

# Payment Term Negotiation for Bulk Orders

Dear [Supplier's Name],

I hope this message finds you well. As we prepare to place a substantial order of [Product Description] with your esteemed company, I would like to discuss the terms of payment.

Given the size of our order, we believe there is an opportunity to negotiate more favorable payment terms. Our proposed terms are as follows:

- Payment 30 days after delivery
- 10% discount on orders over [Specific Amount]
- Split payments: 50% upfront and 50% upon delivery

We value our partnership and are confident that together we can come to a mutually beneficial agreement. Please let us know your thoughts on the proposed terms and if we can arrange a meeting to discuss this further.

Thank you for your attention, and I look forward to your response.

Sincerely,  
[Your Name]  
[Your Position]  
[Your Company]  
[Your Contact Information]