

DISTRIBUTOR COST

TULSACK®

100% MADE IN USA
PAPER HANDLE SHOPPING BAGS



APRIL 1, 2024





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TERMS OF SALE

All costs in U.S. dollars. Terms net 30 subject to credit application and approval. We accept Visa and Mastercard. Ask your sales team for a credit card payment form.

CUSTOM BAG LEAD TIME

Lead times are subject to change. To ensure efficient operation & unit production, our booking structure is as follows:

- New/revised artwork lead time is 4-6 weeks from receipt of PO with vector art. Proofs must be approved on time to keep the original ship date.
- Exact repeat orders must be placed by the 20th of the month to guarantee shipping in the following month.
Example: An exact repeat placed by March 20th ships by April 25th.

ORDER CONFIRMATION

- Confirmations are sent for all orders. Signed approval & return fax/email is strongly encouraged. If we do not receive signed confirmation noting changes prior to production, we will proceed on the basis that our order entry is correct.
- Address changes made 5 business days after confirmation is sent will be charged \$25 per change

TERMS & CONDITIONS CONTINUED

GENERAL PRODUCT, SERVICE & COST INFORMATION

PLATE, FREIGHT & HANDLING CHARGES (PAGES 4 - 5)

- New brand does not include revised copy or additional bag sizes for print/brand run before. Applies only to new print name/brand not run by TULSACK within the prior 24 months. Changes requested to supplied art/proof are invoiced at cost.
- Prepaid plates earned under TULSAWARDS™ or any other program are owned by TULSACK. Upon Distributor request plates can be released subject to payment of invoice at a cost of \$210/plate.
- Shipments including 25M+ handle bags prepaid for one standard dock-to-dock truck shipment to Continental U.S. destination, and to Canadian points Winnipeg and East, consignee unloading.
- Charges for special delivery services are invoiced. Notification of these charges may not be possible if special services were not requested on the P.O. Such charges are invoiced separately.
- LTL accessorial charges for inside delivery and lift gate will be billed at \$98 per service.
- Consignee phone number is needed to prevent problems.
- We may request Customer account for air express shipments.
- All sales F.O.B. shipping point. If POD's are noted short/damage listing the number of cases/not pallets we can file claim on your company's behalf. If not signed for correctly, claims need to be filed directly with the carrier. Invoice will need to be paid in full either way.
- Split shipments may incur handling fees and delay the shipment up to 3 business days.
- Produced orders awaiting complete shipping instructions and/or customer pickup execution are subject to warehousing fees.

PLATE/SLUG CHANGE

1C plate/slug change Custom In-Line Flexo, without tight register for \$150/slug, plus plate cost.
Minimum's per change apply.

ART CHARGES

Estimates are provided for approval before work is done. To avoid re-creation fees or reproofing fees, send camera-ready/vector art set up on a template and follow the art guidelines.

STANDARD & OPTIONAL TWISTED PAPER HANDLES

- Natural Kraft or White Kraft handles standard with corresponding paper.
- See page 6 for handle color chart & optional handle costs. Black, Navy Blue, Red, W. Beige, Natural and White handles at no additional cost.

PROOFS & INK DRAWDOWNS

- Proofs are sent for all orders with new or revised art.
- No custom ink match charge.

PROOF APPROVAL FORM

Signed proof approval form must be returned before production. Approvals are binding. No credits or returns for any element in accordance with approvals.

ZERO PERCENT OVER & UNDER RUN

Except for items with non-standard materials such as colored handles, orders are run to exact quantity ordered.

TULSACK PRINT BRAND ACCOUNT PROTECTION

- When sending a custom order to TULSACK, you do so with the confidence that the time, effort and investment in securing it are respected - and protected. We will not produce that brand for another Distributor without your release to do so. Print Brand Account Protection is extended to current Customers in good standing.
- If you send an order to TULSACK that is protected for another Distributor we will immediately make you aware of that protection. If you direct us to, we will seek a release from the protected Distributor. If granted, we will produce the order for you. Please note that once released, a protected brand does not qualify for new brand benefits. It is not a new brand print. Future orders from the releasing Distributor will be accepted.
- Print Brand Account Protection is void after 18 months of inactivity; immediately if brand moved away from TULSACK; and/or business activities between our companies cease.
- In the interests of velocity and fairness to all parties, if we do not have a reply to the release request within 3 business days, we will assume there is no objection and the brand is released.

