

Terms That May Be Negotiable

Term	Yes/No
1. F.O.B. Terms	
2. Better case discount terms	
3. Anticipation allowance	
4. Co-op advertising allowance (spend as desired)	
5. Returns - damaged	
6. Returns - in-bound freight reimbursed	
7. Returns - blanket authorization	
8. Returns - sharing the cost on customer accommodation	
9. Returns - immediate replacement or refund	
10. Returns - collect return transportation	
11. Mark-down money	
12. Rep visits	
13. Unit control by vendor	
14. Source marking	
15. Pre-ticketing	
16. Price maintained (long term price guarantees)	
17. Fixtures, either free or co-op	
18. Packaging, special and exclusive	
19. Selling aids (merchandise tags, instruction sheets)	
20. Promotional material (charge inserts, package stuffer)	
21. National advertising tags on ads	
22. Vendor promotional program	
23. Rebates (quantity discount over year-taken quarterly)	
24. Private label program	
25. Free Material	
26. Sales salaries in store	
27. Promotional goods	
28. Programmed merchandising	
29. Product liability insurance	
30. Repacking to shelf ready packs	
31. Payment for space in store/catalog (slotting)	
32. Free sample items for demonstration/photography purposes	
33. Allowance for manufacturing defects when you give discount to customer	
34. Special dating	
35. Advertising mats (glossies)	
36. "On Memo" goods (consignment)	
37. Free goods	
38. In-store demonstrations	
39. Return no reason privilege	
40. Warehousing discount	
41. Stock equalization program	
42. Early order discount	
43. Guaranteed sale	
44. Product knowledge training	
45. Sales training	
46. Use of logo (and compensation for use in advertising)	
47. Consolidated shipping discount	
48. Exclusivity or first shot on new item for weeks or months	
49. Payment for P.A. announcements	

Term	Yes/No
50. Mention in TV ads by manufacturer	
51. Live models (RTW)	
52. Back-up orders but no commitment to take	
53. Long term commitment discount	
54. Manufacturer paid SPIFFS	
55. Partial shipments are pre-paid	
56. Allowance for designing	
57. House account (retailer gets sales commission)	
58. Individual package or label design	
59. Listing money (special promotions)	
60. Testing in research lab paid by vendor	
61. Free mannequins	
62. New store discounts	
63. Vendor pays for market trip to trade show	
64. Charge back vendor for errors or defective or late shipping	
65. Call vendor collect	
66. On brand name vendor pays for yellow page ad	
67. Pre-pack merchandise for individual store ship-to's	
68. Plan-o-gram assistance	
69. Increasing volume discounts off invoice	
70. Distribution discount (in addition to warehouse discount)	
71. Market share information/market research	
72. Size and/or color balancing	
73. Free demonstration merchandise to be returned after use	
74. Extended guarantee agreements for customers	
75. Guaranteed turn performance	
76. Guaranteed on time delivery or automatic discount	
77. Currency guarantee at today's or lower value on off-shore buy	
78. Changes in government tax or policy covered by vendor	
79. Pre-assembly allowance	
80. Bilingual instructions (on off-shore or domestic purchases)	
81. Credit and bill	
82. Distribution discount	
83. Free EDI software	
84. Direct link to distribution system	
85. Banner ads on web site	
86. First place in store look ups on web search	
87. Mention/ad on facebook page	
88. Charging for POS data	
89. Substitutions only at above grade/quality to original item	
90. Recycling fees paid	
91. Package size exclusivity	
92. For meat – free yield test	
93. Better placement in store – prime real estate	
94.	
95.	
96.	
97.	
98.	
99.	
100.	

Add more to the list as you think of them. No deal will contain all of them, but you should get at least 10-20.