

Dear Valued 3M Distributor,

As I am sure you are aware, recent weather events in the southern United States are impacting supply chains around the world. As a result, we are experiencing a temporary backlog in some of our work centers, affecting our ability to meet our anticipated lead times on certain 3M product categories. In addition, order status may fluctuate at this time. We are actively working to mitigate these impacts within our supply chain, including implementing a daily review with our cross functional teams and special controls on our order fulfillment system for the products that are in highest demand.

These controls help assure product availability to our established customers and manage order fulfillment based on recent purchase history. They are intended to help promote broad product availability across all distribution channels. Large orders are likely to require additional time for fulfillment due to supply shortages on select raw materials and feedstock items. Please be advised that orders of significant size will continue to be monitored, prioritized, and actioned on a case-by-case basis.

This situation is dynamic and will continue to evolve, and we intend to send a separate communication with more details relative to supply disruption, by 3M product category, in the near future. Distributors should work with their 3M Channel Manager regarding product availability and lead times. We appreciate your partnership and flexibility during this time.

In addition, as we communicated to you on February 15, we will be adjusting prices (general line and deviated price) on selected products effective April 15, 2021. These adjustments are primarily driven by inflationary impacts on the processes needed to manufacture and ship 3M products. The overall impact will vary depending on your product mix, and you may see price changes for some materials that differ from the average percentage of the product category. More information will be coming later in March 2021.

We understand the impact that supply disruptions and price adjustments have on customers like you and we recognize this is a lot of information to process in one communication. We strive to be transparent and want to keep you informed of product and price changes as soon as we identify them. We apologize for any inconvenience that this situation may cause and appreciate your continued support of 3M products and services. Additional detail around specific portfolios will be communicated in the near future.

Sincerely,

**Chris Dujovski** | Channel Manager  
United States & Canada  
3M Safety & Industrial Business Group

**Larry Lynott** | Director, Industrial Channel  
United States & Canada  
3M Safety & Industrial Business Group



100 Kingsley Park Drive  
Fort Mill, SC 29715  
803-802-7500

January 19, 2021

**SUBJECT: DOMTAR – PRICING INFORMATION**

Dear Valued Customer:

Effective with shipments March 1, 2021, pricing on Thermal (coated and base stock), Label and Release papers will increase by 12%.

Please contact your Domtar Account Manager with any questions. Thank you for your continued support.

Sincerely,

Tina Howard  
Director of Sales, Converting and Specialty Channel



Effective March 29<sup>th</sup>, 2021, Mactac will be increasing roll label stock pricing as follows:

**All polypropylene products will increase by 4.5%**

**All Mactac products will increase by \$0.003 / MSI to offset logistics & freight inflation\***

The inflationary environment impacting our markets continues to challenge all of us. Polypropylene costs have increased significantly because of **rising oil prices, record high demand, constrained production** here in North America and **reduced ocean freight capacity**. In parallel, we have absorbed considerable logistics related inflation over the past 12 months attributed to **driver shortages, increased load demand** for both truck load and LTL as well as **increased shipping container rates** and general lack of freight availability.

To assist with these changes, you will receive revised price lists mid-March.

Please work with your Mactac sales representative to understand **alternate, Mactac options** that may be available to offset some of the increased material costs being experienced across the industry.

Mactac chose to delay this increase for as long as we could in the hope things might normalize. We continue to do so on our other product lines. However, the magnitude and rate of increasing film, paper, adhesive, silicone, and other operating costs are significant. As we look at the challenging current supply landscape our efforts are focused on working with our vendors to minimize supply disruption and maximize our ability to keep material flowing while trying to mitigate the impact to you in terms of both service and cost wherever we can.

Increases will apply to all orders placed on or after 3/29/2021. Throughout March we will honor current pricing on all orders that are consistent with historical volume patterns.

Regards,



Kevin Clunie  
Vice President Sales & Marketing  
Mactac North America

*\*All PP products will increase 4.5% + \$0.003 / MSI*



January 22, 2021

First Name Last Name

Company Name

Subject: Polypropylene Surcharge

Dear (FirstName):

The past twelve months have been very challenging with unprecedented volatility on many fronts. While we can be proud of the role and the accomplishments of our industry to supply label solutions to essential value chains in our economy, we see that the impact of high demand for these critical products is resulting in supply chain disruptions, higher raw material prices and transportation costs.

