

TERMS THAT MAY BE NEGOTIABLE

1. F.O.B. Terms
2. Better cash 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 (VMI)
14. Source marking
15. Pre-ticketing
16. Price maintained (long term price guarantees)
17. Fixtures
18. Packaging
19. Selling aids (merchandise tags, instruction sheets)
20. Promotional material (charge inserts, package stuffers)
21. National advertising tags on ads
22. Links on their web site to yours
23. Banner adds on their web site
24. They pay for banner adds on your web site
25. Vendor promotional program
26. Rebates (quantity discount over year-taken quarterly)
27. Private-label program
28. Sales salaries
29. Promotional goods
30. Programmed merchandising
31. Product liability insurance
32. Re-packing
33. Payment for space
34. Sample items for demonstration purposes
35. Allowance for manufacturing defects when you give to customer
36. Special dating
37. Advertising mats (glossies)
38. "On Memo" goods (consignment)
39. Free goods
40. In-store demonstrations
41. Return privilege
42. Warehousing discount
43. Stock-equalization program
44. Early-order discount
45. Guaranteed sale
46. Product-knowledge training
47. Sales training

48. Use of logo (and compensation for use in advertising)
49. Consolidated shipping discount
50. Exclusivity or first shot on new item
51. Payment for P.A. announcements
52. Mention in TV ads by manufacturer
53. Live models (Ready To Wear business)
54. Back-up orders
55. Long-term commitment discount
56. Manufacturer-paid spiffs
57. Partial shipments are pre-paid
58. Allowance for designing
59. House account (retailer gets sales commission)
60. Individual package or label design
61. Listing money (special promotions)
62. Testing in research lab paid by vendor
63. Free mannequins
64. New store discounts
65. Vendor pays for market trip to trade show
66. Charge back vendor for errors
67. Call vendor collect
68. Brand-name vendor pays for Yellow Pages ad
69. Pre-pack merchandise for individual ship-to's
70. Plan-o-gram assistance
71. Increasing volume discounts off invoice
72. Distribution discount (in addition to warehouse discount)
73. Market share information/market research
74. Size and/or color balancing
75. Free demonstration merchandise to be returned after use
76. Extended guarantee agreements for customers
77. Guaranteed turn performance
78. Guaranteed on-time delivery or automatic discount
79. Currency guarantee at today's, or lower, value on off-shore buy
80. Changes in government tax or policy covered by vendor
81. Pre-assembly allowance
82. Bilingual instructions (when required)
83. Credit and bill
84. Distribution discount
85. Free EDI software
86. Direct link to distribution system
87. Free web site development / link
88. _____
89. _____
90. _____
91. _____
92. _____
- 93.

Add more to the list as you think of them. No deal will contain *all of them*, but you should get at least *10 in any deal!*