

## Module 13

Dialog 2: At the show

### SCRIPT:

Neil: You have some interesting products.

Gabrielle: Thank you. We export to several different countries.

Neil: What about these? What are they used for?

Gabrielle: This is a mortar and this a pestle. They are made in a matching set, typically made of wood, ceramic, or stone. Many Asians used these for grinding and mashing substances.

Neil: Where do they come from?

Gabrielle: These were made in Thailand.

Neil: And what about this? What is this used for?

Gabrielle: This is used for cooking sticky rice. It's called a bamboo rice steamer.

Neil: Does this kitchenware sell well?

Gabrielle: Yes, it does. There is a lot of interest in cooking Asian food. Our products are carried by many ASEAN department stores and by equipment stores too.

Neil: Do people still use these products instead of kitchen gadgets?

Gabrielle: Yes, they still do but things like electronic rice cookers and food processors have become a more standard item.

Neil: Do you carry a line of food processors, too?

Gabrielle: Yes we do. Here's the sample. It's made in Singapore.

Neil: I'm interested in this kind of thing because I own an Asian food store in London. I have been thinking of adding a line of kitchen equipment.

Gabrielle: Here take one of our brochures. All of our products are described in it. You can contact me direct to place an order. We have a special promotion at the moment.