For the last several months, we have absorbed significant inflation related to these areas in order to meet your requirements and to support your business growth. Going forward, however, we can no longer absorb these increased costs.

Specifically, polypropylene costs increased significantly driven by rising oil prices, record-high demand, constrained domestic production and lack of ocean freight capacity. As a result, effective February 22, we will implement a \$0.020/msi polypropylene surcharge for the balance of Q1. For Q2, the surcharge amount will be as follows based on the average reported prices from the Q1 CDI Polypropylene Resin Index:

Above \$0.78/lb = \$0.020/msi surcharge

Above \$0.88/lb = \$0.035/msi surcharge

Above \$0.98/lb = \$0.050/msi surcharge

Each further \$0.10/lb increase to the average reported price will result in an incremental increase of \$0.015/msi to the surcharge.

This analysis of the prior quarter's average reported price will be repeated at the conclusion of each quarter until the average threshold drops below \$0.78/lb. We expect this inflation will be temporary. When raw material prices return to normal we plan to remove this surcharge.

Classification: Avery Dennison - Confidential



Guidance on the self-wound overlaminate ACPO products will come in a separate email communication on Monday, January 25.

We work hard to supply you with products that help you run your business smoothly, efficiently and profitably. We are committed to providing solutions that help you deliver quality products to your customers. As always, we continue to push ourselves to improve our performance and be one of the best suppliers and partners we can.

Your Avery Dennison sales representative will reach out to you to discuss the specific details of the surcharge and to assist you with your customer conversations. Thank you for your continued support and partnership. Working together, we look forward to a successful 2021.

A handwritten signature in black ink, appearing to be 'JD', with a horizontal line extending to the right.

Jeroen Diderich  
Vice President & General Manager  
Label & Graphic Materials, North America



February 11, 2021

Dear Valued Customer:

Following an unprecedented year in 2020, and into 2021, our industry continues to see increasing costs. These increases range from film and paper stock to freight and packaging materials. We do our best to offset these increases, working with our supply chain and our raw material suppliers to ensure we provide you with the highest quality product for the most competitive price.

At this time, we find it necessary to increase pricing on all film and paper products, including pressure sensitive, non-pressure sensitive and top coated products. We have worked, and will continue to work with our suppliers, to minimize the amount of this increase, as well as to provide you as much advanced notice as possible.

The increases below will be effective for all orders entered on or after March 15th, 2021.

- Pricing for all Strata-Tac products, excluding our “IM” premium matte inkjet/laser cross platform top coated products, will increase by 6.0%.
- All Strata-Tac “IM” premium matte inkjet/laser cross platform top coated products (products with IM in the item code) will increase by 9.5% due to significant increases in raw materials related to this specialty coating.

Once again, we greatly appreciate your business and your continued support of Strata-Tac.

Sincerely,

*Thomas J Yeager*

Tom Yeager  
VP Sales and Marketing

PHONE

EMAIL

WEB

3980 Swenson Ave, Saint Charles, IL 60174

630-879-9388

tom.y@stratatac.com

www.stratatac.com

**Subject: General price increase, raw material availability, PP surcharge.**

Effective April 15<sup>th</sup>, 2021 Mactac will be increasing roll label stock pricing by **6%**. Price increase applies to:

- **All Mactac and Lintec roll label products except for polypropylene facestocks previously announced to increase 4.5% on 3/29**
- **General increase is incremental to the \$0.003 / MSI freight and logistics related increase going into effect 3/29**

Despite our continued efforts, the magnitude and rate of inflation of film, paper, adhesive, silicone, and other operating costs have now necessitated we pass on a portion of these increases.

Since our previous announcement concerning PP, freight and logistics, the market has continued to experience increasing tightness of supply with certain raw materials; specifically, key emulsion acrylic components being placed on allocation from multiple supply sources. At this stage, Mactac remains in a strong position to offer supply continuity for existing business. If you have not already, please work with your Mactac sales representative to understand **alternate, Mactac options** that may be available to offset the supply constraints as well as a portion of the inflation being experienced across the industry.

**Increases will apply to all orders placed on or after 4/15/2021.** Through April 14<sup>th</sup>, we will honor current pricing on all orders that are consistent with historical volume patterns. This matter will be strictly adhered to considering the current supply constraints being experienced across the industry.

