



Tom?Taking everything into consideration, you'll find that our prices compare favorably with the quotations you can get elsewhere.

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Elly?I'm not sure of that. Before coming to the discussion of price, may I point out that we would like to have you quote us on a F. O.B. basis?

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Tom?I don't quite understand. For bulk goods such as chemical fertilizers, it's the sellers who arrange the shipping space. It is more convenient for us, as well as for you.

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Elly?Well, we prefer to have the US National Chartering Corporation take care of the shipping. It doesn't make a difference to you, does it?

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Tom?Well, it does make a slight difference, but we'll do as you request.

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