

Many times we have to order paper for a job that we don't normally carry.

- Do you charge the customer for the entire order of the special order paper?
- What do you do with leftover special order paper after you've completed printing the job?
- What places to you use, if any, to sell leftover paper?
- Do you incentivize your customers to use house stock?

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- Do you charge the customer for the entire order of the special order paper? **yes**
 - What do you do with leftover special order paper after you've completed printing the job? **We run all stock and try to bill for overs**
 - What places to you use, if any, to sell leftover paper? **We do not use anyone**
 - Do you incentivize your customers to use house stock? **no**

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- Do you charge the customer for the entire order of the special order paper? **Yes we will charge for any paper ordered**
 - What do you do with leftover special order paper after you've completed printing the job? **If it going to be used again I will inventory it for the customer.**
 - What places to you use, if any, to sell leftover paper? **I do not do this.**
 - Do you incentivize your customers to use house stock? **We would show them a bid both ways.**

In the estimate I put the entire special order amount in the quote. If I have to order 500 sheets and the job takes 20 sheets I charge them the 500 sheets for the job. I'm not here to be paper merchant.

I keep the paper around for the next job or use it for slip sheets.

I dont use a scraper or job lotter because your going to get penny's on the dollar for the paper. Your better off using it for slip sheets.

I give them another quote at the same time with house stock to show the difference when you have full cartons in the other quote.

We'll charge customer for entire order, especially if we don't think the paper will be used up on another order.

If there is enough paper left over and we think there is a chance we'll use it, we'll inventory at 0 cost. If not, we'll toss it.

Our house stock is normally less expensive as we buy it in bulk.

- Do you charge the customer for the entire order of the special order paper?

A: Yes

- What do you do with leftover special order paper after you've completed printing the job?

A: inventory

- What places do you use, if any, to sell leftover paper?

A: none, hope to learn of sources

Do you incentivize your customers to use house stock?

A: yes, incentives vary widely

Honest answer is "it depends". If the client is likely to reorder on the same stock, we'll typically charge them for the whole carton and store what we don't use for next time and charge less (after having discussed this with them). If we don't have a good feel that it will be a reorder, we charge for the whole carton and recycle the remains, again, unless we have reason to believe we can use it for something else in the near future.

The only time we wouldn't charge them for the whole carton is if it's likely to be ongoing and we decide to start stocking it for them.

We do show the difference in cost for a specific stock vs our 'house' sheet. That's about all the incentive we offer...

We are a small shop.

If we have to order full cartons for an extremely small job (like a 150 run of wedding invites) we charge the client for the entire carton and give them the remaining paper if it's something we don't think we would use in next couple months.

We don't sell leftover paper.

If you are ordering a locally stocked mill size item, some Merchants will sell you broken carton quantities so you can order the exact quantity of paper you need for the job. Broken Cartons are more expensive than buying in full/even cartons or skids, but you won't have any extra paper left over. If you need a standard mill stocked size item not carried by your local Merchant, this item must be ordered in full/even cartons from their Mill Pool Trucks.

Additional delivery lead time and handling/freight costs may apply as well. Most will include this extra paper cost into the final print quantities to be produced. Some will keep the extra paper and hold for future use.

If it's a special making size or non-standard mill stocked item, then order minimums will apply. Depending upon the type of paper and quantity ordered, you can receive +or- % of ordered quantity as generally accepted Mill Terms.

Most will include this over/under as part of their quoted prices for printed pieces for this special order paper. Some will save the extra paper for a future re-print or use extra paper for another job.

There are very few places which you can sell small quantities of excess paper. IE: Less than 5,000 lbs. Most donate, recycle, or use for make ready stock. Merchants may take back unused paper if it's in original packing and condition. But it must be a stocking item which they can resell. A standard restocking and handling fee will apply.

"House Stocks" should be purchased in larger quantities of even Skids/Cartons to be used as need for jobs to be printed. Only the most popular sizes and weights are carried. Buying in these larger quantities should yield a lower price than just buying as needed. You'll need to decide your carrying costs vs. ordering as needed. But you may pass along these savings as an incentive for using your House Stock. Also assume a quicker turnaround time as well.

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- We try to charge the customer for the entire order of special order paper, but we often have paper left over
 - We try to sell the leftover special order paper, but often we end up scrapping it after a couple of years
 - We have not found any place to sell our leftover paper that gives us much more than recycling the paper. Sometimes we will donate our sheet paper to local schools and child care centers
 - We do not incentivize our customers to use house stock other than we can usually get better pricing on the paper we use on a routine basis

We try to allocate the entire roll to a customer order. We will quote the quantities to the customer in full roll quantities.

Should we need something special, we will try one of the resale houses: Case paper, Veritiv, etc.

Material Exchange provides a way for printers to sell their excess inventory. <https://materialexchange.io/>

I'm the former CFO of medium-sized specialty printer and this popped up more than we wanted to see. I left that job and started Material Exchange to solve this exact problem.

My Answers:

1. Many times we would charge the full cost of the material to the job if we knew there was no possibility to use the material in the future. However, this posed a tremendous risk of not winning the job as we ran a cost-plus pricing model.
2. Typically it would be sent back to the raw material warehouse and remain there until it was discarded after a couple of years aging.
3. You can use **Material Exchange** to sell excess inventory.
4. We would always try to move slow-moving inventory if possible.

Best,

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(Editor's note: Material Exchange is a GLGA member.)