Specific to the current state of Polypropylene inflation, Mactac will monitor the ongoing volatility and evaluate implementing a monthly surcharge mechanism. It is our belief that PP will retreat to more reasonable levels. Until it does so, our goal is to ensure these fluctuations are reflected and applied or removed in a transparent and timely manner should the volatility persist.

**To assist with these changes, you will receive revised price lists and a PP surcharge decision by April 1<sup>st</sup>. Any future PP surcharge would take effect May 1<sup>st</sup>.**

We do not take the decision to increase your costs lightly and are appreciative of your ongoing support as we work to ensure material availability for you and your customers.

Regards,



Kevin Clunie  
Vice President Sales & Marketing  
Mactac North America



February 12, 2021

Dear Valued Customer,

At FLEXcon, we have diligently worked to offset the impact of continued rising costs through productivity and efficiency improvements. However, we are now left in the position of having to make price adjustments on all FLEXcon products due to market conditions and increased costs across all our raw material components — films, adhesives, and liners.

**Effective on all orders placed on or after March 15, 2021, we will be implementing a 4.5% price increase.** All orders placed prior to this date and released when ready, based upon standard lead times, will not be impacted.

As always, we greatly value your business, and loyalty. We look forward to continuing to strengthen our relationship and partner with you for continued growth.

Regards,

Michael

**Michael Keaney**

Head of Sales/Strategy/Business Development

Office: 508-885-8200

Email: [mkeaney@flexcon.com](mailto:mkeaney@flexcon.com)

**FLEXcon Company, Inc.**

1 FLEXcon Industrial Park

Spencer, MA 01562-2642

[www.FLEXcon.com](http://www.FLEXcon.com)



## Green Bay Packaging Inc. Coated Products Operations

Friday, February 12, 2021

Dear GBP Customer,

Over the past year, GBP put forth extraordinary efforts and incurred additional costs to supply the products you needed. Now we are experiencing significant inflation in the cost of freight and in polypropylene film face stocks, which we can no longer absorb.

To address these escalating costs, we are making two pricing adjustments:

- 1.) Prices of all products will increase by \$0.003/MSI to offset the higher freight charges.
- 2.) The prices of products with polypropylene film face stocks will increase by \$0.02/MSI.

These price increases are effective with all shipments as of March 15, 2021 and apply to Green Bay Packaging and Citadel products.

Your Sales Representative will contact you to provide further details on your new prices.

Green Bay Packaging is working diligently to supply you our products and services in these demanding conditions, and we will continue our efforts to reduce these inflationary costs.

We value your business and thank you for your continued support.

Sincerely,  
Justin Merritt  
  
Justin Merritt  
Senior Vice President

SPECIALISTS IN COATED SELF-ADHESIVE MATERIALS

Green Bay Packaging Coated Products Operations 3250 S. Ridge Rd., Green Bay, WI 54304 USA  
(920) 337-1800 [gbpcoated.com](http://gbpcoated.com)



March 3, 2021

Dear Spinnaker Customer,

In the face of ongoing raw material inflation, supply chain constraints and transportation capacity/cost challenges, we find it necessary to increase our selling prices. Accordingly, we are instituting an average 6% increase on all pressure sensitive roll products. The new pricing will be effective on orders shipped on or after April 5, 2021.

Price quotes that have been issued on or after February 1, 2021, will be unaffected by the price increase.

Freight and logistics capacity and costs are an ongoing challenge to all industries. Freight costs will continue to be adjusted via our freight surcharge, as has been the case in recent years. As you know, this factor is adjusted on a quarterly basis, addressing ongoing changes to costs in this area. The current freight surcharge is expected to increase \$0.002, effective May 1, 2021. Background and changes in the surcharge can be reviewed on our website at [www.Spinps.com](http://www.Spinps.com).

You will be receiving a detailed listing of products you regularly buy from Spinnaker, reflecting your new prices. In the meantime, please direct any questions you may have regarding the price increase to your Spinnaker Account Manager.

We appreciate your business, and truly value your support and understanding as we do our best to deal with these difficult issues.

Sincerely,

Michael Marasch  
Vice President  
Roll Marketing & Sales



Subject Line: Pricing Information Update

March 8, 2021

Valued Avery Dennison Customer,

We continue to monitor and keep you informed of the inflationary pressures impacting raw materials, energy and logistics costs across our industry. This inflationary pressure has been caused by strong demand in anticipation of the economic recovery, as well as supply disruptions in various value chains, partly due to the severe winter storms that affected the oil and chemical industries in Texas. These unprecedented surges include sharp price increases in propylene and acrylic monomers (key adhesive components; up over 40% versus Q4 2020), filmic resins (up 40% versus Q4 2020) and domestic and ocean freight (up 20% and 300% versus 2020, respectively).

