

Australian Newsagency Blog

A blog on issues affecting Australia's small business newsagents, media and small business generally.

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October 09, 2007

Woolworths' vendor trading terms

While there is a considerable difference between a newsagency and Woolworths, take a look at the terms (discounts, rebates and the like) Woolworths listed as at two weeks ago:

Warehouse allowance
Distribution allowance
Quantity buy allowance
Ullage
Co-Operative allowance
Business volume rebate
National volume rebate
Tax
Freight
Standard deal I/O
Standard deal deferred
Promotional deal I/O
Promotional deal deferred
Settlement discount

These are the various rebates, discounts and allowances which could be paid by suppliers to Woolworths in return for them stocking product.

Newsagents have no such allowances, rebates or discounts in place except in the greeting card category and even then it is a flat rebate.

In the newspaper, magazine and greeting card categories, newsagents as a channel are more important than Woolworths yet I suspect their deals are far better. While one could argue that is because there is one account and a central management point, the in-store real-estate and labour investment by newsagents is far more significant.

Posted by mark at October 9, 2007 07:01 AM

Comments

Yes, "one could argue that this is because there is once account and a central management point" - but this wouldnt explain why independant supermarket groups (namely IGA and Foodworks) get access to many of these as well. They are structured a little differently to compensate for the nature of the supermarkets being 'independant', but that is to be expected.

If suppliers want newsagents to become more aggressive in their retailing and ditch bad habits they too need to change their ways. They cannot continue to refuse undertaking commercial practices that other industries widely use.

ABOUT THE AUTHOR



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Posted by: [Jarryd Moore](#) at October 9, 2007 10:58 AM

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