# Philippe's Retail News: One Supplier or Ten?

November 2026 · Philippe Jeanneau

A store owner told me he'd spent the whole week in meetings with brands.

He still didn't know what to put on his shelves next year.

## From my desk today

He was running out of time.

Time to figure out what to do for next year. Time to organize his shelves. Time to decide what to offer his customers.

I told him two things.

First, you should never put all your eggs in one basket.

Second, simplification can be a blessing.

So we reviewed the Randmar assortment together. Our approximately 80 brands. Our 20,000+ SKUs.

He found a few new things he didn't know we carried. Which is fair: navigating 20,000 SKUs can be a challenge on its own.

Then we started talking about something most retailers never add up: the hidden savings of consolidating vendors.

## The retailer reality

Every supplier you add comes with its own little machine:

- A sales meeting.
- A purchase order.
- A minimum order, and a freight charge if you miss it. In Canada, most couriers charge about $16.50 for a small parcel, and $130 to $250 for a pallet, even if it isn't full.
- A delivery to receive and check.
- An invoice to process, and a payment to track.
- A returns process with its own rules.

Multiply that by ten, and you've got a part-time job nobody signed up for.

The paperwork alone isn't free. Ardent Partners puts the average cost to process a single invoice at $9.84 (USD), and the average processing time at 8.2 days.

*Source: Ardent Partners, The State of ePayables 2025.*

That's before anyone has sold a single product.

## Behind the scenes at Randmar

Here's what consolidating changes, by the numbers.

| Ten suppliers mean ten of everything | | |
|---|---|---|
| **For one order cycle** | **10 suppliers** | **1 supplier** |
| **Purchase orders to place** | 10 | 1 |
| **Deliveries to receive** | 10 | 1 |
| **Freight, if each ships a partial pallet ($130 to $250 per pallet)** | $1,300 to $2,500 | $130 to $250 for one mixed pallet |
| **Freight, if each ships one small parcel ($16.50 per parcel)** | $165 | One consolidated order, and sometimes free shipping |
| **Invoices to process** | 10 | 1 |
| **Invoice processing cost, at $9.84 each** | About $98 | About $10 |
| **Payments to track** | 10 | 1 |
| **Returns processes to learn** | 10 | 1 |

*Illustration based on one order cycle. Freight: typical Canadian courier rates, Randmar's experience (pallets are charged even when they aren't full). Invoice cost: Ardent Partners, The State of ePayables 2025 (USD).*

*What it means for you:* every supplier you consolidate removes a full set of tasks, every single time you order.

### What consolidating with Randmar looks like

- **Bigger orders, lower logistics costs.** One larger order costs less to ship than many small ones. Ten half-empty pallets from ten suppliers can cost you $1,300 to $2,500 in freight. One mixed pallet from us costs $130 to $250, and a bigger order can help you reach free shipping. The threshold depends on your client type, so ask us what applies to you.
- **Mixed pallets.** Multiple products and multiple brands on the same pallet. Clients who order by the pallet typically qualify for our most advantageous pricing.

- **Less paperwork.** One supplier, one invoice, one delivery.
- **Fewer payments to track.** One account to reconcile instead of ten.
- **Simpler returns.** One RMA process, started from the order page in your Randmar account.
- **One place for promotions.** Promotion information for all our manufacturers is centralized in the Randmar platform.

**What consolidating looks like in real life**

I pulled 90 days of orders for two of our top-performing resellers.

| **28 manufacturers. Around 1,000 products. One account.** | | |
|---|---|---|
| **Last 90 days** | **Reseller A** | **Reseller B** |
| **Manufacturers ordered from** | 28 | 28 |
| **Different SKUs ordered** | 964 | 1,285 |
| **Supplier accounts used to buy them** | 1 | 1 |

*Source: Randmar, invoice details for two of our top-performing resellers, August 10 to November 6, 2026.*

*What it means for you:* each of these resellers bought from 28 manufacturers and around a thousand different products, through one account. Without consolidation, that's 28 supplier relationships, 28 sets of minimums, 28 invoice streams and 28 returns processes to manage.

And consolidating doesn't mean putting all your eggs in one basket. Keep the direct relationships that matter most to you. Then let one partner handle the long tail of brands, so your time goes into your customers instead of your paperwork.

## My real point

Don't put all your eggs in one basket.

But don't spread them across so many baskets that you spend your week carrying them.

## Your quick win this week

List every supplier you ordered from in the last three months, and how much you bought from each. The small ones at the bottom of the list are where consolidating saves you the most time.

## Your turn

How many suppliers do you manage today, and how many do you really need?

*Randmar. Your growth is our business.*

**Philippe Jeanneau**, Business Development, Randmar
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