

THE BARGAIN HUNTERS

an open air market
a second hand market
a flea market
a swap meet

MARKET DAY



WHAT IS A MARKET?

- A flea market (or swap meet) (or indoor/outdoor market) (or second-hand market) is a type of bazaar that rents space to people who want to sell or barter merchandise (goods).
- It may be indoors, as in a warehouse or school gymnasium; or outdoors, as in a field or in a parking lot or under a tent.
- Street vendors (usually just selling different foods) aren't the same as flea markets.

AT THE MARKET

It's a sunny Saturday morning. Mark and his wife Karen have gone to the local *open air market* to look for furniture for their new flat.

The market is a great place to find *bargains*. However, there is also a lot of *junk* so they need to inspect items carefully. Like most *open air markets*, there are *few fixed prices* so they are prepared to *haggle*.

Do you know all these words?

MARK AND KAREN

- Karen: Oh look honey! There's a side table that's just right for our living room.
- Mark: Yeah, and it looks like it's in good condition too. Excuse me...
- Sir? How much is this side table?
- Vendor: This one? €55.
- Karen: 55? That seems a bit pricey. Could you come down a bit on the price?
- Vendor: I'm sorry ma'am. This table costs €200 new. €55 is a very reasonable price.
- Karen: Oh really? But this one is a bit old, see it has some scratches here on the top.
- Vendor: How much will you give me?
- Mark: Well, I was thinking about €25.
- Vendor: Oh no sir, I cannot accept €25. Give me €45 and it is yours.
- Karen: It's just that we don't have very much money. We've just moved and I'm expecting a baby.
- Vendor: Oh congratulations! Listen, I'll make you a good deal. €40 but that's the lowest I can go.
- Mark: That's very kind. However, I can't spend more than €35 and still have enough money for the other things we need to buy.
- Vendor: Listen, €40 and I'll throw in these brass candlesticks.
- Karen: Oh, those are nice. Honey, what do you think?
- Mark: Okay. It's a deal. Can I give you a cheque(UK)?/ a check(USA)?
- Vendor: Only cash sir.

CONVERSATION QUESTIONS

1. What do Mark and Karen say to bring the price down?
2. What does the vendor say to keep the price higher?
3. What do these words mean?

pricey reasonable expensive

affordable a bargain a good deal

cheap costly inexpensive

half price dear dirt cheap

YOU ARE A BARGAIN HUNTER

CUSTOMER (BUYER): You want to buy these objects:

Try to get the seller to reduce the price to one you think is fair. Give him or her reasons why the price should be lower.

VENDOR (SELLER): You are selling the objects listed below.

You are willing to lower the price but would like to get as much as possible.

Hint: Try to get more by telling the customer about the item's good qualities.

1. Old Clock €35
2. Old Bike €10
3. Old Lap-top €45
4. Playing cards €8
5. Old Mask €50
6. Old Book €8

THE TIFFANY LAMP

Read your role and negotiate a sale. A and B start.

Student A. (VENDOR/SELLER)

Tiffany lamp for sale. You want €300 for it but will accept €225.

You are an antiques dealer. You are in your shop. You have a nice antique collectors and prefer to sell to young people who want to furnish their home.

Student B. (CUSTOMER/BUYER)

You are a young man, woman or couple. You see a beautiful Tiffany lamp in the window of an antiques shop. You need a lamp for your new flat. You only have €175 but could possibly pay up to €240. Negotiate a price with the dealer.

StudentC(orteacher). (CUSTOMER/BUYER)

(wait 30 seconds before entering the conversation. You are an antiques collector. You go into an antiques shop and see a Tiffany lamp that is essential for your collection. You will pay €265 for this lamp. Negotiate with the dealer and the other customer in the shop.