

Quote review: example RFQ batch

Eric Na · materialpricebook.com

You sent 11 quotes from Distributor A, Distributor B, and Distributor C. I compared each line against the distributor list pricing Material Price Book tracks. Here is where each one stands.

The good ones

- Distributor A's 12L14 round bar was 24% below the list tier for the order size.
- Distributor B's cut 6061 flat bar was 6% below list with cutting included.

I wouldn't spend time re-shopping either line.

One channel gap

Line	Website list price	Desk quote	Gap
2.25" RD 6061, 1 bar	\$446	\$705	58%

Distributor C quoted the same item and quantity in both channels. I would check its website before accepting the desk number.

One thing to watch

Distributor B's 4140 quote is normalized and tempered with a two-week lead. Distributor A's quote is annealed and available next day. The prices are not for the same offer until the print condition is confirmed.

The two I'd try

- Distributor B's 3" 6061 round. Its best one-bar quote is 31% above the order-size list price.
- The 4140 round after the required condition is confirmed. The two comparable delivered offers are 28% apart.

If either line is still open, I would re-bid the exact spec and current best price without sharing the shop's name.

Going forward

Bcc me on RFQs to your suppliers, or forward them right after you send them. I check the market while their quotes come in, so it adds no time on your end.