

## ***Wheelbarrows for Trinidad***

The following is a telephone conversation between Naim Moses, a businessman from Trinidad, and Mr. E. Kampouris, president of Béthune Import-Export Limitée, a Montreal-based trading company:

Hello, Naim! What can I do for you today? ... You want wheelbarrows? Since when are you in the wheelbarrow business?

It's not for you. Who is it for? ... Your brother-in-law ... he's a contractor. ... What kind of wheelbarrows? Tell me a little bit more. I don't know much about wheelbarrows. ... He's got a contract, a road building contract. So, it's industrial barrows. What kind of specifications?

You already had an offer from Denmark. What kind of an offer? ... Capacity: 100 litres or more ... comes down to four cubic feet or more. Gauge? 1.5 mm.

How many do you need? ... 400. Delivery? Immediate.

Any repeat order? ... He will want another 200 in September.

Why doesn't he take all 600 now? It means we may get a better deal.

He doesn't want to put up so much cash at one time. ... Yes, but we could take care of that.

What kind of price are the Danes giving you? ... US\$31.00.

Delivered where? ... Trinidad, insured.

How do you pay them? ... Letter of credit.

When do you want an answer? ... I'll try to get something by tomorrow or the day after. Is that O.K.? ... You hold on to that.

Thanks!