



SALES & MARKETING MANAGEMENT – Finding a new Supplier, ordering

<p>Franck: Good afternoon, I am Franck COLLINS from 'Les Galleries Lavallete Maison' in Paris, I would like to speak to someone in charge of tableware sales.</p>	<p>a settlement (n.)</p>
<p>Laurence: Hi Franck, thanks for calling – I am Laurence BADENS, sales manager for the tableware department, how may I help you?</p>	<p>a discount (n.)</p>
<p>Franck: I am calling you to discuss a possible trade agreement as we are in the process of changing suppliers and presently meeting a growing demand for tableware. We are looking for a supply of porcelain dishware in different sizes and colours.</p>	<p>an issue (n.)</p>
<p>Laurence: Well I see, I am sure we can help you there! Have you already checked the needed items from our on-line catalogue?</p>	<p>a supplier (n.)</p>
<p>Franck: Actually yes, I would need 200 items in model reference Chambord #23001 for dinner plates - 350 items in reference #23008 for main side plates - 400 sets of cutlery in reference Versailles # 36003 – and 300 items of your Baroque glassware limited edition by Philippe SKART.</p>	<p>a buyer (n.)</p>
<p>To be delivered twice a year in March and September in our warehouse in Paris. I also understand you offer special conditions for bulk orders...</p>	<p>a trade agreement (n.)</p>
<p>Laurence: Ok just a moment, let me first create a new company profile for you and we will draw the estimate together in a second.</p>	<p>a warehouse (n.)</p>
<p>Franck : No problem, take your time</p>	<p>an invoice (n.)</p>
	<p>a sales manager (n.)</p>
	<p>a bulk order (n.)</p>
	<p>a repeat order(n.)</p>
	<p>a dinner plate (n.)</p>
	<p>a side plate (n.)</p>
	<p>a demand for (n.)</p>
	<p>an amount (n.)</p>
	<p>an item (n.)</p>
	<p>an estimate (n.)</p>
	<p>an order form (n.)</p>
	<p>the porcelain dishware (n.)</p>
	<p>the tableware (n.)</p>
	<p>the cutlery (n.)</p>
	<p>the shipping costs (n.)</p>
	<p>the business period (n.)</p>
	<p>the billing (n.)</p>
	<p>special conditions (n.pl) :</p>
	<p>to look for (v.)</p>
	<p>to grant (v.)</p>
	<p>to refund (v.)</p>



Laurence: **There we go...**, checking the price list...you are **planning on** ordering 950 items twice a year, coming down to 1900 items/yearly... Well, we can **grant** you a 15% **discount** on an annual **purchase** basis, **refunded** 1 month following the end of the 12-month **business period**. Kindly note that **shipping costs** are offered.

So, one shipment is worth 8950, 00 €, **hence** for a **repeat order** every six month later we reach a 17 900, 00 € pre-tax value. **Applying** then a 15% **discount** worth 2 685.00 €, we reach the sum of 15 215.00 €. With an **eventual** additional 5, 5% VAT rate, the yearly billing **amounts** to 16 051.00 € in total. **Invoices** are expected for **settlement** 60 days following each delivery.

Franck: Well, it all sounds very acceptable, thank you. Could you please send me the **estimate** and **an order form** for signature?

Laurence: Yes sure, **provided** you give me your email address! ...

to apply (v.)

to amount (v.)

to meet a demand (exp.)

to plan on+ V-ING (v.)

to purchase (v.): acquérir, acheter

on-line (adj.)

eventual (adj.)

provided (that) (conj.)

hence (adv.)

in the process of (loc.)

on an annual basis (exp.)

twice a year (exp.)

There we go... (exp.)