

Name	Type of product	Item packaging	Pallet
Maëlle	Valencia Late Oranges Oranges Girsac	They are in cardboard boxes. There are about 8 kilograms in each box(eatch boxes has 8 kilograms). Oranges are arranged in 2 rows, the number of fruits depends on the selected caliber, Calibre : 4-32 = 32 fruits This means that the fruit will be larger or smaller. On the carton there is a label with information about the oranges' origin, traceability number, treatments used and packaging date. The label must be in the language of the country of origin or the country of sale. The color of the boxes is blue with "Le gamin" written on it. Kilogram price There are in cardboard boxes about 20 kilograms because you have 10 girsac about 2 kilograms each. Girsac is specially designed for small calibres like 4/5 or 5/6 no matter what the size of the oranges, we will always have 2 KG. On the carton there is a label with information about the oranges' origin, traceability number, treatments used and packaging date. The label must be in the language of the country of origin or the country of sale. The color of the boxes is blue with "Le gamin" written on it and is written on the Girsac. Unité price The sticker will be on the language of the country sell of in the producteur country	For this type of oranges is a wide pallet 100/120(standar pallet). It's 10 packages per nivel (40x30x16)(forty by thirty by sixteen) and 11 nivels It's not net so we have to weigh the pallets when they come in and when they go out because it's a perishable product that loses weight over time. The pallet measure one meter seventy centimeter  For this type of oranges is a "europe" pallet 80/120. There are 4 boxes per nivel (60x40x24) and 4 nivels so 16 boxes and then there's an intermediate palette and above that there are 5 nivels so 20 boxes, in total there are 36 boxes. The weight is in NET so we do not need to weigh the pallets. We only need to count the number of boxes 
hugo	Bari lamp	The Bari lamps are stored in single boxes and placed in a large carton. There are 3 per line depending on lamp size,the number of lamps depends on number selected by the customer. There are "sub-packing" possibilities for lamps sold in sets, which allows customers not to have too much quantity. Each lamp has a label with details about its composition, reference number, bar code, brand and materials used. The Bari lamps are packaged individually in a small carton. The lamps are placed by level, a big carton is composed of 3 levels with 3 lamps.	
Lena	Wine	Red wine : 2 different bottle shapes.Bordelaise (Bordeaux bottle) and bourguignonne (Burgundian bottle). Both have. a dark color to protect the wine from light. White and Rosé wine: the bottles are transparent	

		The bottles are packaged per 6 in a recycled carton package. 2 different shapes. The most prestigious bottles are in an individual wooden box. 3 different sizes of bottle : 75cl, 1,5L, 3L A carton measures 30.5 by 24 by 15.4 centimeters. For olive oil, we use the same bottle as red wine. The Bordeaux bottle one. For classic bottles of wine, there are two types of packaging. A classic one : The bottles are packaged per 6 in a recycled carton package with the wine's name on it, a barcode and the date. The carton is 30 by 25 by 15 centimeters. And also, there is fancy packaging, wooden boxes. There are 3 different sizes. 1, 3 or 6 bottles. A wooden box measures 10 by 30 centimeters. These are specially made for export with a wheat ear logo on it that is certified ISPM 15 International Standard. For cartons, the pallet's dimensions are 80 by 120 by 180 centimeters. There are 600 bottles, so 100 cartons on it. 6 cartons per level. A pallet weighs 600kg. For wooden boxes, the pallet's dimensions are the same but there are only 300 bottles on it. 25 boxes per level. A pallet weighs 300kg.	
Myriam	Sand	We offer a range of different products. The most requested standardized sand is represented in 1 carton of 16 bags of 1,350kg. The « fleur de soufre lentilles » is packaged in 20-25kg bags. Thus the reference materials are our most fragile and complex products packaged in vials and put back in cartons of 1 to 5kg. Each box contains our SNL logo. We produce the Big bags of 1T For dealers as well as cement plants.	Export pallets 22kg, Normal pallets 14kg , Small pallets 5kg. standard sand : 30-54 cartons per pallets.
hakim	tomatoes	our brand is Marianne and they come in pallets of tomatoes with 150 Europe-sized boxes, each weighing 6 kg, includes tomatoes of various sizes, identified by calibers such as 12/14/16/18. These calibers indicate the range of tomato sizes in each box, with the numbers representing the approximate quantity of tomatoes per kilogram. The weight of a pallet in Gross is 975 kg and the net weight is 913	
Joaquin	Sweet potato	They come in cardboard boxes, each box contains 6 kilograms of product and measures 40 cm by 30 cm by 13 cm. The most frequently sold calibers are M, L (L1, L2), and XL. Each caliber class matches a weight range per fruit; M is 150~300 grams/fruit, L1 is 300~450 grams/fruit, L2 is 450~600 grams/fruit,	

		XL is 600~900 grams/fruit. On a 100 cm by 120 cm pallet, there are 150 cardboard boxes, 10 boxes per level.	

