

C Choose the correct alternative to complete these sentences.

- 1 We might be able to increase the size of our order

if
unless

 you agreed to a higher discount.
- 2

As long as
In case
Unless

 you can guarantee prices for the next two years, we'll sign the contract.
- 3

Provided that
Unless

 you agree to cover insurance as well, we've got a deal.
- 4 We'll never be able to solve this problem

if
unless -
as long as

 we agree to discuss it right now.
- 5 We're looking for an alternative supplier

in case -
providing

 our usual one can't deliver next week.
- 6 I'm afraid we won't be able to place a firm order

unless -
provided
if

 you agree to split the transport costs.

WRITING**A** Complete the letter with items from the box.

- | | |
|--|---|
| a) a range of mountaineering equipment | e) by letter of credit at 30 days |
| b) receiving your acknowledgement | f) in the hope of more favourable terms in future |
| c) and delivered within the next six weeks | g) please do not send substitutes instead |
| d) and your invoice direct to us | |

L'ILLIMANI

27 rue des Charmes, 1000 Brussels Tel: +32 (2) 541 1609 Fax: +32 (2) 541 1608

Mr P Canetti
Italmont S.p.A
Via Degli Ausoni 23
11100 Aosta
Italy

26 May

Dear Mr Canetti,

Please find enclosed our order No. TW526 for ...^a...

Although we find your trade discount of 10% rather low, we are placing a fairly large order this time ...^{2f}...

As agreed, we would like the goods to be sent by rail freight ...^{3e}...

Payment will be ...⁴... Would you please send the shipping documents ...^{5d}...

If any of the listed items are not available, ...⁶...

We look forward to ...^{7b}...

Yours sincerely,

Eric Lambert

Eric Lambert
Store Manager