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understand we will need seven air conditioning units on the two floors. Thats what you think , yes ? ARNOLD : Yes. You could use five or six units. But five or six wouldnt 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. Lets see here. Your total would be 5929 dollars.

SHERRY : Isnt 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 : Thats too much. We need to use the separate units , I guess. ARNOLD : Its more practical , and the new units really are very quiet. Your customers wont even notice them. SHERRY : So you say we can do it for 6000 dollars.

ARNOLD : Yes , thats 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 isnt included ? I ' m very surprised. ARNOLD : No , Maam. 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 dont charge extra. ARNOLD : I know that , Maam. 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 Im not really willing to spend more than 6000 dollars for this. We havent even opened yet.

ARNOLD : I understand , Maam. SHERRY : And the other company that gave me a quote on this said they could do it for 4000 dollars. ARNOLD : Its a question of quality , Ma ' am. At that price , you would not get good equipment. Ive been in this business for almost twenty years. I know what happens. If you dont 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 wont pay more than 6000. ARNOLD : Well , we dont 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. 100Test 下载频道开通 , 各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)