

February 25, 2021

To Our Valued TST Customers:

Over the past couple of weeks, TSTIMPRESO has received notification from its mill suppliers regarding a round of price increases on most all grades of raw material. The mill increases range from 6% to 15% depending on the grade of paper. Our suppliers have cited numerous factors which are driving the increases, including:

- The rising price of pulp, up more than 30% over the past 90 days.
- Skyrocketing shipping costs, including truck, rail and ocean freight.
- Mill inventories trending down.
- Mills converting machine capacity to brown/packaging grades.
- Reduction in imports based on a weak US dollar, and increases in pulp and ocean freight costs.
- Mills having taken downtime since March of 2020 due to the sluggish US economy.
- Several paper machines that have been idled due to overall declining demand.
- Recent acquisitions within the industry, reducing the number of available suppliers.
- Specifically, with regards to thermal, a pending international trade case involving several countries accused of dumping, that could ultimately drive thermal prices up further.

In addition to paper, TSTIMPRESO has seen increase notifications on other input costs, including packaging, cores, and freight. As a result of these announcements, TSTIMPRESO will be forced to raise pricing on its products effective with shipments Friday March 26<sup>th</sup>, 2021. The amount of the increase will be between 5-15%, and will affect the following categories:

- Engineering & CAD Bond
- Continuous Forms (Bond & Carbonless)
- Paper Receipt Rolls (Thermal, Bond & Carbonless)
- Fax Paper
- Wide Format Media and Specialty Grades
- Pre-Perfed & Pre-Punched Cut Sheets
- Copy Paper
- Carbonless Sheets
- Butcher, Freezer and Table Paper

New price lists will be available online, and all Special Price Quotes will need to be updated prior to the increase. Please contact your local TSTIMPRESO sales representative if you have any questions. As always, we appreciate your business and continued support, and we will do our best to keep you informed of any further market changes. We look forward to a continued mutually prosperous relationship.

Sincere Regards,



Jeff Boren  
President  
TST IMPRESO, Inc.