Letter of Credit:	40 %
Cash against documents:	23 %
Open A/C:	48 %
30 days:	29 %
60 days:	27 %
90 days:	9 %

A number of retailers stated that they look for the "best deal available". Clearly Letters of Credit are still an acceptable method of doing overseas business, BUT open account trading terms are clearly preferred. This aspect is discussed later in this report.

Question 14:How do you prefer product prices stated?

Again a number of retailers are prepared to accept prices quoted on a variety of bases, therefore percentages are not accumulative.

Ex-factory:	40 %
Ex US warehouse:	14 %
FOB:	25 %
Delivered yr store:	25 %
CIF:	17 %

Question 15:What payment discounts do you normally expect from suppliers?

Almost all respondents expressed an interest in discounts. Typical