

## Lesson 56: Trade Show

By Xandra

### 1. Dialogue

First, repeat after your tutor. Then, practice each role.

Miho works for Hydra Computers. The company is participating in a trade show, and Miho is in charge of Hydra's booth. Jane Foster is a writer, and she wants to get more information about Hydra's products.

Jane: Hello. I'm Jane Foster, I write for Gadgets Online. I'd like to write a review of your latest products.

Miho: Sure! Let me show you our products. This is our newest smart watch.

Jane: What are its features?

Miho: Aside from being able to connect to any smartphone, it can also be useful for sports.

Jane: I see. What about Hydra's new smart phone? It doesn't look different from the previous model.

Miho: This is the Nimbus 2020 (showing Jane the smartphone). This phone has motion sensors, and it is also a mini TV.

Jane: That's amazing. Can I try it?

Miho: Sure! I'm going to give you some brochures. These will help you with your article.

Jane: Thank you.

Miho: By the way, the Nimbus 2020 may **be identical to** the previous model, but the touch screen is brighter, and more responsive.

### 2. Today's Phrase

First, repeat after your tutor. Then, make a few sentences using Today's phrase.

1. His design **is** almost **identical to** mine.
2. The number on the ATM card should **be identical to** the one on the cheque.
3. These two pieces **are** not **identical to** each other, though they are very similar.

\* **be identical to [with] ~ / ~と全く同じである**

### 3. Your Task

You are at a trade show. You are looking for good products to sell in your food specialty shop. You are interested in some organic vegetables and fruits which one company has on display in their booth. Talk to the man in the booth. Introduce yourself and express your interest in their products. You should also ask him the following questions:

- 1) Can the company supply your store with fresh vegetables and fruits all year?
- 2) Can they deliver to far away cities?
- 3) Where is their farm located?

### 4. Let's Talk

What kind of trade shows do you like to check out? Why?

When exhibiting products at a trade show, what are the important things to have?

What is the importance of trade shows?

### 5. Today's photo

Describe the photo in your words as precisely as possible.



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