



ISTITUTO DI ISTRUZIONE SUPERIORE STATALE

“MARCO FANNO”- CONEGLIANO (TV)

C.F.: 00526400262 - C.I.: TVIS00900A

Gara Nazionale Igea 10-11 maggio 2012

Prova Lingua Inglese

(Non è consentito l'uso del dizionario)

The Sales Department of **Marconi Spa** sends the following e-mail to
Access Wholesale Ltd a company based in Leeds.

Dear Mr Cantor

Many thanks for your mail of the 20th March about our range of leather handbags and luxury briefcases.

Please find attached a copy of our illustrated catalogue and export price list giving the information you are interested in.

We are also sending you, by separate post, some samples of the leathers we use to make our unique bags, all of which are exclusively handmade in Italy and go through an avant-garde process of washing, dying and drying to give the leathers a vintage-inspired and unstructured look.

We regret that not all the samples of our full range were available for ready mailing, but you can rest assured that all our materials are of the same excellent quality of those you will receive.

One of our sales representatives in England, Mr O'Connor, who will be in your area next month, will certainly call on you with a selection of finished products, and on that occasion you will be able to check for yourselves the quality and high standard of craftsmanship of our products.

You will be interested to know that on the quantity of items you are willing to buy we regularly allow a trade discount of 20%.

As for delivery, since orders have been heavy in response to our latest online campaign and our competitive prices, we will not be able to supply you before the end of July.

We think we have covered every point of your enquiry and we look forward to receiving your first trial order.

Please feel free to contact us if you have any further queries.

Yours sincerely

G. Rigoni

Sales Manager



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Are the following sentences TRUE or FALSE ?

1. Samples have already been delivered under separate cover
2. Fixed quantities must be agreed upon to benefit from discounts
3. Samples of the finished products are being sent
4. Prices compare favourably with others
5. The products are carefully finished by means of a sophisticated technological process.

Find words or expressions in the mail which correspond to:

6. economical compared to others
7. expert skill in making things
8. form of reduction from catalogue price

Answer the following questions

9. How can the customer judge the quality of the goods?
10. On what condition is a discount offered?
11. Why are the products in question appealing to the market?
12. What is the advantage of the sales representative's visit to the prospective buyer?
13. Access Wholesale is a Ltd . What type of business organizations are Limited Companies? Explain in detail.
14. Write the original enquiry Mr Cantor sent to Marconi Spa.