In-plants' Paper Buying

Strategies

Most Popular Papers

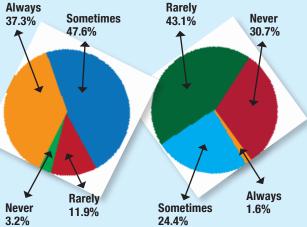
Once again cover paper tops the list as the most common paper purchased by in-plants.

bonnion paper parenasca by in plan	
Cover:	94.5%
Bond:	89.8%
Colored:	89.8%
Carbonless:	89%
Copier:	85%
Coated:	84.3%
Index:	82.7%
Uncoated:	76.4%
Label:	74%
Text:	65.4%
Offset:	59.1%
Laser:	57.5%
Pressure Sensitive:	56.7%
Wide-format:	56.7%
Recycled:	54.3%
Premium:	48.8%
Book:	41.7%
Multiple-use:	40.2%
Tag:	37.8%
Synthetic:	35.4%
Security:	28.4%
Magnetic Material:	23.6%
Inkjet:	20.8%
Light-weight:	15.8%
Roll-fed/Web:	3.2%

Our recent survey of in-plants about their paper-buying habits drew 127 responses. Cover paper is still the most popular paper purchased, with bond and colored paper right behind. Synthetic, security and laser paper purchases have gone up noticeably since our 2014 survey, while recycled paper has dropped in popularity. Study the charts below to learn more.

Brand Name Paper?

In-plants often specify ...Though their paper by brand name... customers do not.



Shopping Around

Most managers rely on multiple merchants to get the best paper deals.

More than one paper merchant:	74%
A single paper merchant:	24.4%
Office supply companies:	16.5%
Direct from mill:	5.5%
Retail paper store:	4.7%
Manufacturers' paper sample books:	3.9%
Online suppliers:	3.9%