***Martin***: Hi, Mr. Chen.

***Che***: Hi Martin, let's talk about the purchase.

***Martin***: Okay, how many cars do you want to buy?

***Chen***: I wanted 5 cars, in White, Black, Blue and Red.

***Martin***: very good for the 5 cars would be € 20,000 but as long as the colors are black and white, other colors would be 5% more, per car. How many cars of another color do you want?

***Chen***: I want a Red and a blue.

***Martin***: ok, it would be in total € 102,000 your order.

***Chen***: Well, is there any offer or discount?

***Martin***: for the first time you buy with us we will give you a 3% discount and we will send a mechanic every 6 months.

***Chen***: How about a discount of 10%? and I would like the mechanic to arrive every 3 months, to also train a local company.

***Marti***: how much I can offer is a 5% discount and the mechanic would have to talk to my boss, the training of a mechanic costs € 200 an hour for a company is € 450 per hour.

***Chen***: it seems perfect to me; we would only see the mechanic later on.

***Martin***: yes, so since it is difficult but I guarantee every 6 months.

***Chen***: Okay. We'll talk about the mechanic later, so burn Martin***.***

***Martin***: Yes Mr. Chen, have a good day,

bye. Chen: bye.