

6

Selling your products

It's designed for ... /It comes with ...
/It offers ...

emails

Could you ..., please?

prices: How much is it?

A

Safetex Ltd

- ▶ Is your job sometimes dangerous?
- ▶ Can you name a tool (*nástroj*, *nářadí*) in English?



Workplaces are often dangerous. Safetex Ltd is a British company. It makes safety equipment.

Safetex

1 Here is Safetex's sales catalogue. Find the products. Write the number 1-6.

- boots
- earmuffs
- face shield
- laser spectacles
- safety helmet
- trousers

Safety with style

Head, Face, Eye, Ear, Chain Saw Protection



Website: <http://www.safetexltd.co.uk>

2 What are the products for? Make sentences.

A face shield		for protecting your head.
An ear muff		for protecting your feet.
A safety helmet	is	for protecting your ears.
Laser spectacles	are	for protecting your face.
Chain saw trousers		for protecting your eyes.
Boots		for protecting your legs.

Describing products



it's made of (metal) *je vyroben z (kovu)*
 it comes with ... *je dodáván s ...*
 it offers ... *nabízí ...*
 it incorporates/combines/comprises ...
obsahuje/spojuje/zahrnuje ...
 it's available in ... *je k dostání v ...*
 it's designed for + *-ing je určen pro ...*
 it's suitable for + *-ing je vhodný pro ...*
 it's ideal for + *-ing je ideální pro ...*



3 Here are three products from the Safetex sales catalogue. Write in phrases from the box. Then listen and check your answers.

Sales catalogue

Safetex

Safety helmet SH-25R

The Safetex safety helmet is *made of* ¹ strong, glass-reinforced nylon and is² using in most industrial situations.³ red, green, blue, yellow and black.



SuperSonic® Ear muff EM-5000

The Safetex SuperSonic ear muff⁴ strength, comfort and unbeatable noise reduction. With an NRR (Noise Reduction Rating) of 29dB, the SuperSonic EM-5000 is⁵ using in extreme situations (eg at airports).⁶ black, red and blue and⁷ with a plastic or steel headband.



Laser spectacles LS-02

Safetex laser spectacles⁸ protection against laser beams at visible, ultraviolet and infrared wavelengths. The LS-02 spectacles are⁹ red and green, and¹⁰ a leather case (product number LS-02/C).



4 Write a short text for this product. Use phrases from the box on page 57.

**Touring
1000**

**The perfect
tool kit for
your car
and home**

Free

**Do-It-Yourself
manual**

A durable plastic toolbox



Our new 'Touring 1000 Tool Kit' is ideal for repairing your car and using in and around your home.

It

.....

.....

.....

B

Could you send me your catalogue?

- ▶ Does your company have a sales catalogue?
Is it in English?
- ▶ How much is a cup of coffee in your country?



Chris Knight is Safetex's Technical Sales Manager in the company's headquarters in Manchester in the north of England.



1 Chris is on the phone. Listen and write in the missing phrases.

Chris Chris Knight.

John Good morning, Mr Knight. _____ the
Alfred Murray Civil Engineering Group.

Chris Morning, Mr Bentley.

John I have your advertisement here from
this month's *Construction News*.

six copies of your sales catalogue?

my address to you this morning.

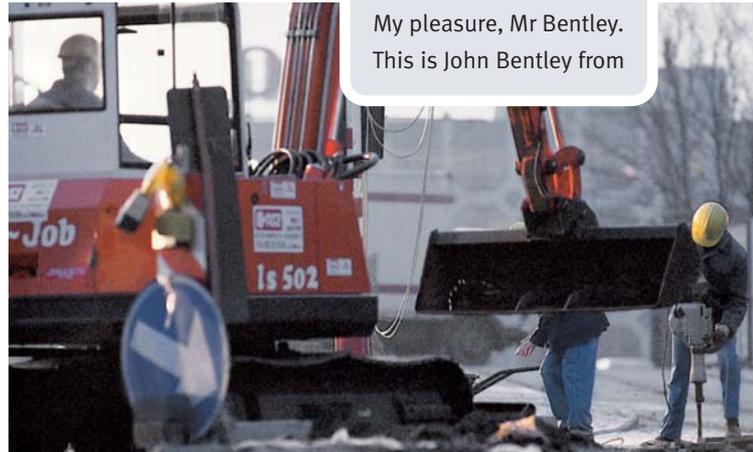
Chris Certainly.

John OK. Thanks very much.