SERVICE AFTER THE SALE

We do our best to get it right the first time. We are not perfect. If we make a mistake we will make it right. Please contact your Tulsa based Sales Support Team immediately whenever you believe there is a problem.

MAIN OFFICE & FACTORY CONTACT INFORMATION

- | | |
|--|--|
|  10405 E. 55 TH PLACE
TULSA, OK 74146 |  orders@tulsack.com |
|  T 800-228-1936 |  tulsack.com |
|  F 888-473-3224 | |

CUSTOM IN-LINE FLEXO PRICING • US\$ PER M BAGS

PRICING BELOW IS THE SAME FOR 1-3 COLORS DEPENDENT ON INK COVERAGE.

		PREPAY & ADD FREIGHT			DELIVERED			
TWISTED PAPER HANDLE		6M	12M	12M	25M	25M	50M	50M
☞ Top sizes in foodservice		0 - 49% INK COV.	0 - 49% INK COV.	50% + INK COV.	0 - 49% INK COV.	50% + INK COV.	0 - 49% INK COV.	50% + INK COV.
5.5 x 3.25 x 8.5 250/case	63# Natural Kraft	390	312	325	286	292	272	279
	60# White Kraft	458	343	358	303	310	288	295
5.5 x 3.25 x 13 ☞ 250/case	63# Natural Kraft	406	324	339	297	304	282	289
	60# White Kraft	477	357	373	313	319	298	303
8 x 5 x 10.25 ☞ 250/case	63# Natural Kraft	435	348	363	306	313	292	298
	60# White Kraft	511	383	400	329	334	313	318
10 x 5 x 13 ☞ 250/case	63# Natural Kraft	480	384	395	351	356	334	339
	60# White Kraft	564	423	436	371	377	353	359
10 x 7 x 12 ☞ 250/case	63# Natural Kraft	507	405	418	365	370	347	352
	60# White Kraft	608	456	471	390	395	370	376
13 x 7 x 13 ☞ 250/case	63# Natural Kraft	519	416	428	378	387	360	368
	65# White Kraft	623	467	482	418	425	398	404
13 x 7 x 17 ☞ 250/case	63# Natural Kraft	572	458	472	417	424	396	403
	65# White Kraft	687	515	531	465	473	443	449
14.5 x 9 x 16.25 ☞ 200/case	63# Natural Kraft	649	518	531	479	485	456	462
	65# White Kraft	796	597	612	530	537	505	511
16 x 6 x 12 250/case	63# Natural Kraft	541	432	447	393	399	374	379
	65# White Kraft	665	498	515	436	443	414	421
18 x 7 x 18 200/case	63# Natural Kraft	657	526	538	478	484	454	461
	65# White Kraft	808	605	620	538	546	512	518

PLEASE CONTACT TULSACK SALES FOR 100M+ PRICING.

ALL ORDERS ARE PRODUCE & SHIP. ORDERS SHIP ONCE PRODUCED, UNLESS GROUPED WITH OTHER ORDERS FOR FREIGHT SAVINGS. SEE PAGE 3 FOR MORE INFORMATION.

HANDLE COLORS

- Natural or White handles standard with corresponding paper type.
- See page 6 for optional handle colors and upcharge costs.
- **Black, Navy Blue, Red or W. Beige handles at no additional cost.**



FREIGHT COST GUIDE FOR IN-LINE FLEXO

ART & PLATE COST ON PAGE 5

	TULSAWARDS™ Member	Non-Member
• New brand* Custom In-Line Flexo bags to 1 location dock to dock.	\$0	Prepay & add
• 25M+ combined/assorted, custom, 1 location, dock to dock prepaid.	\$0	\$0
• Less than 25M, other than new brand Custom In-Line Flexo printed.	Prepay & add	Prepay & add
• Custom items <u>do</u> combine to earn 25M prepaid DLVD freight.		
• Custom items <u>do not</u> combine for column pricing.		
• Prepaid DLVD freight covers one standard service shipment, dock delivery if LTL/TL, Continental U.S./Canada Winnipeg & East.		
• Special service/accessorial charges will be invoiced and must be paid in full to keep account current.		
For a complete menu of TULSAWARDS™ Member Benefits & new Member enrollment, visit tulsack.com		

* New brand only applies to NEW print name/brand not run by Tulsack within the prior 24 months. Does not include revised copy or additional bag sizes for print/brand run before.

