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SHERRY: I understand we will need seven air conditioning units on the two floors. That ' s what you think, yes? ARNOLD: Yes. You could use five or six units.

But five or six wouldn ' t be very efficient. I recommend seven.

SHERRY: And if we take the Decker units you suggested, what

would the price be? ARNOLD: Let me calculate the price for you. I

can give you a 15% discount if you buy the seven units. Let ' s see

here. Your total would be 5929 dollars. SHERRY: Isn ' t there any

way we can get central air conditioning in this building? ARNOLD:

As I said, it is possible, but it would be much more expensive. I think

it would be at least 12000 dollars to do a complete system. SHERRY:

That ' s too much. We need to use the separate units, I guess.

ARNOLD: It ' s more practical, and the new units really are very

quiet. Your customers won ' t even notice them. SHERRY: So you

say we can do it for 6000 dollars. ARNOLD: Yes, that ' s for the

units. Installation would probably be another 700 to 1000 dollars. But

it depends on the time spent, of course. SHERRY: You mean

installation isn ' t included? I ' m very surprised. ARNOLD: No,

Ma ' am. Installation isn ' t included. The price I quoted was just for

the units. SHERRY: In Taipei, you know, the company usually

installs the things they sell. They don ' t charge extra. ARNOLD: I

know that, Ma ' am. But they would just raise the price of the units

to cover their costs. Here in L.A., installation is charged separately.

SHERRY: Yes, I suppose I should get used to it. But I ' m not really willing to spend more than 6000 dollars for this. We haven ' t even opened yet. ARNOLD: I understand, Ma ' am. SHERRY: And the other company that gave me a quote on this said they could do it for 4000 dollars. ARNOLD: It ' s a question of quality, Ma ' am. At that price, you would not get good equipment. I ' ve been in this business for almost twenty years. I know what happens. If you don ' t get quality air conditioning now, you will just have to replace the system after two years. SHERRY: I will tell you what I can agree to. If you can quote me a price of 6000 dollars, installation included, I can accept. ARNOLD: Well. SHERRY: You do seem like a better company than the other one. So I am willing to pay more than 4000 for you. But I won ' t pay more than 6000. ARNOLD: Well, we don ' t usually do it, but... I believe we can accommodate you on this. We will do the installation for free. Because we appreciate your business. SHERRY: Good. I hope we can arrange the contract as soon as possible. 雪莉：我了解我们需要七部空调机在两个楼面。你是这个意思，对吧？阿诺：是的。你可以装五到六部。但五到六部会不够，所以我建议七部。雪莉：还有我们如果用你建议的戴格牌，会是多少钱？阿诺：让我算一下。如果你一次购买七部，我可以给你百分之十五的折扣。让我看一下，你的总数是五千九百二十九美元整。雪莉：我们可以在这栋建筑装设中央空调系统吗？阿诺：就像我说的，是可行的，但是会花费很多。我想会需要一万二千美元才能完成一个系统。雪莉：那真是太多了。我们必须要有分开的装置，我想。阿诺：在实用性方面，新的装置也会比较安静。你的顾

客根本不会感觉到它的存在。雪莉：所以你说我们可以在六千美元以内完工。阿诺：是的，只有装置的费用。安装费大约是七百至一千元。当然是要看所用的时间而定。雪莉：你的意思是没有包含安装费？我很惊讶。阿诺：不，女士。安装费没有包含在内。我估计的费用是只有装置的费用。雪莉：在台北，你知道，一般公司都安装他们所卖的产品。他们不会额外收费。阿诺：我知道，女士。但通常他们都会提高售价来掩饰他们的花费。在洛杉矶，安装费都是分开来收取的。雪莉：是的，我以为我应该可以习惯这种做法。但我真的没有想要为了安装空调系统花费超过六千美元。我们还没开张呢。阿诺：我了解，女士。雪莉：而且另一家公司只给我估价四千元。阿诺：这是有关品质的问题，女士。而且那种价位，你不会拿到好的装置。我在这一行有将近二十年了。我知道行情，如果你现在不拿品质好的空调机，两年后，你将必须重换这个系统。雪莉：我可以告诉你什么方面我可以同意。如果你可以给我六千美元的价格，包含安装，我就接受。阿诺：嗯。雪莉：你看来好象是比那一家好。所以我愿意给超过四千元给你们。但我不会花费超过六千美元。阿诺：嗯，我们通常不会接受这样的，但是...我相信我们这次是可以通融的。我们会免费替你安装，因为我们很感谢你的生意。雪莉：好。我希望我们可以尽快地安排签约。

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