Choose the correct verbs to complete the sentences.

1. If you give us / 'll give us a discount of 5%, we 'll place / place a firm order.

2. Will you deliver / Do you deliver by November if we pay / 'll pay the transport costs?

3. If you will lower / lower your price 5%, we buy / 'll buy at least 4,000 units.

4. Would / Does it help you if we sent / are sending the goods by air?

5. If you aren't improving / don't improve your delivery times, we 'll have / had to find a new supplier.

6. If we will join / joined an association of producer, we would get / will get a better price for our coffee.

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Read the conversation and choose the correct option.

Naoko If I (order) 30,000 silk scarves, what discount will you offer us?

Li On 30,000, nothing. But if you buy 50,000 scarves, then (we will) offer you 10%.

Naoko OK, I'll think about that. And tell me, if we placed a very large order, say 80,000 units, (would you be able) to despatch immediately?

Li We can normally guarantee to despatch a large order within three weeks. But if you (order) 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 order (was) 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 you (were) a regular customer, (we would offer) you 30 days' credit, maybe even a little bit 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, (I would love) to have dinner with you, but unfortunately my flight for Tokyo leaves at eight tonight, and I to be at the airport by six.

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