



2024 DISTRIBUTOR INFORMATION

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VALUE ADDED SERVICES

WEBINAR TRAINING SERIES



Learn more about how Discount Labels is supporting our partners by joining one, or all, of our monthly training sessions. We have built a panel of experts who will lead each of the following sessions.

- Discount Labels Capabilities
- Marketing and Sales Tools
- How to Promote Labels to your Customers
- New Products
- And More

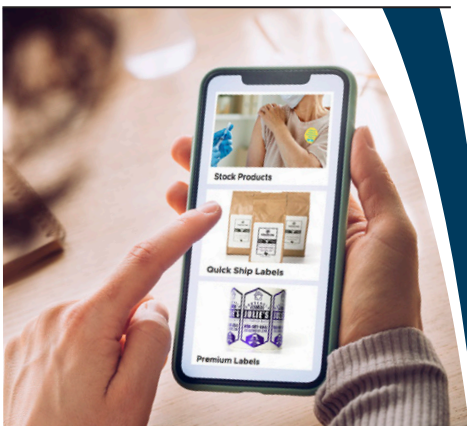
DESIGN SERVICES



Need help designing or making changes to label art? Use our Design Services.

- Available to you and your customers
- Affordable hourly rate
- Talented, professional designers to help build and enhance any brand or product

ONLINE SERVICE



DiscountLabels.com is the fastest way to place an order, get a quote or to check your order status.

- 24/7 service
- Place reorders in a few clicks
- Pay at check out with a credit card
- \$9.95 Flat Rate Shipping for online orders shipped in the contiguous U.S.

FREE SALES TOOLS



We offer FREE samples, an unbranded Label Catalog and a wide range of support tools to help you sell labels!

- Unbranded catalog
- Unbranded sales sheets and samples
- Unbranded vertical market sales sheets and samples
- Die lines
- Label images
- Labels University training videos

HIGH END FINISHES



We strive to bring our Trade Only Partners the best in label finishing technology.

- UV Ink and Varnish
- Cold and Hot Foil Imprint
- Tactile Vanish
- Soft Touch Lamination
- Spot Varnish

ORDER SERVICES

▼ HOW TO SUBMIT YOUR ORDER

Web - Log onto DiscountLabels.com to submit your order online for maximum speed and efficiency.

Email - Email orders and artwork to art@discountlabels.com. You will receive an immediate confirmation once your order is received.

Phone - Call 800.995.9500 to place an order or to get label expertise.

Fax - Fax your order to 800.995.9600. We'll receive your order instantly and begin production.

Mail/Overnight - Send your order via USPS or your preferred overnight carrier to:

Discount Labels
4115 Profit Court
New Albany, IN 47150

CONFIDENTIAL DEALER INFORMATION

Remove from your catalog and file for reference CAT. NO. 24

▼ ADDITIONAL LABEL UPCHARGES (Catalog Quantities) Custom quote upcharges may vary. Upcharges with an asterisk (*) include an additional \$5.00 for you.

ARTWORK SERVICE

Artwork clean up and manipulation: **\$30.00** per every 30-minute increment. We will advise you before any artwork service is initiated.

BLEED - \$30.00*, 24-hour turnaround

Add this charge when the ink on your label goes to the edge of your label. Check plant for availability on some laser label dies and special shapes.

CHANGES OR CANCELLATIONS

Before proof/plates - No Charge

After PDF proof - \$15.00

After plates - Plate charges will apply

After press proof - Press proof charges will apply

After full order has been printed - Full amount will apply

COLOR MATCH - \$45.00*

We can print any color from the most recent version of the PANTONE MATCHING SYSTEM®. You will need to provide the PANTONE® number or a color swatch for us to match. We will match the coated version on all stocks except EDP, laser labels and computer labels unless

otherwise specified. Color matches are guaranteed within a shade lighter or darker than your chosen color. PANTONE® and other Pantone, Inc. trademarks are the property of Pantone, Inc.

COMBINED ORDERS

Orders may be combined for quantity pricing when they are the exact same shape and dimensions, and are ordered at the same time. The following charges will apply:

COPY CHANGE: \$20.00*

PROCESS COLOR COPY CHANGE: \$25.00*

INK CHANGE: \$20.00*

EMBOSSED COPY CHANGE: \$25.00*

PAPER CHANGE: \$20.00*

FOIL IMPRINT COPY CHANGES: \$25.00*

FOIL IMPRINT INK OR PAPER CHANGES: \$20.00*

Note: Combining orders may affect turnaround. See product page for minimum quantity per copy.

PROOFS

Turnaround does not begin until proof is approved.

