

AVAILABILITY

Cardboard cartons are widely available through both manufacturers and wholesale and retail outlets. However obtaining the right quality may reduce one's options. For example, 275 lb test cardboard cartons may be difficult to obtain in small quantities. Retail outlets specializing in mailing supplies carry a good range of single wall 170 lb cartons. Packaging supply houses carry a wide range of corrugated shipping boxes, but generally in 200 lb test, and only available in lots of 10-25. Prices on a per carton basis from the supply houses, net, are around 40% lower than retail for the single carton. If purchased quantities can be increased, the saving increases significantly. Depending on quantities, the boxes can also be imprinted with company name, logo, and basic information.

Box manufacturers may offer to design a complete packaging system for your product. This would include both carton and packing. However they typically need a run of at least 200 units to justify the design process, although they may design and deliver a system for less than 10 items if there is a good probability of future volume business.

The telephone yellow pages are a good place to obtain company contacts and brochures. However, use the Business/Industrial Yellow Pages of major metropolitan areas in order to find the largest and most comprehensive range of suppliers and equipment. Key words to look under are Packaging Service, Packaging Materials, and Export Packaging.