<https://docs.google.com/forms/d/e/1FAIpQLSdBYeSuwCBN78Epp8JpVHys8pbblX4bgMHLyZtH5VLYOyeeEg/viewform>

[results](#)

Quotation		Explanation	Questions
Designation =	Type of produce, caliber, variety	We have Navel oranges in caliber 7 in stock. Are you interested in Fuji apples 4-5 kg	Do you have sweet potatoes from israel? Do you have pears from Peru? Do you have raspberries variety Adelita 65999
Packaging = conditionnement		The oranges come in 3 kilogram nets. The cherry tomatoes are packaged in 250 gram containers. The cherry tomatoes are packaged in containers that weigh 250 grams each. The persimmons come in packages of 4. The pears are sold loose in 8kg boxes We sell broccoli in styrofoam boxes with ice. Our strawberries come in 1 kilogram wooden boxes Our carrots, spinach, radishes and chards are sold in bunches. Our endives come in 1 kg bags. We sell our almonds in boxes with 6 1 kilogram bags Our cucumbers are film-wrapped and come in boxes of 18 pieces. We have a 3 color assortment of 3 peppers in plastic bags. There are 20 items/packages per box. Our pink lady apples come in cardboard containers with 4 fruits. There are 16 items per box.	How many boxes per pallet? How many kilograms/items are there in a box? Can you separate pallets How do you package your cucumbers? What type of packaging do you use?
Price = prix		Our caliber 7 navel oranges in 12 kg boxes with 3kg nets cost 2 euros per kilogram. Our pears come in 8kg boxes and cost 2 euros per kilogram. Our cherry tomatoes that come in 250 gram containers with 40 items per box cost 50 cents per item. - Our cherry tomatoes in a 2 kg box with 250g containers cost 3 euros per kilogram. Our cherries tomatoes 6 barquettes with 500 gram nets cost 1,70 euros per gram	Boxe per pallet How much How much 2 boxes cherries t What How much do cherry tomatoes cost? How many items are there in a box of spinach?

		Our cherry tomatoes come in Plastic bags in 250 gram containers. There are 10 items per box in containers, they cost 1 euro per containers .The box cost 10 euro Our spinach is sold in bunches, there are 12 items per box. Each bunch/item costs 1 euro. Our strawberries that come in 1kg boxes cost 3 euro per kg Our broccoli in styrofoam boxes with ice in 6 kg nets cost 2 euros boxes.	CAN we mixt products in the palette
Quantity = quantité		Each box has 5 kilograms. There are 16 items per box.	What is the minimum order quantity? What is the quantity minimum in the truck?
Unit	Kg, item, box, container	The cauliflower is sold by the piece.	Is it sold by the piece? How is it sold? How much do the cherries cost?
Currency	Euros, dollars, swiss francs, dinars	The price is in euros.	In what currency is your price? What currency is your price/quote in? Is your price in euros? Can you confirm the currency?
Payment terms= modalités de paiement	Cash in advance, 30 days net, 30 days end of month	Our payment terms are cash in advance for your first order.	What are your payment terms?
Delay = delai	2 days, 24 hours	Our delay is 48 hours so for example: today I will have the produce your cherry and tomorrow will arrive in your company warehouse	How long does it take to prepare my order? What is the delay? If I send my order before noon tomorrow, when will the pallets be ready for pick up? (ready to be picked up)
Validity	3 days	Our validity is 1 week.	How long is the quotation valid ?
Incoterms Transport	Exworks, DDP 'à vérifier lesquellous utilisez		What inconveniences do you use?
Origin	Spain, Italy, Morocco	Our oranges come from Spain, Ivory Coast, The Netherlands	Where do they come from ?
MOQ (Minimum order quantity)		This minimum order quantity is 10 boxes of oranges The minimum order quantity is 30 boxes for any items	What is the minimum order to purchase?

Quotation	
Designation =	Orange
Packaging = conditionnement	Box vrac
Price = prix	0,50 cent / p
Quantity = quantité	10 oranges/ box
Unit = emballage	Plastic
Currency	Euros
Payment terms= modalités de paiement	End of the month
Delay = delai	3 days
Validity	One day
Incoterms	Exworks
Origin	Portugal

Imane supplier et Sarah client	
Quotation	
Designation =	
Packaging = conditionnement	
Price = prix	how much does your product cost?
Quantity = quantité	
Unit = emballage	
Currency	
Payment terms= modalités de paiement	
Delay = delai	
Validity	
Incoterms	what incoterm you used?
Origin	

