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CD2.17 Naoko Nakamura, a buyer for a large Japanese department store, is negotiating with Li Bai, Sales Director for a clothing company in Hong Kong. Listen and complete the conversation.

- Naoko If I¹ 30,000 silk scarves, what discount will you offer us?
- Li On 30,000, nothing. But if you buy 50,000 scarves, then² offer you 10%.
- Naoko OK, I'll think about that. And tell me, if we placed a very large order, say 80,000 units,³ to despatch immediately?
- Li We can normally guarantee to despatch a large order within three weeks. But if you⁴ at a peak time, like just before Chinese New Year, it will be impossible to deliver that quickly.
- Naoko I take it your price includes insurance?
- Li Actually, no. Usually, you'd be responsible for that. But if the order⁵ really large, that would be negotiable, I'm sure.
- Naoko What about payment?
- Li To be honest, we'd prefer cash on delivery, as this is our first contact with you. If you⁶ a regular customer,⁷ you 30 days' credit, maybe even a little more.
- Naoko That's all right. I quite understand.
- Li Look, how about having some lunch now, and continuing later this afternoon? Then we could meet for an evening meal. I know an excellent restaurant in Wanchai.
- Naoko Yes, let's continue after lunch. If I had more time,⁸ to have dinner with you, but unfortunately my flight for Tokyo leaves at eight tonight, and I need to be at the airport by six.