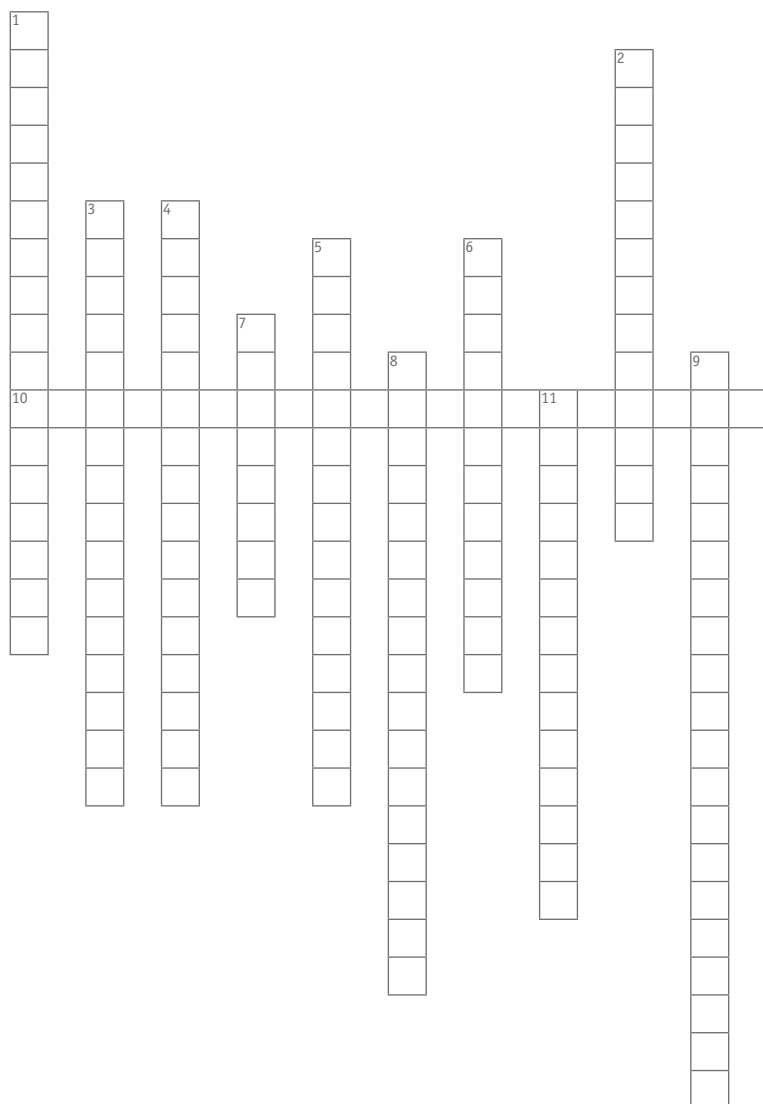


UNIT 3 MAKING OFFERS

1 Terminology related to offers

Fill in the crossword puzzle with the English translations of the German terms.



Across

10. Erstauftragsrabatt

Down

1. Großhandelsrabatt
2. Händlerrabatt
3. Mengenrabatt
4. unverlangtes Angebot
5. Exportpreisliste
6. Skonto
7. Gültigkeit
8. Vorbehaltsklausel
9. Einführungsrabatt
11. verlangtes Angebot

2 Writing offers

Match the beginnings a.–h. with the endings 1.–8. to make complete sentences.

- | | |
|---|---|
| <ol style="list-style-type: none"> a. We are confident that b. Our delivery period is c. Please note that d. The prices are quoted e. We are enclosing f. Many thanks for g. We are delighted to hear that h. Please refer to | <ol style="list-style-type: none"> 1. you are interested in our products. 2. a sample of our tea. 3. your enquiry about our range of pens. 4. the attached price list for details. 5. usually two to three weeks. 6. EXW Bremen. 7. you will be impressed by the quality of our products. 8. we are willing to grant a quantity discount of 5%. |
|---|---|