Chris _____ Bye now.

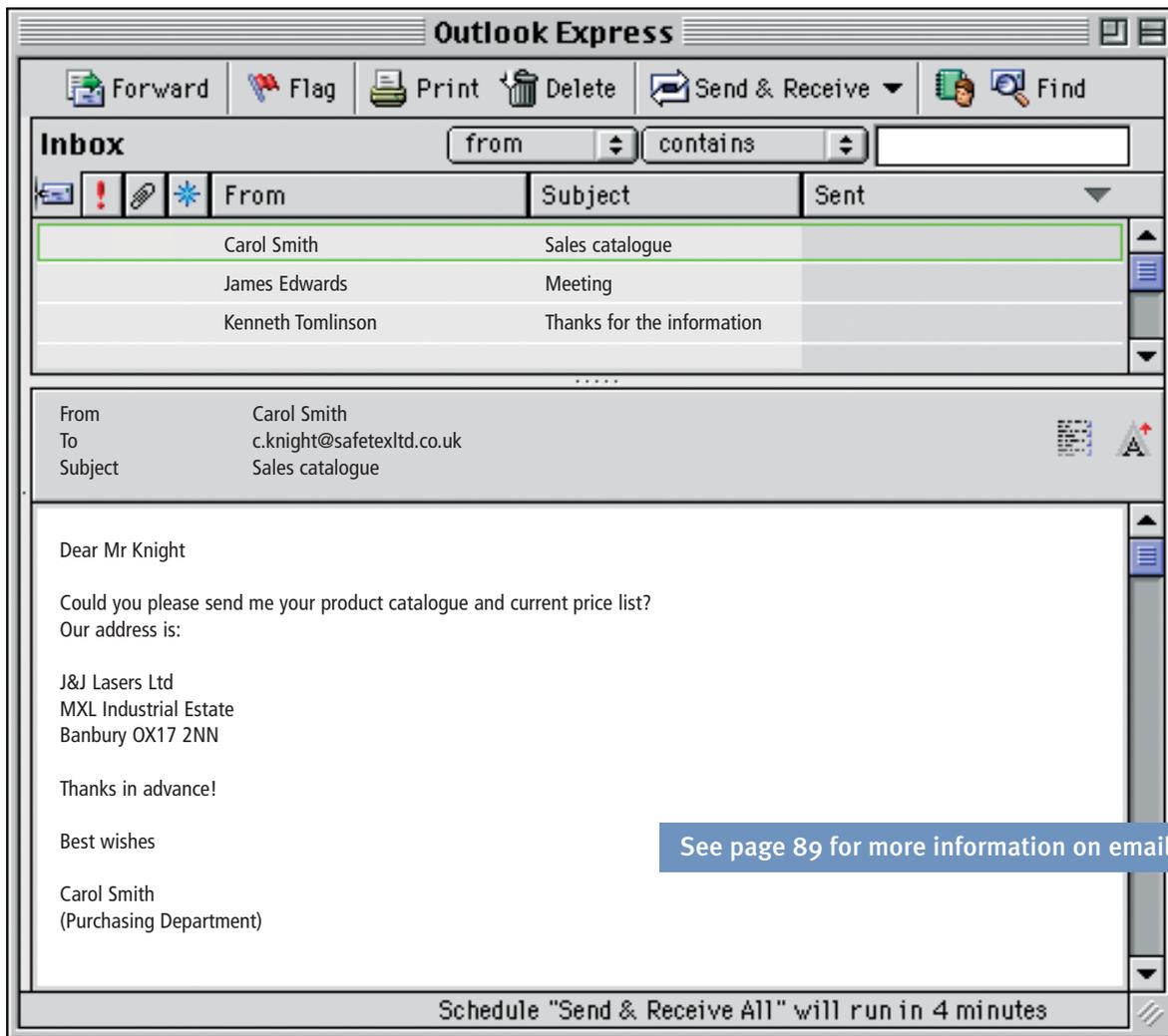
John Bye.

I can fax through
Could you send me
My pleasure, Mr Bentley.
This is John Bentley from



■ Listen again, then read the dialogue with a partner.

2 Here's Chris's inbox this morning. Find the phrases below.



See page 89 for more information on emails.

