



"COLORIZING"

Outlined below the standard guidelines for pricing, and minimums for custom colored Kapton films for your customers:

1. TINTING: This implies a non-rigorous color definition for the printable coating, but reproducible once approved by you. We will tint the coating to a generic shade (e.g. "baby blue", pastel pink, etc., or even a description "similar to Pantone xxx..."). We will submit 2 or 3 lab samples of approximate shade for your approval, followed by a small pilot sample for final signoff. We will hold the color to a reasonable variation from that point on, although there may be very small variations over extended time periods. The upcharge is \$ 1.00/MSI, with a minimum purchase quantity of 600 MSI, or three (3) rolls at 10" x 1,668 '. The order will be shipped in a single shipment. Lead time is 5-10 working days after color acceptance, if production pigments are in stock. If special pigments are required, additional lead time will be required.

2. COLOR MATCHING: This usually much more rigorous, since it implies we must match a specific color within tight parameters. There is a minimum one time non-recurring fee of \$ 750 paid in advance, which covers chemist's time and preliminary scaleup. If the specification is deemed extremely tight (e.g. AT&T Central Office White), the upfront fee may be based on time and materials (\$ 100/hr for chemist time, \$ 800/hr for coater time, and out of pocket materials at list prices). The minimum order quantity stated above also applies. Pricing will be negotiated depending on how tight the specification is, pigment availability, and the like. An extremely tight specification might incur an upcharge as high as 25% above the normal MSI pricing.

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