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R: We found your proposal quite interesting, Mr. Hughes. We'd like to weigh the pros and cons ( 衡量得失 ) with you.

K: Mr. Robert Liu, we've looked all over Asia for a manufacturer. Your company is one of the most suitable.

R: If we can settle a number of basic questions, I'm confident in saying that we are the most suitable for your needs.

K: I hope so. And what might be the basic questions you have?

R: First, do you intend to take a position in ( 投资于..... ) our company?

K: No, we don't, Mr. Liu. This is just OEM.

R: I see. Then, the most important thing is the size of your orders. We'll have to invest a great deal of money in the new production process.

K: If you can guarantee continuing quality, we can sign a commitment for 75,000 pieces a year, for five years.

R: At U.S. \$1000 a piece, we'll make an average return of just 4%. That's too great a financial burden for us.

K: I'll check the number later, but what do you propose?

R: Here's how you can demonstrate commitment to this deal. Make it ten years, increase the unit price, and provide technology transfer.

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