

Pricing In The UK Office Supplies Market

You would think it was easy ?

“I want to get the best price I can for the office supplies that I buy”

Ladies and gentlemen, you are about to enter the mysterious, puzzling and complicated world of....the contract stationer.

The large contract stationer will tell you that they will give you the best price in the market for your core list of products.

The large contract stationer will tell you that they will give you a high percentage discount on the rest of the items in their catalogue.

The large contract stationer will tell you that because of their size they are able to offer the best prices in the market.

Surely it's a 'No-brainer' they win your business.....or do they?

They don't tell you that once they have won the contract they will do anything they can to move you away from the core list that they quoted on, often in the name of trying to find further savings or to try and get you to use 'Greener' products. The reality is that they are making more margin

They don't tell you that they will support their ludicrous core list pricing by increasing the manufacturers RRP, thus being able to offer a seemingly good discount, but in reality you will end up paying more!



“I've put the RRP up by 40% so that I can offer you an additional 20% discount...is that OK”

They will also not tell you that the buying power of international dealer groups rivals their purchasing power, meaning even a small dealer could 'outgun' them on price.

They won't tell you about the enormous operating costs that they carry, meaning that most accounts have to be run at least a 40% margin.

So is your choice quite so clear now ?



Bates Office Simple Honest Pricing

We try and make pricing as clear and transparent as possible.

Ideally we would like to do a full expenditure analysis, where we look at your total expenditure over any given period and quote a contract price against every item that you have used. We then at this stage make suggestions on alternative products, which would save you money.

We offer blanket discounts off of actual manufacturers RRP's, we do not inflate them to enable us to then offer more impressive sounding discounts.

We are a founding member of the Integra group, part of BPGI, who have a combined purchasing power of £14.5 billion, we can compete!

On paper it looked good.....but it was not until we realised the 'tricks' employed by some of the contract stationers and we moved to Bates Office, that we were able to actually save on what we were spending each year.

Neil Stirling
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