- **PDF PROOF: \$15.00*** charge. **\$10.00*** charge to change copy or layout after proofing on spot color orders. **\$20.00*** for

CMYK orders. 24-hour turnaround. Proof sent via email.

• PRESS PROOF:

Standard Label - \$40.00*

Additional Inks - Add \$15.00* each

Lamination - Add \$15.00*

Laser Labels - Add \$45.00*

Foil Imprint/Embossed Labels - Add \$45.00*

Process Color Label - starts at \$40.00*

Process Color + Foil - Add \$45.00*

Press proofs may be provided uncut. If you need a finished, cut press proof, additional charges may apply. All press proofs are sent via expedite service. If copy or layout changes are needed after the proofing process is complete, another press proof charge will apply.

▼ HELPFUL LABEL INFORMATION

ADDED VALUE - NO CHARGE

- **ARTWORK ENHANCEMENT (Minor)**
- **TYPESETTING (Up to 10 lines)**
- **PRINTING PLATES**

ADHESIVES

Permanent adhesive is supplied on all orders unless otherwise specified. Special adhesives are available. Note: For best adhesion, apply labels at room temperature to any clean, dry, oil-free, non-textured, non-coated surface. We will gladly supply stock samples for trial at no charge. Litho and gloss not recommended for adhesion to vinyl products.

BLANK LABELS

Deduct **30%** from the catalog base price for BLANK labels.

LABELS TO BE TYPED ON

Only fluorescent, EDP, or litho label stocks can be readily typed or written on. Tinted label stock, foil and weatherproof labels do not accept typing.

LONG RUNS

We can be very competitive on long runs, up to millions of labels. However, for you to be competitive after adding your profit to our net prices, you should consider adding from 15% to 35% maximum.

PRINTING MARGINS

Our standard print margin is 1/8" from all edges. Please remember this when you are creating your artwork.

SCREENS

Spot color screens will be produced at 133 lines per inch (LPI) with a minimum tint of 2% up to 80% with a 60° angle. Process color screens at 150 LPI. We prefer that you provide a solid for

us to screen. **Extended Life Durable Decals** are produced at 85 LPI.

TERMS

Terms are Net 30 days. A 2% monthly finance charge is added to accounts over 30 days. When an account is 60 days old, we will not accept new orders. When an account is 90 days old, the account could be referred to a collection agency. Please honor our good faith and trust by keeping your account current. (All payments made in U.S. funds.)

- **CASH or CREDIT CARD:** We accept VISA, MASTERCARD, AMERICAN EXPRESS and DISCOVER.

Provide a credit card number with expiration date at the time of order. If you prefer to send a check, mail your order with a check for the full amount, including shipping and handling. Please call us for the published shipping and handling charges or take advantage of our flat rate shipping option for catalog orders.

- **OPEN ACCOUNT:** You will be invoiced each time an order ships. Orders are billed appropriate shipping and handling rates. You will receive Overnight Express Delivery on label catalog orders.

SHIPPING OPTIONS

- **Flat Rate: \$9.95** for online catalog label orders and **\$12.95** for label catalog orders placed by phone, fax, or email
- **Overnight Express:** Overnight delivery at grounds service rates via FedEx or UPS. Alaska, Hawaii and Puerto Rico ship 2nd Day service.
- **Dropship:** We will ship your order directly to your customer, under your name and address. If your order is being shipped to more than 2 locations, a **\$2.50** charge will apply for the 3rd address and each additional address.

- **Third Party Billing:** We will ship orders and bill to a third party account upon your request. Handling fees do apply. Delivery time may be affected by carrier pick up time. Please provide name and address for third party account numbers.
- **Custom Quote Orders:** Orders that fall outside of our standard catalog offering will ship via Ground Service unless otherwise specified. Actual shipping rates apply.

HOURS

Order Processing Department or Quote Department: Monday - Friday, 8:00 a.m. - 5:00 p.m. EST
Customer Service Department:
Monday - Friday 8:00 a.m.- 5:00 p.m. EST
DiscountLabels.com: Open 24/7/365

ERRORS

We hope you understand that mistakes sometimes happen. If the error is our fault, we will reprint your order immediately at no charge. However, Discount Labels will not be responsible for damages arising from the use of our product in excess of actual replacement cost of the product.

UNACCEPTABLE COPY/COPYRIGHT

We reserve the right to refuse an order which includes profanity or material we consider to be offensive. When orders are manufactured to the customer's specifications, the purchaser agrees to assume any liability resulting from actions or demands brought against us for patent or copyright infringements.

