



Paper Purchasing

Should you purchase your own paper?



The notion of a customer providing his own paper to his printer sounds good, but it really can cause unforeseen problems, extra costs, and abnormal delays in your project.

Can you buy paper as cheaply as your printer?

- Hardly. Printers typically buy many times more paper than a publisher. Printers have long standing relationships with paper merchants and much more leverage.

If you furnish the paper, does it save Panaprint money?

- No. Keeping a separate storage area and a separate inventory system for special papers increases the handling costs for the printer.

What if you furnish paper and there is a problem with it?

- At a minimum, a problem with special paper means extra costs for separating, documenting, and returning the paper. It can also mean extra charges for lost press time, and delays in producing the publication.

Are fees added if you furnish your own paper?

- Yes. The printer would normally add the markup that he would have received by using stocked paper. Handling increases and risk for errors remains nearly the same. At Panaprint, if we did not have a markup on paper, we would have to increase our production charges to customers who furnish their own paper.

Do other printers add a markup on customer furnished papers?

- Some printers inflate the paper requirements so they can expect to have an appreciable amount left over to sell to other customers.

What if there is a paper shortage like has been seen in the past?

- At Panaprint, we have long-standing relationships with our paper providers. They have never let us down or overcharged us, even in the shortest of markets.

At Panaprint, we have good experience with our house papers, such as knowing which inks work best and how well it folds. We can suggest several house paper options that will fit within your budget.



You do not need to tie up your money in inventory or deal with the responsibilities that come with providing your own paper. We pledge to meet all of your paper needs with an adequate supply of quality papers at competitive prices.