

Chapter 6418

Duncan was sure that he knew French,

And there would be no problem in communication.

The employee led him to the door and said something in the local language.

The boss inside waved to the two of them through the glass.

The employee pushed the door open and told the boss that Duncan wanted to see him.

Duncan didn't waste time and asked him directly in French:

“Are you the boss here? I want to buy your factory.”

When the boss heard this, his eyes lit up immediately.

He knew that Asians were rich,

Especially businessmen from Asia who came out to do business,

Who were generally wealthy.

He had wanted to sell the factory for a long time,

But no one had shown interest in it for several years.

Now, an Asian businessman took the initiative to come to his door,

And he immediately had the dream of cashing out and enjoying his retirement life.

So he stood up and said to Duncan,

“Welcome! Please take a seat, please take a seat!”

As he spoke, he quickly sent his employees out, took out a bottle of mineral water, and handed it to Duncan, smiling and saying,

“We are thinking of selling the company for sure.”

“As long as the price is right, we are serious about it.”

Duncan didn't want to appear too eager to buy, so he smiled and said,

“Canned sardines have become popular in our country recently,

So I have the idea of setting up a factory in Morocco,

And then the canned sardines produced will be directly exported to our country point-to-point.

I have also visited many factories along the way.

Please give me a brief introduction to your situation and your advantages.”

The boss said quickly,

“We have a total of five production lines here,”

“Four of which are used to produce canned sardines,”

“And the other is used to produce other seafood products.”

“The annual output is about 4,000 tons.”

Duncan listened He frowned and sighed,

“Five production lines, only 4,000 tons a year.”

“As far as I know, the daily output of large canned food companies in Morocco starts at 100 to 200 tons.”

The boss quickly said,

“The main reason here is that the production line is relatively old,”

“So the production efficiency is relatively low,”

“But our place is very large.”

“If you are willing to invest in upgrading and reconstruction,”

“We have the foundation to become a large enterprise.”

Then he quickly introduced,

“The cost of workers around here is very low.”

“Most of the workers have a monthly salary of less than 2,000 dirhams,”

“Not more than 200 US dollars, and they work hard.”

“I now have 300 workers.”

“If you need them in the future,”

“You can always recruit 500 skilled workers from nearby towns.”

Duncan smiled and said,

“All enterprises have room for upgrading,”

“But everything is more than a cost issue.”

“Let’s do this. Give me a price and I’ll consider it.”

The man thought again and again and said,

“Five million dirhams, or 500,000 US dollars.”

Although the factory still has a profit of 30,000 US dollars a year,

The profit has begun to decline,

And the boss knows that he can only hold on for another ten years at most.

In the next ten years, it would be good to have a profit of 200,000 US dollars.

As for his own factory, the equipment is very old.

Even in a country like Morocco, it has passed the elimination cycle and is in a state of strong support.

If it is really sold, it is estimated that it will be a little more expensive than scrap iron.

And because the factory building is old,

The price is also difficult to go up.

After all, it is on the edge of a remote town,

And even the land is not worth much.

So, let alone 500,000 US dollars,

Even if it is 300,000 US dollars, he will sell it without hesitation.

Duncan was not in a hurry to discuss the price with him,

But asked him many detailed questions and asked him to take him around.

Behind the factory, there is an employee cafeteria and several warehouses.

Although the factory has only more than 300 workers,

It is very easy to hide thousands of people here.

In addition, there are about 15 tons of canned products waiting to be shipped to the finished product warehouse.

According to the market price, it is about 40,000 US dollars.

After taking a look at the overall situation, Duncan said to the boss:

“Let’s do this. I have also seen the situation here.”

“To be honest, it is indeed older than I thought.”

“The cost of renovation, reconstruction, and upgrading will be at least several million US dollars.”

“I don’t like to dilly-dally in business,”

“So I will give you two quotes and two options.”

“No matter which one you can accept, we can reach a cooperation.”

“If you don’t accept either, then I will look at other options.”

The boss hurriedly said: "Please speak."

Duncan said: "The first quote is to pay you 250,000 US dollars in one lump sum to buy out all the visible and tangible facilities here,"

"Including land, factory buildings, production lines and other equipment."

"Oh, by the way, all the raw materials and finished product inventory in your warehouse too;"

When the boss heard this, his expression suddenly became somewhat helpless and he said,

"To be honest, our raw materials and finished product inventory are worth at least 50,000 US dollars."

Duncan smiled and said, "The second offer, I will pay you 300,000 US dollars, but I can only pay you 200,000 first,"

"And the remaining 100,000 will be paid to you after I start production."

"The other condition is that you have to help me maintain these workers."

"It may take me two to three months to upgrade the equipment here."

“During this time, you have to make sure that these workers do not make trouble,”

“At the same time, they must wait honestly at home.”

“When I start work, they will come back to work.”

The boss said awkwardly, “I really can’t guarantee this.”

“They all have to support their children.”

They have no income to support their families.”

“In the next two or three months,”

“They may not have enough food to eat.”

“In that case, they will definitely look for other jobs.”

Duncan said: “During this period, their wages will be paid as usual,”

“Half of which will be paid every month,”

“And the remaining half will be paid in one lump sum on the day they start work.”

The boss was relieved when he heard this and said quickly:

“That’s no problem.”

“They will definitely agree to it if they don’t work and still get paid.”

Duncan reminded: “In order to ensure that they don’t disclose my situation here or my business secrets,”

“You must do these things in person.”

“Let them think that it is you who wants to upgrade here,”

“Not someone else, and then ask them not to tell anyone about the situation here after they go home.”

“Once the business secrets are leaked, if it is confidential, we will stop paying their salaries,”

“And the remaining half will be directly invalidated.”

The boss said without thinking:

“These are all fine, I can still do it with my prestige.”

At this point, he rubbed his hands and smiled awkwardly:

“It’s just that this price... is indeed a little low for me,”

“A total of only 300,000, and there are goods worth 50,000.”

“It should be at least 450,000 US dollars to be reasonable...”

Duncan said: “How about this, as long as you do the things I told you to do well,”

“So that I can promote the upgrade and transformation wholeheartedly,”

“After the upgrade is completed and the work starts smoothly,”

“I will pay you another 200,000 US dollars,”

“So the total bid will be 400,000 US dollars.”

When the boss heard this, he smiled and said without hesitation:

“Deal!”