We reserve the rights to use all products in our advertising and displays unless otherwise specified in writing at the time of the order. The information in the catalog, unless otherwise noted, is the property of Discount Labels and may not be reproduced without written permission.

EXTRA DISPENSER BOXES

Boxes come 1 per item ordered. Additional non-personalized dispenser boxes are available unassembled for **50¢** each. Assembled boxes are available for **\$1.50** each.

PERFORATIONS - \$30.00*, 24-hour turnaround

Perforation is available in most die cut sizes.

SPECIAL LABEL STOCKS

- **REMOVABLE:** No charge on catalog quantities. Labels will be removable from various surfaces for 3 to 6 months. White Gloss, White Litho, Red Fluorescent, Orange Fluorescent, Yellow Fluorescent, Green Fluorescent and Pink Fluorescent.
- **WHITE BOPP:** White film, tear resistant. Recommended for water bottles. Permanent adhesive only.
- **OPAQUE:** White Litho or Gloss Opaque labels are used to cover up a mistake on an expensive form or brochure. You cannot see through the opaque backing. No charge on catalog quantities up to 14,999.

- **CLEAR POLYPROPYLENE:** (non-weatherproof) For Clear Polypropylene with no lamination, add 50% to the base paper cost.

LAMINATION

Lamination is charged as an additional ink color. It adds gloss, enhances colors and provides a scuff-resistant surface. It does not protect inks from fading. We recommend matte lamination for writing on labels. Call for pricing.

TINTING

Tinting is the process of taking a white label stock and custom tinting it with another color. This is charged as an additional ink color and requires additional turnaround. If the tint color is a custom color match, an additional \$42.00* will apply. Note: Tinted label stock cannot be easily written on.

SINGLE LABELS - \$30.00*, 72-hour turnaround

Individually die cut or square cut labels in a stack. Square cut labels require an additional charge for a tab or score. Square

cut labels are not eligible for expedite shipping. See sales associate for details. Reflective Labels and Extended Life Durable Decals are finished in sheets. Multiple labels per sheet may be supplied.

ROLLS

All labels are supplied on rolls unless otherwise specified. Small sizes may come one, two or three up. Standard roll quantities will be determined by press. For specific roll quantities. Please call for pricing.

▼ ARTWORK - SPOT AND PROCESS COLOR More info available online: DiscountLabels.com/Help/Art-Help

SENDING ARTWORK

Artwork may be sent via email, flash drive or FTP. Please include your artwork and purchase order for one step ordering.

- art@discountlabels.com
Spot color orders and questions.
- process@discountlabels.com
Process color orders and questions.
- durable.decals@discountlabels.com
Reflective Labels and Extended Life Durable Decal orders and questions.
- stamps@discountlabels.com
Stamp orders and questions.

For immediate service, visit DiscountLabels.com.

PREFERRED FILE FORMATS*

PROCESS COLOR

Adobe® Creative Suite®***
EPS files are preferred.
Accepted formats: PDF, EPS, TIFF, JPG or GIF

SPOT COLOR

Vector EPS files are preferred.
Accepted formats: PDF, EPS, TIFF or JPG
Provide color separated files.

- We cannot accept Postscript files.
- All files should be saved with a minimum resolution of 300 ppi. Save line art files with a minimum

resolution of 600 ppi. Vector art is preferred.
• InDesign files need to be exported out as IDML files.

ACCEPTABLE FONTS

We carry the entire Adobe® and Corel® font libraries, as well as Bitstream Typeshop for Macintosh. Converting fonts to outlines is preferred.

PROOFS

PROCESS COLOR

A complimentary PDF proof is available by email, if requested. Color proofs are shipped via Expedite service for 5:00 p.m. delivery. If an exact color match is required, press proofs are available and start at **\$35.00***.

SPOT COLOR

A PDF proof is available for an additional fee. See upcharge guide for an outline of charges.

Note: Proof turnaround time matches that of the product being ordered. Order production time will begin upon proof approval. Proofs are not an exact or match print.

FILE CREATION

PROCESS COLOR

All PANTONE® spot colors should be converted to PANTONE® process colors before saving file (unless additional spot colors have been purchased). Additional spot colors will incur an additional charge. We recommend that a white back-up be used when printing

process color on clear materials. Please provide this on the art when submitted.

SPOT COLOR

Artwork should be in PANTONE® spot colors. Please specify PANTONE® color numbers on your purchase order. Our inks are not opaque. Overprinting or mixing colors is not recommended.

