

**From:** e. vos [mailto:vose@home.nl]  
**Sent:** Friday, June 19, 2009 5:47 PM  
**To:** Simon CW  
**Subject:** Re: [Fwd: Re: [Fwd: [Fwd: RE: FW: [Fwd: FW: ITB RFQ]]]]

Hi Simon,

Based on this gesture we will probably not get the PO.  
They still need to quote to their client, but if they get the PO their expectation is that they still can purchase the tools at a similar cost level in Europe.

Based on the latest quotes their hopes for the future are not so high.  
To keep an opening in our relationship I proposed to have a critical look to the 5 quotes we made in november. These projects will not be ordered but if we can adjust the prices from november to an acceptable level (no target price given) they will consider us for new inquiries.  
If we want to do like this we need the reply somewhere next week (it is not so urgent)  
If we do not want to do like this the chance for future inquiries is limited.  
This is the best I could do from my side

regards  
Eltjo

---

Simon CW schreef:  
Hi Eltjo,

Sorry for coming back to you late! Our bottom line for this quotation is 15% discount based on original one. If ITB still may not accept, then we could only give up this opportunity this time.

Best regards,

Simon Huang  
Chen-Wey Precision Industry Co., Ltd.

----- Originele bericht -----

**Onderwerp:** RE: [Fwd: Re: [Fwd: [Fwd: RE: FW: [Fwd: FW: ITB RFQ]]]]

**Datum:** Sat, 20 Jun 2009 14:52:18 +0800

**Van:** Simon CW <[Simon.cwjm@chenwey.com](mailto:Simon.cwjm@chenwey.com)>

**Aan:** e. vos <[vose@home.nl](mailto:vose@home.nl)>

**Referenties:** <[4A3B50F6.7000004@home.nl](mailto:4A3B50F6.7000004@home.nl)>

<[88711E054576194DA01768385C9F7AAD2A68C4@center.chenwey.com](mailto:88711E054576194DA01768385C9F7AAD2A68C4@center.chenwey.com)>

<[4A3B5E7B.8060408@home.nl](mailto:4A3B5E7B.8060408@home.nl)>

Hi Eltjo,

I think it is not what you said about gesture, but your negotiation capability and our competitiveness. Basically we may not do business with insufficient profit or even loss. If it is necessary for a strategic quotation from the aforesaid situation to clients, we both should discuss and afford together. Are you willing to lower your commission rate for such a case?

The bottom line is made from Mr. Hsieh. I trust he should have good reasons for this decision. However, you might describe the situation for last 5 quotations in Nov. at that time to help me understand easily. What was our original offer and what was their request? "Price to an acceptable level" is quite fuzzy. I am not sure if someone in CW at that time could figure out what quotation could be accepted. In lots of cases and it is general for business negotiation, both parties would try from time to time to test the bottom line of counterparty, and it is your task once acting as agent to approach clients. What you usually brought us is the "firm" request from clients and, if not, no order would be given.

If so, what we need an agent for?

Perhaps we may re-define your task for things apart from price negotiation.

For the prices quoted after financial crisis, we do gradually lower our calculation. Till today, our calculation is near to domestic clients already. This means we have to fulfill stricter demand from overseas clients but just quote similar price level for lower quality. For ITB case, if price is cut 1/3 and we still have enough profit, then our calculation must be wrong. As checked again with Mr. Hsieh our bottom line still remains 15% discount based on the first quotation. Now it is your turn to see what you could accomplish.

Best regards,

Simon Huang  
Chen-Wey Precision Industry Co., Ltd.  
Tel: +86-769-8556-5088 Ext. 183  
Fax: +86-769-8516-7667  
Mobile: +86-1360-026-9357  
E-mail: [simon.cwjm@chenwey.com](mailto:simon.cwjm@chenwey.com)  
Website: [www.chenwey.com](http://www.chenwey.com)

---