respective |
| 3. invoice | 8. supplier |
| 4. qualify | 9. shipment |
| 5. replace | 10. introduction |

B | Confusing terms in transport

1. e
2. d
3. b
4. a
5. c

1. collection/dispatch
2. shipment
3. delivery
4. dispatch
5. dispatch/delivery
6. transport/delivery
7. shipment
8. transport
9. dispatch
10. shipment

C | Dispatch advice

CONNOR BUILDING PRODUCTS LTD.

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 UK
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 www.connorbp.co... .uk

 21 April 201_

Norgehus AS
 Rogelandsgate 92
 5501 Haugesund
 Norway

For the attention of Mr Morton Olsen

Dear Mr Olsen

Your order No. CB 6381/04 dated 12 April

We are pleased to let you know that the items listed below will be handed over to

North Sea Cargo on Monday.

| Quantity | Description |
|------------------|---|
| <u>150</u> boxes | Supreme ceiling tiles, 600 x 600 x 19 mm, plain |
| <u>300</u> boxes | Standard ceiling tiles, 600 x 600 x 16 mm, perforated |
| <u>230</u> boxes | FixLite grid system, 24 mm, semi-concealed |

The goods will be loaded on board MV Cometa due to leave Immingham on Tuesday,

26 April and arrive in Stavanger on Thursday, 28 April. As usual the goods are packed in sturdy cardboard boxes.

We hope the consignment will arrive punctually and in good condition.

Should you have any queries, please do not hesitate to contact us.

Yours sincerely
 Connor Building Products Ltd.

Sharon McGuire

Sharon McGuire
 Dispatch Department

D | Arranging for transport

1

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From: sharon.mcguire@connorbp.co... .uk
To: morton.olsen@norgehus... .no
Cc:
Sent: 201_-22-04 14:38
Subject: Shipment to Trondheim
Attachment:

Dear Morton

I checked North Sea Cargo's schedule on the internet and found a vessel leaving Immingham on Saturday. Since we will not manage to have the new consignment ready for collection by tomorrow morning, the earliest possibility for shipment would be on Saturday, 30 April. The vessel is due to arrive at the port of Trondheim on Wednesday, 4 May.

Could you please get back to me to let me know whether these new shipping arrangements are OK. Thanks.

Best regards

Sharon McGuire
Connor Building Products

3 Shipment to Stavanger

| | | | | | |
|---|--|---|--|---|---------------------------|
| FORWARDING INSTRUCTIONS | | | | | |
| Consignor Connor Building Products Ltd. Balton House, Doncaster DN8 6HG UK | | | Consignor's reference No. CB 6381/04 | | |
| Consignee Norgeshus AS Rogelandsgate 92, 5501 Haugesund Norway | | | Freight Forwarder North Sea Cargo West Riverside Road, Immingham Dock Immingham DN40 2NT | | |
| Notify party Norgeshus AS Rogelandsgate 92, 5501 Haugesund Norway | | | Country of origin UK | | Documentary credit |
| Goods ready for shipment Place: Connor Building Products Ltd. Date: 25 April 201_ 12.00 | | | Conditions of sale | | |
| Mode of transport Road/Sea MV Cometa | | | Transport insurance Covered by Consignee | | |
| Place of destination Stavanger | | | Value insured GBP | | |
| Marks & numbers 2) STANDARD perforated No. 1-300 Order CB 6381/04 3) FixLite 24mm, semi- concealed No. 1-155 Order CB 6381/04 | Number and kind of packages 300 card-board boxes 155 card-board boxes | Descripti- on of the goods ceiling tiles grid system | Commodity code 4589621 | Gross weight 11,425KG | Cube 215MTQ |
| | | | | Net net weight 10,515KG | Value |
| Handling instructions (dangerous goods etc.) | | | | | |
| Dimensions/measurements and weight of each package 2) Gross Wt: 20KG; Cube: 0.25MTQ; Net net Wt: 18KG 3) Gross Wt: 35KG; Cube: 0.9MTQ; Net net Wt: 33KG | | | | | |
| Documents enclosed Commercial Invoice Certificate of Origin | | | Terms of delivery FOB Immingham | | |
| | | | Place and date of issue Doncaster; 20 April 201_ | | |

Shipment to Trondheim

| FORWARDING INSTRUCTIONS | | | | | | |
|--|---|---|--|--------------------------------------|---------------------------|---------------------------|
| Consignor Connor Building Products Ltd. Balton House, Doncaster DN8 6HG UK | | | Consignor's reference No. CB 6381/04 | | | |
| Consignee Norgeshus AS Rogelandsgate 92, 5501 Haugesund Norway | | | Freight Forwarder North Sea Cargo West Riverside Road, Immingham Dock Immingham DN40 2NT | | | |
| Notify party Norgeshus AS Rogelandsgate 92, 5501 Haugesund Norway | | | Country of origin UK | | Documentary credit | |
| Goods ready for shipment Place: Connor Building Products Ltd. Date: 25 April 201_ 12.00 | | | Conditions of sale | | | |
| Mode of transport Road/Sea MV Astrea | | | Transport insurance Covered by Consignee | | | |
| Place of destination Trondheim | | | Value insured GBP | | | |
| Marks & numbers 2) SUPREME plain, No. 1 - 150 Order CB 6381/04 2) FixLite 24mm, semi- concealed No. 1-156 Order CB 6381/04 | Number and kind of packages 150 card-board boxes 75 card-board boxes | Description of the goods ceiling tiles grid system | Commodity code 4589621 | Gross weight 5,625KG | | Cube 106MTQ |
| | | | | Net net weight 5,175KG | | Value |
| Handling instructions (dangerous goods etc.) | | | | | | |
| Dimensions/measurements and weight of each package 2) Gross Wt: 20KG; Cube: 0.25MTQ; Net net Wt: 18KG 3) Gross Wt: 35KG; Cube: 0.9MTQ; Net net Wt: 33KG | | | | | | |
| Documents enclosed Commercial Invoice Certificate of Origin | | | Terms of delivery FOB Immingham | | | |
| | | | Place and date of issue Doncaster; 20 April 201_ | | | |

E | Insurance

- | | |
|---------------|----------------|
| 1. to | 15. of |
| 2. of | 16. to |
| 3. whilst | 17. as |
| 4. if | 18. by |
| 5. many | 19. lower |
| 6. in | 20. in |
| 7. sufficient | 21. from |
| 8. as | 22. some |
| 9. following | 23. may |
| 10. take | 24. However |
| 11. on | 25. using |
| 12. which | 26. additional |
| 13. Since | 27. with |
| 14. on | |

F | Grammar

1. owing to
2. as
3. although
4. despite
5. while/although
6. because/as
7. owing to

G | Translation

Marine cargo insurance

Marine cargo insurance is particularly suitable for trading businesses which either ship or receive their merchandise and wish to obtain cover against transport risks. It is advisable for both buyers and sellers to be protected against such damage, since in many sales contracts the transport risks may pass from the seller to the buyer. The contractually agreed commodities are insured during transport and any storage relating to the transport. In the case of a loss the insurance company will bear the cost of repair or even replacement of the goods. Furthermore the sue and labour charges, expert fees as well as additional expenses incurred due to transshipment necessary for forwarding the goods are also included. Marine cargo insurance generally offers world-wide insurance cover, unless otherwise agreed. A further insurance option is the insurance of valuables providing cover during the transport of cash, savings books, shares or precious metals.