CUSTOM IN-LINE FLEXO PRICING • US\$ PER CS

PRICING BELOW IS THE SAME FOR 1-3 COLORS DEPENDENT ON INK COVERAGE.

		PREPAY & ADD FREIGHT			DELIVERED			
TWISTED PAPER HANDLE		6M	12M	12M	25M	25M	50M	50M
Top sizes in foodservice		0 - 49% INK COV.	0 - 49% INK COV.	50% + INK COV.	0 - 49% INK COV.	50% + INK COV.	0 - 49% INK COV.	50% + INK COV.
5.5 x 3.25 x 8.5 250/case	63# Natural Kraft	97.50	78.00	81.25	71.50	73.00	68.00	69.75
	60# White Kraft	114.50	85.75	89.50	75.75	77.50	72.00	73.75
5.5 x 3.25 x 13 250/case	63# Natural Kraft	101.50	81.00	84.75	74.25	76.00	70.50	72.25
	60# White Kraft	119.25	89.25	93.25	78.25	79.75	74.50	75.75
8 x 5 x 10.25 250/case	63# Natural Kraft	108.75	87.00	90.75	76.50	78.25	73.00	74.50
	60# White Kraft	127.75	95.75	100.00	82.25	83.50	78.25	79.50
10 x 5 x 13 250/case	63# Natural Kraft	120.00	96.00	98.75	87.75	89.00	83.50	84.75
	60# White Kraft	141.00	105.75	109.00	92.75	94.25	88.25	89.75
10 x 7 x 12 250/case	63# Natural Kraft	126.75	101.25	104.50	91.25	92.50	86.75	88.00
	60# White Kraft	152.00	114.00	117.75	97.50	98.75	92.50	94.00
13 x 7 x 13 250/case	63# Natural Kraft	129.75	104.00	107.00	94.50	96.75	90.00	92.00
	65# White Kraft	155.75	116.75	120.50	104.50	106.25	99.50	101.00
13 x 7 x 17 250/case	63# Natural Kraft	143.00	114.50	118.00	104.25	106.00	99.00	100.75
	65# White Kraft	171.75	128.75	132.75	116.25	118.25	110.75	112.25
14.5 x 9 x 16.25 200/case	63# Natural Kraft	129.80	103.60	106.20	95.80	97.00	91.20	92.40
	65# White Kraft	159.20	119.40	122.40	106.00	107.40	101.00	102.20
16 x 6 x 12 250/case	63# Natural Kraft	135.25	108.00	111.75	98.25	99.75	93.50	94.75
	65# White Kraft	166.25	124.50	128.75	109.00	110.75	103.50	105.25
18 x 7 x 18 200/case	63# Natural Kraft	131.40	105.20	107.60	95.60	96.80	90.80	92.20
	65# White Kraft	161.60	121.00	124.00	107.60	109.20	102.40	103.60

PLEASE CONTACT TULSACK SALES FOR 100M+ PRICING.

ALL ORDERS ARE PRODUCE & SHIP. ORDERS SHIP ONCE PRODUCED, UNLESS GROUPED WITH OTHER ORDERS FOR FREIGHT SAVINGS. SEE PAGE 3 FOR MORE INFORMATION.

HANDLE COLORS

- Natural or White handles standard with corresponding paper type.
- See page 6 for optional handle colors and upcharge costs. 12M Min. per size/item.
- **Black, Navy Blue, Red or W. Beige handles at no additional cost.**



PROOF, PLATE & ART COST GUIDE FOR IN-LINE FLEXO

FREIGHT ON PAGE 4

	TULSAWARDS™ Member	Non-Member
• New brand* Custom In-Line Flexo plate(s) with one initial proof per color/per bag size.	\$0	\$210
• Revised Custom In-Line Flexo print per plate with one initial proof/per bag size.	\$150	\$210
• Bottom logo master set-up, one time charge, original or revised.	\$80	\$95
• Each revised set-up & PDF proof / Each revised set-up & folded bag proof.	\$40 / \$60	\$50 / \$70
• Additional and/or subsequent proofs invoiced at cost.		
• Re-creation fees will apply if art is not vector. Fees may apply if art is not correctly set up on templates.		
• Plate and art charges incurred prior to cancellation of an order are invoiced immediately upon cancellation.		
For a complete menu of TULSAWARDS™ Member Benefits & new Member enrollment, visit tulsack.com		

**New brand only applies to NEW print name/brand not run by Tulsack within the prior 24 months. Does not include revised copy or additional bag sizes for print/brand run before.*

