



INK COLOR POLICY

Canyon State Box Ink Color Availability & Policy

In the corrugated box printing industry we use a color matching system that is different from what many art professionals who work with paper printing may be used to dealing with. Generally in paper printing, the Pantone Matching System® (PMS) is used, whereas in Corrugated Flexographic Printing, we use the Glass Container Manufacturers Institute (GCMC) color system.

While the current PMS system contains hundreds of colors, the current GCMC chart contains only 40 colors. The primary reason that corrugated printers use a color system that is limited by comparison is that corrugated paperboard is very inexpensive compared with the types of paper used in other printing professions, and therefore the paper itself varies greatly from paper mill to paper mill and even from order to order. These variations are due to the fact that most customers who buy boxes are concerned more with keeping box prices low than whether the paper is exactly the same shade of brown on every box. Because of the variations in the paper, ink colors printed on the paper will vary slightly with each order.

Most customers will find enough variety in the GCMC color choices to satisfy their requirements, however in the case that you don't like any of the stock colors offered, Canyon State Box has adopted the following ink PMS color policy: We will run orders using PMS ink colors, we will not guarantee an exact match, but we will guarantee the color will be very close to the color chart. Customers are always welcome to stand by at press side to approve or reject a color when we are running the order. When selecting a PMS or other specially mixed color the customer will be billed for the entire minimum quantity of ink that must be purchased (usually 5 gallons). This ink will be marked as the property of the customer who purchased it and then placed into inventory at Canyon State Box. The shelf life on the ink is normally 2 years, after that it will degrade to a point that it no longer prints the desired color properly. Usually, a five gallon bucket of ink will run anywhere from 20-30 orders of boxes. If the customer does not use up the ink in a timely manner, but instead it goes bad, and then at some point after that orders boxes again with the special color, then the customer will be billed for the next supply of ink and the process will start over again. If the customer orders boxes with the special color so often that the quantity of ink is used up before it goes bad on the shelf, Canyon State Box will purchase the next container of ink at our expense, and the process will start again with the same criteria. The price of the ink will vary depending on the color, anywhere from 200.00 to 300.00 per bucket, but customers will be billed at the exact price that Canyon State Box pays for the ink from the supplier. Ink prices can be quoted exactly before any order is placed.

This policy has been established to promote an ongoing alliance between Canyon State Box and our customers. This negates any need for us to artificially inflate the price of boxes with special colors in them to include the price of special inks. This is of great benefit to customers who will purchase boxes from us on an ongoing basis, as the customer does not have an upcharge buried into the price of the cartons that they end up paying for many times over.