

# Decorating supplies for your scheme

**If people are coming to your scheme to buy paint it is very likely they will also be in need of decorating supplies, such as brushes, rollers, trays, masking tape, sand paper and dust sheets. By stocking these items you will become a 'one stop shop' for your customers. It will ensure that these items are available to your customers at an affordable cost, whilst also adding a new income stream at your scheme.**

Many schemes in the network are already stocking decorating supplies. It is possible to purchase quality brushes at an affordable price. This allows schemes to sell them with a mark up to add income to the scheme, whilst also providing a good price for their customers.

There are a number of suppliers available. Some schemes find local companies that have competitive prices, but there are also companies working nationally who we have had good feedback about. These suppliers are detailed below. If you find other good suppliers do let us know so we can tell other schemes about them.

When ordering from a wholesaler, you should ask if you are eligible for a discount. They often have a price range within which they can sell a product for and may be able to apply a discount because you are a community organisation. Wholesalers will stock a range of brands and it's important to balance affordability with quality. Supplying poor quality brushes could lead to unhappy customers if the bristles fall out or provide a bad finish, which may affect your reputation. We'd previously recommended Lynwood brushes, who no longer have their own catalogue, but you are able to purchase their products from Pound Wholesale and Amazon.

## **TW Wholesale**

This independent company is based in Derbyshire but they deliver UK wide. We used them in 2013 to supply freebies for the 20th Anniversary and found them to offer very good customer service. They have an [online catalogue](#) and a wide range of DIY products. You can order online or call their sales hotline on 01283 558 313 between 7.30am - 5.30pm Monday to Friday and 7.30am - midday on Saturday.

It is worth mentioning that you are part of the Community RePaint network and explaining what your scheme does to see if they will give you a discount.

You do not need to buy in bulk, there is no minimum order and they can do next day delivery on all stocked items – they offer free delivery to the UK mainland on orders over £65\*. They have a small selection of brushes with a range of price points. They do have single brushes available from £0.71, roller and tray sets from £2.70 and 16 pc decorator starter tool kit from £32.95\*.

### **Pound Wholesale**

This company have over 25 years of experience working with pound shops and discount retailers. They stock more than 3,000 product lines. Within this they have a large range of decorating equipment which is available at competitive prices. They have an [online catalogue](#) showing their stock. In order to view prices and order you need to set up a trade account. This is a simple process, after completing a [short form](#) on their website they will approve the account. There is no set criteria for a trade account and all Community RePaint schemes and their host organisations should be eligible.

Once the account is approved you will be able to view prices and place an order. There is an introductory offer of a 5% discount for your first order. It is not possible to order single items e.g. most brushes come in multiples of 5, 12, 24 or 48, but there is no minimum order value. Any orders to the UK Mainland over £500\* are eligible for free delivery.

To give an indication of starting prices per unit (given that they are sold in multiples and the cost reduces with quantity), there are single brushes available at £0.25, a paint brush set for £0.60, roller and tray sets from £0.65 and dust sheets from £0.49\*.

### **Harris Brushes**

[Harris Brushes](#) can be a good option for affordable, quality brushes. We have had schemes develop good relationships with their Harris Brushes' representative. It is worth contacting them to discuss your organisation and needs to see what prices they can offer you. We would also recommend discussing point of sale resources. One of our schemes was given a Harris Brush stand which provides a very professional display in their retail area and gives customers confidence that they are buying a quality product.

### **Pricing your goods for sale**

It is relatively standard practice to add VAT to the products then double the price (or even treble it) to reach the retail price, but you can price however you wish – just make sure you recoup your costs (including any VAT and postage).

\* prices correct in April 2020, excluding VAT