PACKAGING GUIDE

FOR WAREHOUSE & DISTRIBUTION PLANNING. CAN VARY WITH MILL BASIS WEIGHT AND CALIPER TOLERANCE

Shopping Bags	cs pack	Lbs. /Cs NK WK	Package Dimensions L" x W" x H"	Cube' /Pkg	Case	Unit Bags	Pallet Height"	Lbs. /Pallet NK WK	Tie x High /Pallet	Full Truck Qty
5.5 x 3.25 x 8.5 250/case		15 14	13.25 x 12.00 x 20.00	1.84	48	12,000	90	810 762	12 x 2 12 x 2	312M
5.5 x 3.25 x 13 250/case		18 17	17.75 x 12.00 x 20.00	2.47	32	8,000	90	667 634	8 x 2 8 x 2	208M
8 x 5 x 10.25 250/case		25 24	24.38 x 14.00 x 11.50	2.27	42	10,500	91	1,140 1,098	6 x 3 6 x 4	273M
10 x 5 x 13 250/case		31 30	21.50 x 18.00 x 12.00	2.69	42	10,500	94	1,392 1,350	6 x 3 6 x 4	273M
10 x 7 x 12 250/case		34 32	21.50 x 18.00 x 12.00	2.69	42	10,500	94	1,518 1,434	6 x 3 6 x 4	273M
13 x 7 x 13 250/case		34 35	20.00 x 16.00 x 15.50	2.87	36	9,000	100	1,314 1,350	6 x 3 6 x 3	234M
13 x 7 x 17 250/case		45 46	21.50 x 18.00 x 15.50	3.47	30	7,500	103	1,440 1,470	5 x 3 5 x 3	195M
14.5 x 9 x 16.25 200/case		41 42	20.00 x 16.00 x 15.50	2.87	36	7,200	100	1,566 1,602	6 x 3 6 x 3	187.2M
16 x 6 x 12 250/case		38 39	22.50 x 16.75 x 17.25	3.76	25	6,250	97	1,040 1,065	5 x 2 5 x 3	162.5M
18 x 7 x 18 200/case		43 44	23.25 x 18.75 x 14.00	4.23	24	4,800	94	1,122 1,146	4 x 3 4 x 3	124.8M

- LTL and TL shipments are palletized and stretch wrapped. Pallets standard 40 x 48.
- Packaging is sized to avoid oversized classifications

OPTIONAL HANDLE COLORS FOR CUSTOM IN-LINE FLEXO BAGS

GROUP 1 HANDLES - NO UPCHARGE • NO MINIMUM PER SIZE/ITEM

	Natural Kraft		5 - Red # 186U
	White Kraft		8 - Navy Blue # 289U
	3 - W. Beige # 468U		12 - Black



GROUP 2 HANDLES - UPCHARGE AT \$30/M • 12M Min per size/item

GROUP 2 HANDLES ARE SPECIAL ORDER ITEMS THAT WILL BE ORDERED IMMEDIATELY. SHOULD THE ORDER BE CANCELLED, TULSACK WILL BILL FOR THE HANDLE MATERIAL.

	1 - Steel Grey # 432U		4 - KY Blue # 286U		15 - Manila # 155U
	2 - Lavender # 2587U		6 - Cranberry # 1955U		18 - Purple # 261U
	7 - Hunter Green # 350U		10 - Yellow # 108U		22 - Chocolate # 477C
	9 - Ocean Blue # 300U		11 - Copper # 7593U		20 - Process Magenta U
	13 - Orange # 151U		16 - Xmas Green # 348U		21 - Fuchsia # 227U
	14 - Ivory (Off White)		19 - Citrus # 395U		17 - Xmas Red 187C

TULSAWARDS™ Customer loyalty program continues to deliver strengthened and added benefits to Distributor Sales Rep and Company Members, including:

- **TULSAQUOTE™**
Provides online pricing for all products.
- **Prepaid Plates and Freight**
On initial production run of **New brand*** Custom In-Line Flexo printed handle bags.
- **Preferential Cost**
For proofs and plates.
- **TULSATRACK™**
Enables 24/7/365 access to status of all open orders plus the prior two weeks shipments with carrier tracking information.
- **Daily Email Shipment Confirmation**
Sent to the Sales Rep Member associated with each custom order and the primary purchasing contact for your company.

Please "white list" tulsatrack@tulsack.com to avoid missing any emails.
- **Sample Express**
Fastest method to get samples.
- **Print History**
Tool provides Distributor Sales Rep Members with prior 24 months of custom booking history.