Negotiation

Why is the price too high or why do you think the supplier can lower the price? (Imagine you are negotiating with your supplier)	Why can't you lower your price? (You are negotiating with a client)
Market dynamics: Products that were supposed to enter the UK are being redirected to continental Europe, so there's a supply surplus which has brought the price down.	Market prices: It's the market price. We're even a little below market price. Our prices are slightly lower than the market price because we have a yearly contract with our supplier.
Demand and productivity: There's a drop in demand and the market is flooded with products. All of the producers have had an excellent year. There has been a 20% increase in production. This has pushed down prices. You need to lower your prices to be competitive.	Order volume: If you're capable of buying in larger volumes, I can give you a discount. I can't lower my price for your current volume. Can you make a larger order?
Future business: I cannot guarantee that I can sell as much of your product when buying at that price. It will be very difficult to sell large quantities of your product if I buy at that price.	Yearly contracts: We're not bound by contract, if you want a steady price and volume, we can negotiate a supply contract. We don't have a yearly contract. If you are interested in a yearly contract maybe we can offer a lower price.
Competitivity: I can buy the same product at the same quality standard from another supplier. The same products are available on the market from other suppliers at lower prices.	Reliable prices: It's been at the same price for 5 years. We haven't lowered the price in 5 years?
	Quality: Our quality is superior and we deliver faster which gives your products more shelf-life.

NewDicoVisuel <https://mega.nz/file/ZShAFI5K#-mINDnnEM3x4bN4V1yu86Zpgruk-3B-0o8vCm3ypMOo>

Language Visual Dictionary https://mega.nz/file/YTBBGagA#U6DPDbUz-IW14ou3f-5KP1wLCqpmM1iHh7eHk_re81E

Medfel vocabulary			
French	English	French	English

commerce	Trade, business		Disparité	disparity
Rendez-vous d'affaires	Business meeting		Développement durable	Sustainable development
filière	industry/sector		déconversion	
secteur	sector		inflation	inflation
enjeu(x)	stake		déflation	deflation
programme			moyenne	average
Fruits & vegetables			Bio	organic
Croissance	growth		tendance	trend
table-ronde	Round table		Chiffre d'affaires	Turnover, total revenue
Rédacteur en chef	Editor		valeur des achats	
Conférence	conference			
Valeur	value		long terme	Long term
alimentaire	Food (adjective)		conventionnel	conventional
Agriculture biologique	Organic agriculture		consommation	consumption
producteur	producer		court terme	Short term
reculer			société	company
fournisseur	supplier		enjeux économiques	
les bénéfices	profits		consommateurs	consumers
Réassurance			Dopé par des coûts	
Démarche			relancer	Call back, follow up
facturation	invoicing			
responsable			L'engagement	commitment
des variétés	varieties		emballage	packaging
factures énergétiques	Energy bills		conservation	conservation
importations/ import	imports/import		des plantations	
export	export		Saisonnalité	seasonality
stockage	Storage, storage space			
capacité d'influence	Capability of influence			

territoire	territory			
négociation	negotiation			

Situations			
Situation 1: Asking and answering questions about a company	Situation 2: Seasonality - calendar of product availability, least and most expensive periods for each product	Situation 3: Availability, Price indication, Minimum order quantity, Packaging, Delivery possibilities (delay)	Situation 4: Calling a company, inviting a company to a trade show (Medfel), making a specific appointment.
	How many citrus fruits can you produce?	What's the minimum order quantity?	we invite your company to a trade show medfel. it will be the(avril) 2023 un Perpignan .
	When are oranges available?	What time can you deliver your product?	Can I have a meeting with you tomorrow?
	When is it possible to sell strawberries?	Do tangerines come in wood boxes?	Will you go to medfel? Will you come to Medfel?
	Where do the products come from ?	What is the price per pallet ?	Are you available tomorrow ?
	Do you sell lemons off-season?	When is your packaging?	Do you have a stand?
	Do you have pomegranates?	If I order today, when will I receive my order?	It is a good place to meet
	When are strawberries the least expensive?	How much do they have for the delivery ?	When can I call your company ?
		Can you sell half a pallet of that product?	Hello I am calling you because I have one question.
	Do you import fresh produce from the Southern Hemisphere?	How much do avocados cost per unit?	Can we have your email to send you our information?
		How many pallets can you load in the truck?	Can we have a meeting at our stand on Monday at 3 o'clock
	What do you have available in april?	How much does the palette i	Can we meet for 15 minutes ?
	Is the product availability steady during the entire season?	How many kg are in a pallet ?	
	How uniform Is the product quality during the whole season?	Do you have assurance ?	
		Is it possible to receive the delivery in 2 days ?	
		How many boxes can I have in a pallet? How many boxes are there per pallet?	