REGISTRATION

PROCESS COLOR

Flexographic - 1/100th registration variance

SPOT COLOR

Flexographic - 1/64th registration variance

BLEED AND IMPRINT REQUIREMENTS

Please include 1/16" bleed for all sides of the label that has ink extending to the edge. If your label does not bleed, please allow 1/16" around each inside edge of label.

ANYSHAPE® LABELS

Vector die lines must be provided when ordering custom shaped labels.

*Files not submitted in these formats may incur additional turnaround and artwork charges. Applications which do not have a Macintosh equivalent, please provide an EPS file with the original document. If additional charges apply, you will be contacted within 24 hours.

**No transparencies or special effects are accepted.

PANTONE® is the property of Pantone, Inc.

THE FOLLOWING INK COLORS ARE NO CHARGE:

- Black
- PANTONE® 185 Red
- PANTONE® Yellow
- PANTONE® 354 Green
- PANTONE® 477 Brown
- PANTONE® 165 Orange
- PANTONE® Rubine Red
- PANTONE® 123 Golden Yellow
- White
- PANTONE® Violet

- Reflex Blue
- PANTONE® 208 Burgundy
- PANTONE® Process Blue
- PANTONE® 348 Hunter Green
- PANTONE® 321 Teal

ADDITIONAL COLORS: \$15.00* PER COLOR:

- PANTONE® 874 Gold
- PANTONE® 9160 Ivory
- PANTONE® Cool Gray 2
- PANTONE® 368 Light Green
- PANTONE® 331 Mint Green
- PANTONE® 877 Silver
- PANTONE® 430 Dark Gray
- PANTONE® 300 Medium Blue
- PANTONE® Warm Red

LABELS

IMPORTANT INFORMATION

▼ 2024 CATALOG LABEL PRICING CODES

The Discount Labels product catalog provides suggested RETAIL pricing. A discount code is provided in the bottom right hand corner of each pricing grid. Most of our prices are on an “A” discount, which gives you a mark-up of **100% (50% discount)**.

Use the following guide to determine your distributor discount off of retail:

A = 50% **B = 45%** **C = 40%** **D = 35%**
E = 30% **F = 25%** **G = 20%**

Upcharges with an asterisk (*) include an additional \$5.00 for you. Example: Bleed \$30.00*, you will be charged only \$25.00.

▼ LABEL PRODUCTION AND SHIPPING

PRODUCT	PAGE	ESTIMATED TURNAROUND TIME*						SHIPPING	
		24 HOURS	72 HOURS	5 DAYS	7 DAYS	10 DAYS	18 DAYS	EXPEDITE SERVICE (Overnight at Ground Rates)	
Die Cut Labels	6	•							•
Circle, Oval and Seal Labels	8	•							•
Square Cut Labels	10	•							•
Special Shape Labels	12	•							•
AnyShape® Quick Ship Labels	14			•					•
Process Color Labels	16		•						•
AnyShape® Process Color Labels	16			•					•
Standard Foil and Embossed Labels	18		•						•
Static Cling Labels	20	•							•
Reflective Labels	23					•			•
Extended Life Durable Decals	24					•			•
AnyShape® Durable Decals	24					•			•
Weatherproof Labels	26	•							•
AnyShape® Weatherproof Labels	26			•					•
Bumper Stickers	28	•							•
Consecutive Number Labels	30		•						•
Consecutive Barcode Labels	30		•						•
Domed Decals	33							•	
Tamper Evident Labels	34		•						•
Asset Tags	35			•					
Asset Tags (anodized)	35						•		
Computer Labels	39		•						•
Laser Labels (Blank)	40		•						•
Laser Labels (Printed)	40		•						•
Bleed		•							•
Custom Ink Match			•						•
More Standard Ink Colors			•						•
Perforated Labels		•							•
Die Cut Singles			•						•
Square Cut Singles				•					
Tint			•						•

*Turnaround times shown above are estimated. Special setups or multiple copy orders may require extra time. Call plant for details. Orders received after 4:00 p.m. (your time zone) will be counted as the following day's business. Rush orders available. Call for details.

STAMPS

IMPORTANT INFORMATION

▼ 2024 CATALOG STAMP PRICING CODES

Your distributor cost is **one-half** the prices shown for all pricing grids marked with an "A" pricing code. Upcharges with an asterisk (*) include an additional \$5.00 for you.

Delivery: Orders totaling less than **\$30.00** are shipped via Mail Innovations at no charge. Orders totaling more than **\$30.00** ship via ground service. Outside contiguous U.S. packages are shipped via Priority Mail or 2nd day service and published rates apply. Upgraded shipping available at cost.

