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When business owners make their way to the negotiating table, preparation is the key to success. That preparation comes in a variety of forms, including identifying their top priorities, understanding the suppliers' limitations and researching current retail prices. The best negotiators also know that working closely with their vendors can get them the best deals.

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Successfully working with vendors is key to truckstop operator's success. From negotiating contracts to vendor surveys, NATSO's website is full of vendor management resources.

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