Juliette						
Company (describe your company) Where is it located? How many employees does it have? When was it created? What is its total revenue? What are its products and services? Who are its clients/customers? What is its strategy? What is the culture like? How many sites/warehouses does it have? What is its market share? Where is its headquarters? Who are the company's competitors? How is your company different from its competitors?	Products and/or Services	Job	Situation	Person involved	Goal	Glossary
My company's name is AROMAVE My company is located in Perpignan at Marché Saint Charles. We have 15 employees. It was created in 2018. We sell herbs and edible flowers. Its clients are wholesalers and retailers. It has 2 warehouses. My company's competitor is another herb company named Herbes du Roussillon. My company is different than them because we have low prices and good products from france.						

Joaquin						
Company (describe your company) Where is it located? How many employees does it have? When was it created? What is its total revenue? What are its products and services? Who are its clients/customers? What is its strategy? What is the culture like? How many sites/warehouses does it have? What is its market share?	Products and/or Services	Job	Situation	Person involved	Goal	Glossary

Where is its headquarters? Who are the company's competitors? How is your company different from its competitors?						
San Jaime's headquarters is in Perpignan (France), it was officially created in 1988 and has three employees, our warehouse is in Perpignan.	Local and imported fresh produce	Salesperson				
We sell local and imported fresh produce to other businesses. We are a team that constantly looks for market opportunities.						
We import products mainly from the Iberian Peninsula and Northern Africa.						
We sell our products throughout France and Switzerland.						
We are a family-run company, we highly esteem our customer base.						

[illegible]

Ines						
Company (describe your company) Where is it located? How many employees does it have? When was it created? What is its total revenue? What are its products and services? Who are its clients/customers? What is its strategy? What is the culture like? How many sites/warehouses does it have? What is its market share? Where is its headquarters? Who are the company's competitors? How is your company different from its competitors?	Products and/or Services	Job	Situation	Person involved	Goal	Glossary
my company's name's vegetable company She's located in Perpignan They are 1000 employees She's created in 1900 Them total revenues						

Samira						
Company (describe your company) Where is it located? How many employees does it have? When was it created? What is its total revenue? What are its products and services? Who are its clients/customers? What is its strategy? What is the culture like? How many sites/warehouses does it have? What is its market share? Where is its headquarters? Who are the company's competitors? How is your company different from its competitors?	Products and/or Services	Job	Situation	Person involved	Goal	Glossary

Jic France m'y company lacated in Perpignan Has 12 empyoees in Jic France M'y company waw created in 2006 M'y revenue is The products in m'y compagny is vegetables						

Widiane						
Company (describe your company) Where is it located? How many employees does it have? When was it created? What is its total revenue? What are its products and services? Who are its clients/customers? What is its strategy? What is the culture like? How many sites/warehouses does it have? What is its market share? Where is its headquarters? Who are the company's competitors? How is your company different from its competitors?	Products and/or Services	Job	Situation	Person involved	Goal	Glossary
my company's Located in Perpignan They are 15 employees Was created in 1900 The products in my company's is the vegetables						

Imane

Company (describe your company)	Products and/or Services	Job	Situation	Person involved	Goal	Glossary
Where is it located? How many employees does it have? When was it created? What is its total revenue? What are its products and services? Who are its clients/customers? What is its strategy? What is the culture like? How many sites/warehouses does it have? What is its market share? Where is its headquarters? Who are the company's competitors? How is your company different from its competitors?						
My company Fontestad is located in Spain and in Perpignan but in market St Charles. I don't know how many employees there are in my company, because we are so many. The headquarters is in Valencia, Spain. We are producers in Spain and we produce citrus fruits all seasons. My company was created in 1963, we are 3 generations old. It's private, I can't say the total revenue of my company. Our clients are France. We are the competitors in Spain, maybe we sell our produce here in St Charles everywhere in France.						

Julissa						
Company (describe your company)	Products and/or Services	Job	Situation	Person involved	Goal	Glossary
Where is it located? How many employees does it have? When was it created?						

What is its total revenue? What are its products and services? Who are its clients/customers? What is its strategy? What is the culture like? How many sites/warehouses does it have? What is its market share? Where is its headquarters? Who are the company's competitors? How is your company different from its competitors?						
Mi company is located in Perpignan and in Spain 10 employees It was created in the year 1980						

Aurelie						
Company (describe your company) Where is it located? How many employees does it have? When was it created? What is its total revenue? What are its products and services? Who are its clients/customers? What is its strategy? What is the culture like? How many sites/warehouses does it have? What is its market share? Where is its headquarters? Who are the company's competitors? How is your company different from its competitors?	Products and/or Services	Job	Situation	Person involved	Goal	Glossary
MZ Fruits et Vegetables is located in Market Saint Charles We are four employees, it was created in 2018. I don't know his total revenue. We buy and sell fruits and vegetables. MZ Fruits and vegetables is a family company, it has one site.						