Dropship: We will ship your order directly to your customer under your name. First 2 locations at no charge. Each additional charged at **\$2.50** per location.

Turnaround: Most products are estimated to ship within 24 hours. Orders received after 4:00 p.m. are counted as the next day's business. Orders of 5 items or more may require a gratis proof. Turnaround starts at proof approval. For orders over 50 stamps, please call us for ship dates. Pre-inks, wood handle and embossers start at a 48-hour turnaround. See chart on this page for estimated turnaround times.

Ordering: Stamp orders are accepted via mail, fax, online, or email. We are unable to accept stamp orders over the phone.

Online - DiscountLabels.com

Email - stamps@discountlabels.com

Proofs: **\$10.00*** for emailed proofs.

Artwork: Artwork must be supplied as sharp black and white copy. 300 dpi or better. No screens or reverses.

Copyright: When orders are manufactured to customer's specifications, the purchaser agrees to assume any liability resulting from actions or demands brought against us for patent or copyright infringements.

Customer Service: Email stamp.cs@discountlabels.com or call 800.995.9500 and select option 5. One of our friendly stamp agents will be happy to help you.

Redos: Stamp order forms should be filled out completely, including any font/sizing requests. If nothing is specified, we will use our best judgment. We will not offer any redos or discounts if font/sizing is not specified on the order form.

We reserve the right to use all products in our advertising and displays unless otherwise specified in writing at the time of the order. The information in the catalog, unless otherwise noted, is the property of Discount Labels and may not be reproduced without written permission of Discount Labels. *This policy is good in the contiguous U.S. only. If alternate shipping is requested additional charges will apply. Outside contiguous U.S. packages are shipped via 2nd day service and published rates apply.

ESTIMATED TURNAROUND TIME*

PRODUCT	PAGE	24 HRS	48 HRS	CALL FOR A TA QUOTE
Self-Inking Stamps	49	●		
Self-Inking Dater Stamps	50	●		
Dater Stamps	50	●		
Numbering Stamps	51	●		
Professional Steel Stamps	51	●		
Pre-Inked Stamps	52		●	
Embossers	53		●	
Handle Mount Stamps	53		●	
51 or more Stamps	All			●

*Turnaround times shown above are estimated. Orders received after 4:00 p.m. (your time zone) will be counted as the following day's business. Rush orders available. Call for details.

▼ PRIVATE LABEL STAMPS

Imagine your name on the stamps that your customers use everyday - and it costs you nothing...IT'S FREE. In fact, they pay YOU for the stamps with your name on the side.

We offer **FREE** Private Labeling on stamps. Just send us the copy and logo. (Limit: 3 lines of copy with no logo or 2 lines of copy with logo. Available inks: red, black, blue, green, purple



All private label sizes are 1-1/2" x 1/2"

All of your **Custom Stamps** can be private labeled for **YOU!**

DISTINCTIVE PRODUCTS

IMPORTANT INFORMATION

▼ 2024 CATALOG PRICING CODES

The Discount Labels product catalog provides suggested RETAIL pricing. A discount code is provided in the bottom right hand corner of each pricing grid in the catalog.

Use the following guide to determine your distributor discount off of retail:

A = 50% B = 45% C = 40% D = 35%
E = 30% F = 25% G = 20%

Hang Tag Bleed: \$25.00* Charge applies when the ink extends to the edge of the Hang Tag.

Combined Orders: Distinctive Product orders cannot be combined for quantity pricing.

Proofs: PDF or Paper - \$15.00* per copy.

Varnish: UV Varnish is available on some Distinctive Products. Call for pricing and availability. Varnish is not available on Printed Tape or Barricade Tape.

Printed Tape PMS colors: PMS colors are available for \$45.00* per color.

Upcharges with an asterisk (*) include an additional \$5.00 for you. Example - Bleed \$10.00*, you will be charged only \$5.00.

▼ PRODUCTION TURNAROUND TIME*

PRODUCT	PAGE	7 DAYS	10 DAYS	13 DAYS	18 DAYS	SHIPPING METHOD
Full Color Magnets 20 Mil	45		●			Ground
Full Color Magnets 30 Mil	45			●		Ground
Printed Tape	46	●				Ground
Hang Tags	47				●	Ground

*For products shipping via Standard Ground service, published shipping rates plus Discount Labels handling charge will apply.



DiscountLabels.com

Order, reorder, order status and resources

Phone: 800.995.9500

Quotes: quotes@discountlabels.com

Orders & Art: art@discountlabels.com

Marketing Materials: marketing@discountlabels.com

Customer Service: customerservice@discountlabels.com

