



## European Schoolbooks Ltd

### What services can we offer schools?

#### Boxed exhibitions

Upon request, we can organise boxed exhibitions of sets of readers or picture books (to give teachers adequate time to browse the resources properly and to see if they would be suitable). We can arrange for these resources to be sent directly to the school and then be subsequently collected after an agreed time (usually after 1 month).

#### Inspection copies

We offer teachers an inspection copy service (for a period of 60 days) – this applies to student's books and exercise books but not teacher's books. As above, this service enables teachers to assess the suitability of the materials in the classroom. At the end of the 60-day evaluation period teachers may decide to retain and pay for the resources, or if they wish, to return them to us (at their cost). Inspection copies may be retained free of charge if 12 copies or more of the same title are ordered. Extensions to the 60-day inspection copy period can always be arranged when needed.

#### Account Services

- Open account service for schools: Purchase orders, quotations, Pay on invoice (order by email, phone or online), 30 days credit
- Forward order service (helpful for holidays/annual budgets etc.)
- Free P&P + 10% discount on single orders of £200+ (upon request)

#### Range of Products (not just course books!)

- **ELI Language Magazines**  
These magazines – published by ELI – are fantastic teaching resources. We offer a subscription service to these magazines, so for just £16.00 teachers can receive a year's worth of issues (5 in total). The magazines are published in French, German, Italian, Spanish, Russian, Latin and English, and are available at different CEFR levels. Featuring up-to-date articles and accompanying activities, these resources can be used both in the classroom and at home. Upon request, we can send teachers a sample issue of one of the magazines, so that they can see the layout etc. Alternatively, teachers can view sample issues online here: [www.elimagazines.com](http://www.elimagazines.com)
- **European translations of English children's books** (*Harry Potter*, *The Lord of the Rings* etc.)
- **European fiction for all ages** (picture books, easy readers, parallel texts, classics, popular fiction etc.)
- **European non-fiction** (songbooks, course books, grammars, dictionaries, biography and history)
- **Catherine Cheater Schemes of Work** (including lesson plans, supporting books and audio materials)
- **ELI Language Games**
- **Audio/video/photocopiable resources**

## **UK Exhibitions**

We exhibit at numerous UK exhibitions throughout the year (a large number of which are attended solely by teachers, organised by Language Teaching Associations e.g. Language World, Bath Primary Conference, Merton & Kingston Primary Conference etc.). At the exhibitions we showcase a selection of our latest language-learning resources. We always offer a special show discount for all attendees (usually 10%, but 15% in the case of Language World and The Language Show). We also provide discount flyers for teachers to take away with them, in case they wish to order resources but need a little longer to decide. They can then contact a member of our team (quoting the show reference) and we can process the order and apply the show discount. In these instances we always offer free postage to UK addresses.

## **Newsletters**

We send out regular newsletters promoting recently-published language-learning titles – we can add teachers who wish to be notified about new publications to our mailing list. Teachers can also sign up for our newsletter by clicking on the “Newsletter” tab on our website.

## **Language-specific catalogues**

We produce in-house catalogues featuring the latest publications in the main languages. Paper copies of these catalogues can be posted to schools upon request. The catalogues can also be accessed in PDF format via the “Catalogues” tab on our website.

## **Multilingual team/Great rapport with our foreign language publishers**

We are a multilingual team, speaking 5 foreign languages between us (French, German, Spanish, Italian and Russian). We therefore work closely with the publishers of our foreign language materials and support them at various events (e.g. UK LINGUA), and in turn they also support us (e.g. working with us on ESB's stand at The Language Show).

## **Specialist knowledge of the products we sell**

We can offer schools advice either at events, over the phone, via email or via our Olark chat facility with regard to which resources we feel would be suitable for pupils and teachers alike, based on schools' individual requirements.

We can also research and source particular foreign language titles on request.