



#### In-Plant Ink Laboratory

An in-plant (sometimes called an in-house ink facility) is an arrangement in which Superior sets up an ink room on a customer's premises, staffed and equipped to enable Superior to manage all ink requirements on-site.

The agreement to install such a facility is customized according to the needs of each customer. The typical installation includes both trained manpower and the lab equipment and manufacturing machinery necessary for the blending of the customer's ink. One or more ink technicians may be supplied, and these may be Superior's employees or the customer's own employees who have been trained by Superior. A consignment inventory of mixing inks is almost always set up for the in-plant customer, from which the ink room staff can make most of the special inks the customer may require. The customer agrees in turn to maintain a predetermined level of purchases. If the customer's purchases fall below this level, he may be subject to certain additional charges. Similarly, the customer may be rewarded, usually in the form of a rebate, if the volume rises above a certain threshold.