

**Seconde partie de l'épreuve****FULLER'S BREWERY – GLASSWARE RANGE****London Pride Pint Glass**

£4.00

**Fuller's Pint Glass**

£4.00

**Fuller's Half Pint Glass**

£2.50

**Frontier Half Pint Glass**

£2.50

**Cornish Orchard Pint Glass**

£4.00

**Situation**

You work for Fuller's brewery company in the sales department and your manager has asked you to find new outlets for your glassware range. You have a meeting this afternoon with the manager of a beer shop to present your products.

Use the following hints to help you prepare your presentation:

- Amount of the available display space in his/her shop
- Size of glass he/she sells the most
- Any special introductory offers you could suggest.