Distributor Sales Rep Members see only their own orders. Primary purchasing contact sees all Company orders.

**New brand only applies to NEW print name/brand not run by Tulsack within the prior 24 months. Does not include revised copy or additional bag sizes for print/brand run before.*

QUICK PRODUCT & SIZE GUIDE

ALL SIZES AVAILABLE IN RECYCLED NATURAL KRAFT & WHITE PAPER • HANDLE COLORS COORDINATE WITH PAPER STOCK

 While used widely in all market segments, these sizes are top sellers in foodservice carryout.



#3

5.5 x 3.25 x 8.5



#14

5.5 x 3.25 x 13



#4

8 x 5 x 10.25



#12

10 x 5 x 13



#17

10 x 7 x 12



#11

13 x 7 x 13



#7

13 x 7 x 17



#9

14.5 x 9 x 16.25



#2

16 x 6 x 12



#6

18 x 7 x 18

QUICK PRODUCT GUIDE BY SIZE NUMBER

	3	14	4	12	17	11	7	9	2	6
Custom In-Line Flexo Natural Kraft • 100% Recycled • Min 95% Post Consumer	•	•	•	•	•	•	•	•	•	•
Custom In-Line Flexo White Kraft • 40% Recycled • Min 40% Consumer Recycled Fiber	•	•	•	•	•	•	•	•	•	•

IN-LINE FLEXOGRAPHIC PRINTING & BAG MAKING

Flexography is a relief printing process using photopolymer plates that are .112 thick. In many respects flexo is like printing with rubber stamps. Our printing is done in-line with the bag making. Rolls of paper are unwound into the machine, printed up to three colors, handles applied, side folds formed and seam glued, individual bags are cut away from the web of paper, bottom folded and pasted, and the finished bag is packaged for shipment.

DESIGN TEMPLATES & BAG PROOFING

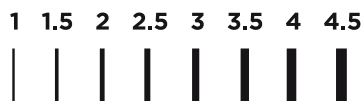
- Unless the design is simple and no more than one spot print, the designer should have a template before starting the artwork.
- Each bag size has its own template. Please visit Tulsack.com to download the templates.
- **PLEASE NOTE: AN ART FEE WILL BE APPLIED WHEN ART IS NOT SENT ON TEMPLATES.**
- All new and revised jobs are proofed. New jobs will receive a hand-folded color proof on the actual paper type.
- Revised jobs will receive a paper proof and/or pdf for approval.
- The hand-folded bag is to be viewed for **logo size & positioning only**.
- Colors on the proof are an approximation, the ink drawdowns attached to the proof will show the true ink colors used on press.
- When choosing ink colors, use uncoated colors from the PMS book. Coated colors cannot be achieved on natural or whitepaper.
- Proofs show actual screens to be printed before press gain.
- Alternative proofs may be furnished when tight register and/or complicated trapping of multiple colors is involved.
- **BAG PROOF APPROVAL IS NEEDED BEFORE PRODUCTION.**

FILE REQUIREMENTS

- Adobe Illustrator or high resolution PDF file with original vector art preferred.
- Fonts outlined or fonts provided.
- High quality images (300 DPI) embedded or linked and provided.
- **ALL SUPPLIED PRODUCTION MATERIALS ARE SUBJECT TO REVIEW FOR QUALITY AND SUITABILITY IN OUR PROCESS.**

LINE WEIGHT AND FONT REQUIREMENTS

- Minimum positive printing line width: One (1) point
- Minimum reverse printing line width: Two (2) points
- Minimum positive printing type size: smallest letter should measure .07" in height.
- Minimum reverse printing type size: smallest letter should measure .09" in height.
- Examples below illustrate how different fonts with the **same point value** can have varying heights of their smallest letter.

