

Melanie: We're thinking about increasing our order this time, and I was wondering you could give us a discount.

Shota: Excellent. How many are we talking about?

Melanie: Last time we purchased 1,000 units, and this time we need 1,500 or so.

Shota: In that case, we can lower the price by 3%.

Melanie: We were hoping for something more like 7%.

Shota: I'm afraid that's not possible unless you order over 10,000. Let me make a suggestion: if you agree to buy 1,500 units every month for the next six months, then we can give you a 6% discount.

Melanie: We can't make that kind of commitment at this stage because we can't really say how many we'll need in the future. What kind of discount can we get on a single order of, say, 2,000 units?

Shota: That would be 4%, but if you agree to within one week of delivery, we can give you an additional 1%.

Melanie: Under that condition, other suppliers would offer free shipping and a one-year warranty too.

Shota: Our margins are already tight as they are. How about a 5% discount and free shipping, provided that you purchase 2,000 units and pay within a week? Do we have an agreement?

Melanie: Yes, it's a deal.