



RON IS LOOKING FOR FREIGHT



Your mission : Ron has hired you for the summer to help him organise his delivery rounds and find return loads on freight exchange websites.

To complete your mission you have to be able to :

- **ASK QUESTIONS**



How to make a question :

Type of load	
Pick up location	
Delivery location	
Weight	
Number of pallets	
Space available	
Special requirements	
Date of pick up / of delivery	
Time	
Tariff	

- **NEGOTIATE :**

Match the two halves of the sentences to find out useful phrases to negotiate.

*Could you
I'm sure we can
It's a bit too
How about
Would you
I can offer
The price
No
I wouldn't go
It's
Are you
agreement
What is the best price*

*high.
kidding me ?
is firm.
joking ?
low .
way !
below £ 100.
£ 156 ?
give me £ 548 ?
a 10% discount.
you can offer ?
come to an

a deal.
offer a discount ?*

PAIR WORK

Student A has got pieces of information about a shipment.

Student B asks questions to get details about this shipment.