• POSITIVE PRINTING LINE WIDTH BY POINT SIZE

• REVERSE PRINTING LINE WIDTH BY POINT SIZE

• POSITIVE PRINTING TYPE SIZE BY POINTS AND SMALLEST LETTER HEIGHT SHOWN WITH TWO DIFFERENT FONTS
Font: Arial

10pt 123 ABC abc smallest letter is .07"
 14pt 123 ABC abc smallest is .1"

Font: Times New Roman

11pt 123 ABC abc smallest letter is .07"
 15pt 123 ABC abc smallest is .1"

• REVERSE PRINTING TYPE SIZE BY POINTS AND SMALLEST LETTER HEIGHT SHOWN WITH TWO DIFFERENT FONTS
Font: Arial

12pt 123 ABC abc smallest letter is .09"
 16pt 123 ABC abc smallest is .12"

Font: Times New Roman

14pt 123 ABC abc smallest letter is .09"
 18pt 123 ABC abc smallest is .12"

These guidelines are subject to review with serif typefaces, designs with areas of broad solid coverage and small type in the same color. Type/line may need to be larger and/or bolder. Think big for visual merchandising. Promote the brand to everyone who sees the bag, it is a *Walking Billboard*.

TRAPPING & MISREGISTRATION

- Wherever two colors meet, a minimum of 4.5 points (1/16") is required to trap the colors. Where two colors are adjacent and do not touch, there should be a minimum of 4.5 points of space between them. As you can see in the example below when the two colors overlap a third color may appear, this applies with solids or with screens.
- During printing plates could shift leading to a potential misregistration between the colors. Worst case scenario is 1/16" up or down between plates. Below is an illustration showing a potential misregistration of a two color print.



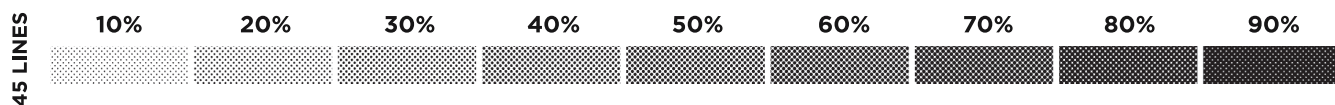
Example to show art with 1/16" trap



Example to show potential 1/16" misregistration between colors

SCREENS AND HALFTONES

- The line screen used in our process is 45 LPI with the % embedded in the file. The coarse screen is not apparent from typical viewing distance and insures the cleanest possible dot reproduction. Due to the differences between how wide web flexo and offset litho reproduce screens and halftones, we request the opportunity to review the design as early in the planning process as possible to provide specific art direction.
- Halftones must have strong contrast between manually selected screen values of the same color. Subtle tone variations will not reproduce. Please have the artist contact us before going very far with a design using halftones and screens. We're happy to supply printed bag samples with halftones upon request.



STANDARD BOTTOM LOGOS

- NATURAL KRAFT (#2NK, #4)

This bag is made with a minimum of 95% post consumer material and is 100% recyclable. Please reuse or recycle.
NK



- WHITE KRAFT (#2WK, #4)

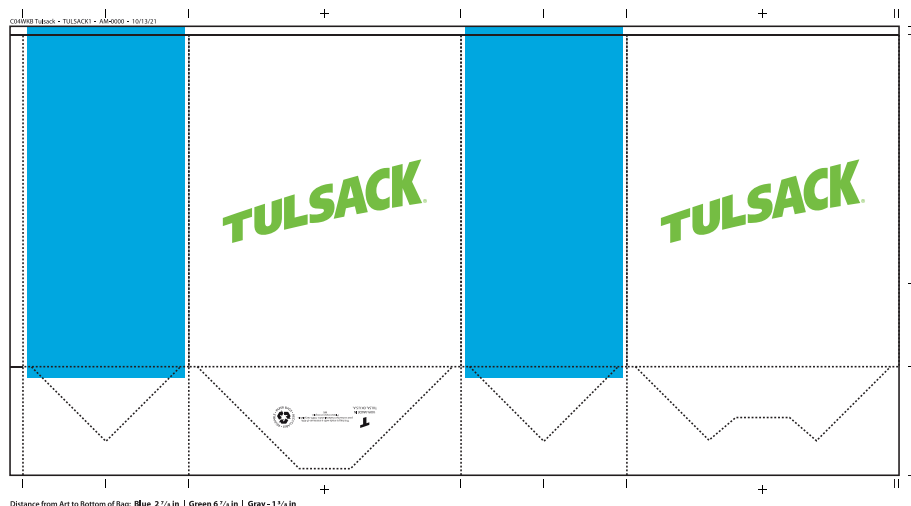
This bag is made with a minimum of 40% post consumer material and is 100% recyclable. Please reuse or recycle.
WK



- TULSACK LOGO (#5)
(Only added upon request)

T
100% MADE IN
TULSA, OK U.S.A.

BAG EXAMPLE



100% MADE IN USA



TULSACK®
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800-228-1936
TULSACK.COM