

# *Pricing Approval Form and Process*

Customer Name \_\_\_\_\_

PFG Account Manager \_\_\_\_\_

PFG District Sales Manager \_\_\_\_\_

Date: \_\_\_\_\_

## 1. Details

Complete Account Form & Establish Customer Number  
Review Purchase History- 6 months to a Year

Date: \_\_\_\_\_

## 2. Cost

Return Pricing Structure Based on Heavy Use Items and  
Purchasing Velocity Report

Date: \_\_\_\_\_

## 3. Quality

Secure Samples or Key Items

Date: \_\_\_\_\_

## 4. Extra Savings & Cost Protection

Determine if any Products Qualify for Long Term Pricing or  
Manufacturer Discount

Date: \_\_\_\_\_

## 5. Shared Savings by Reducing Expenses

Terms and Delivery Options

Date: \_\_\_\_\_

## 6. Increase Sales & Profits

Schedule Meeting Regarding Additional Support