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Kim : Welcome to our company. My name is Jeff Kim. I ' m in charge of the export department. Let me give you my business card. Smith: I ' ll give you mine too. Kim : How was your flight? Smith: Not bad, but I ' m little tired. Kim : Here ' s your schedule. After this meeting, we will visit the factory and have another meeting with the production manager. And you ' ll be having dinner with our director. Smith: Could you arrange a meeting with your boss? Kim : Of course, I ' ve arranged it at 10 o ' clock tomorrow morning. Smith: Well, shall we get down to business? Kim : Sure, did you receive the sample we sent last week? Smith: Yes, we finished the evaluation of it. If the price is acceptable we would like to order now. Kim : I ' m very glad to hear that. Smith: What ' s your best price for that item? Kim : The unit price is \$12.50. Smith: I think the price is a little high, can ' t you reduce it? Kim : I ' m afraid we can ' t. \$12.50 is our rock bottom price. If you purchase more than 10,000 units we can reduce it to \$12.00. Smith: Well, I ' ll accept the price and place an initial order of 10,000 units. Kim : Very good. It ' s been a pleasure to do business with you, Mr. Smith. Smith: The pleasure is ours. Can you deliver the goods by March 31? Kim : Of course. 100Test 下载频道开通，各类考试题目直接下

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