

NAME:

Complete the descriptions of two distribution channels used for two different products using the words in the box below.

Producers	sales representatives	Publishers	online
wholesalers	customers	selling	abroad
		ordering	booksellers

\_\_\_\_\_ often sell books to \_\_\_\_\_ who stock them in warehouses, and deliver small quantities to retailers (\_\_\_\_\_\_). Increasingly, however, people are \_\_\_\_\_ books \_\_\_\_\_, which are delivered by mail.

\_\_\_\_\_ of machines and technical equipment often have their own \_\_\_\_\_, who visit potential\_\_\_\_\_. If they are \_\_\_\_\_ machines \_\_\_\_\_, companies sometimes work with local agents in each market.