- | | | | |
|-----------------|-------------|--------------------|--|
| 1 Od (koho) | <u>From</u> | 5 platný, aktuální | |
| 2 Komu | | 6 ceník | |
| 3 Předmět | | 7 předem | |
| 4 Vážený/Vážená | | 8 S pozdravem | |

3 Write sentences with *Could you ..., please.*

- Send me your catalogue!
Could you send me your catalogue, please?
- Spell your name!
- Give me your phone number!
- Send me your email address!
- Send me your current price list!
- Help me!

Could you ..., please?

Pomocí vazby *Could you* (Mohl byste) někoho zdvořile žádáme, aby něco udělal. Po *Could you* bezprostředně následuje základní tvar slovesa.

Could you send ...

Could you send me your catalogue, please?

Mohl byste mi poslat váš katalog, prosím?

How much is it?



£1 one pound
 £1.50 one pound fifty
 £4.10 four pounds ten



\$1 one/a dollar
 \$1.50 one/a dollar fifty
 \$4.50 four dollars fifty



€1 one euro
 €1.50 one euro fifty
 €4.50 four euros fifty

Pomocí následujících slovních obrátů se můžeme zeptat na cenu nějakého výrobku:

How much is ... ? How much are ... ?

How much is the microscope? It's \$299.

How much are the notebooks?

They're \$1.50 each (každý/kus).

Všimněte si: Když mluvíme o ceně, musí být údaje jako dollar/pound/euro vždy v množném čísle: *four pounds/ ten dollars/six euros.*

NE: ~~It's ten dollar fifty.~~

4 Work with a partner. (Partner A look at page 88.)
 Partner B look below and ask your partner for the prices of the lab equipment.

*How much is the microscope, order number LM ... ?
 It's ... dollar(s).*

PRICES (\$)

- lab coat
- microscope
- centrifuge
- notebook
- balance

SALES CATALOGUE

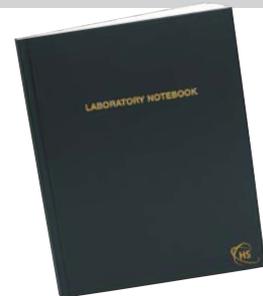
A LABORATORY MICROSCOPE

LM-221A



A LABORATORY NOTEBOOK

NB-02



A WHITE LAB COAT

LB-188/W



A BALANCE (DIGITAL)

LB-454



A CENTRIFUGE

CN-32D





Listening



5 Chris Knight from Safetex is on the phone to a customer in France.
Listen and write in the prices.



Could you give me some euro prices, please?

LS-19 Laser Spectacles	€39.00
LS-24 Laser Spectacles	
LS-24/C Laser Spectacles Case	
FS-10 Face Shield	
FS-9A Face Shield	
SH-22 Safety Helmet	

6 Listen again and answer the questions.

- 1 Jak Marianne říká, že chce mluvit s Chrisem?
- 2 Jak říká Chris, že je u telefonu?
- 3 Jak nabízí Chris svou pomoc?
- 4 Jak říká Marianne, že něčemu nerozuměla?
- 5 Jak potvrzuje Chris, že něco je v pořádku?
- 6 Jak děkuje Marianne Chrisovi?
- 7 Jak se spolu loučí?



Reading

Here are two extracts (*úryvky*) from UK Cables Ltd's sales brochure. (Remember Tony Porter's company in unit 1?) Read extracts A and B and do the exercise below.

A

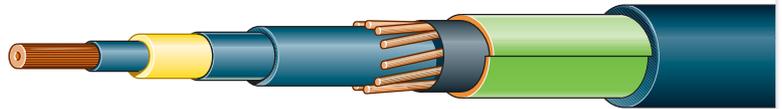
High voltage (HV) cables

**Insulated Underground Transmission Power Cables
69kV – 138kV**

UKC's HV cables are the industry standard in power transmission. Our insulated underground cables are

suitable for using in wet or dry locations and meet the requirements of AIEC and

IEC specifications. Available with both copper and aluminium conductors.



B

Fibre optic cables

Data communication, telecom and video cables

UKC offers a full range of fibre optic cables for data

communication, LAN and video networks, and we are a major supplier to the telecom industry. Our products combine absolute reliability

and the most advanced fibre optic technology on the market today.

7 A or B? Write the letter.

- 1 You could find these UKC products in an office.
- 2 The telecom industry uses these UKC products.
- 3 These products meet International Electrotechnical Commission requirements.
- 4 These products are for carrying video images.
- 5 These products have copper or aluminium conductors.
- 6 These products are suitable for voltages up to 138 kilovolts.
- 7 You could find these products under a street in a town.