

## Quantity Discounts

### Local Offices Saving Money by Combining Orders

Leaders of Kansas extension districts say that they are saving money for their county programs by taking advantage of quantity discounts.

“Probably our best example is paper, labels, letterhead, envelopes,” said Carla Nemecek, director of the Southwind District in southeast Kansas. “We can order a larger quantity and with those larger quantity orders is usually a bigger discount.”

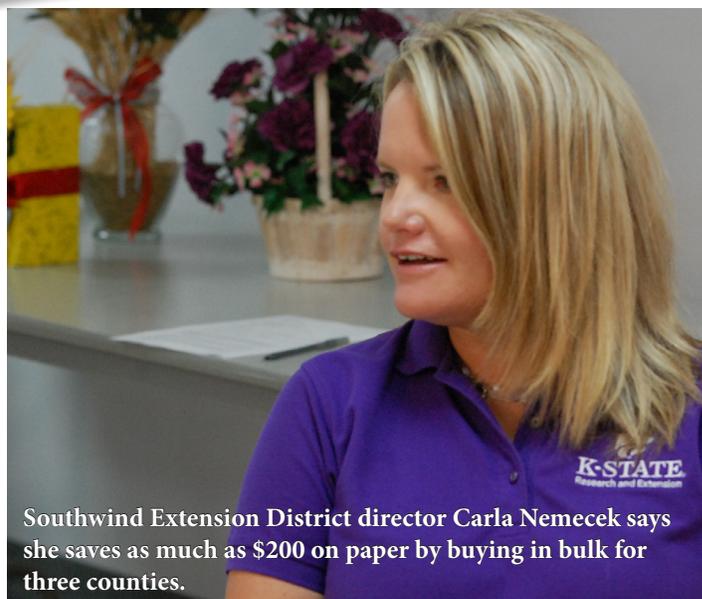
She notes that buying paper in bulk saves at least \$200 each time the district’s three counties place an order.

“As a county office, we didn’t have the space to house those larger quantities or the need for that much volume at one time and so now, we are able to distribute that among three counties and offer that savings as a district,” Nemecek said.

R. Scott Barrows, the director of the Golden Prairie District in northwest Kansas, notes that the savings often goes beyond office supplies. His office will purchase radon test kits, soil sampling kits and 4-H supplies in quantities that benefit the local counties.

“It really helps us in managing the 4-H [program] because of all the different camps that we go to,” he said.

In the River Valley District, located in northcentral Kansas, director John Forshee says, like the Southwind District, the four-county district has saved money by buying paper in bulk.



Southwind Extension District director Carla Nemecek says she saves as much as \$200 on paper by buying in bulk for three counties.

But Forshee notes that the district structure also helps to save money on such larger expenses as cars.

“We have been able to look at bidding with all of our local dealers, and have made some very good buys on vehicles,” Forshee said.

Nemecek said that as a district entity, the Southwind District qualifies for fleet discounts on car purchases. That can save her as much as \$2,000 when buying a car for the local program.

“That was one more discount applied to our purchase price from the vehicle that we purchased,” she said.

Nemecek noted that districts also often qualify for discounts on insurance; her district, for example, can carry one policy for all three county offices, and pay a smaller premium than they would for three separate insurance policies. The district also qualifies for general liability and public officials insurance at reduced costs.