We leverage our relationships with our suppliers and logistics partners to minimize the impact of these increases on our customers, and we work diligently every day to ensure minimal disruptions in the supply of raw materials. In collaboration with our global suppliers, we have air-shipped raw materials from Avery Dennison facilities in Asia to keep our North American facilities operating at full capacity. While we are absorbing temporary additional costs for raw materials and incremental freight related to the Texas disruptions as much as possible, we continue efficiency improvement initiatives to offset some of the more structural raw material inflation.

Despite our efforts to increase productivity and absorb inflation in raw materials, energy and freight, we need to implement a 6% price increase on all products in North America effective April 8, 2021.

Additionally, we are keeping the polypropylene surcharge plan in place. We are monitoring these costs and they are showing signs of stabilization. We anticipate they will recede to 2020

rates in the coming months. We will be very transparent with you about these developments and plan to eliminate these surcharges as soon as possible.

Your Avery Dennison sales representative will contact you soon to discuss your business. We appreciate your collaboration and understanding as Avery Dennison, and our industry at-large grapples with these dramatic events. We greatly value our business partnership with you and are committed to continuing to drive productivity, providing excellent customer service and efficient product solutions that meet your needs.

Sincerely,



**Jeroen Diderich**

Vice President and General Manager

Label and Graphic Materials, North America



**Bill Podojil**

Vice President, Sales

Label and Graphic Materials, North America





400 Maple Ave. Suite B,  
Carpentersville, IL 60110

3/5/2021

Dear Customer,

I hope you are doing well and staying safe in these turbulent times. I wanted to update you on the price increase the integrated corrugated manufacturers have announced in the trade publications I have been sending to you over the past few weeks. The corrugated mills have announced an increase in linerboard and medium for April. WestRock, IP and Pratt have announced \$60/ton liner and \$70/ton on medium effective April 5th. PCA announced \$70/ton on liner and medium on March 15<sup>th</sup>. They have all stated that this will result in a 12% increase on corrugated boxes.

I wanted to make you aware of what is going on, that is why I am sending you this e-mail. We have heard from several of our sheet suppliers that they intend on raising our sheet prices effective April 5<sup>th</sup>. With lead times extended due to roll stock grade shortages and the crippling cyber-attacks, their lead times on our raw materials necessary to manufacture your boxes are extended out 8 to 10 days. Additionally, we have been notified that they are out of white paper grades, in addition to spot shortages on other grades, such as 42# and 69# linerboard.

What this all boils down to is that we will be raising box prices again in early April. Until we get the new price lists and confirmed trigger dates, I don't want to speculate. I will keep you informed as this firms up further. Our main intent is not to surprise you and to keep you informed.

We do appreciate your business and will continue to work hard to satisfy your packaging needs. Thanks for your business and your trust in us.

Thank you.

Clark



**Clark Beckway**  
Senior Account Manager  
847-275-3769  
clark@crosscontainer.com



March 8, 2021

Dear

Kanzaki Specialty Papers is announcing a price increase on our thermal products globally, effective with shipments on or after May 10, 2021.

The price increase includes the following:

<u>Grade</u>	<u>Increase Percentage</u>
Non-Top Thermal Coated Products	8%
Top Coated Thermal Products	7%
Thermal Film/Polycash Products	4%
Ink Jet Products	4%

If you have any questions, please reach out to your Kanzaki Specialty Papers sales representative.

As always, our Customer Service Team will also be available for you at 1-888-526-9254.

We thank you for your continued business and support.

Sincerely,

A handwritten signature in blue ink, appearing to read "Tommy Piner".

Tommy Piner  
Director of Sales and Marketing



March 12, 2021

Dear Valued Customer,

The team at Clear Cast would like to extend our gratitude to you for the business you have entrusted to us. We are particularly grateful for your understanding and patience as we have been working through supply, inventory, and subsequent delivery issues as we emerge from circumstances of the Covid environment of 2020. We are working diligently to return to the appropriate levels necessary to support your business.

To that end, raw materials continue to present a challenge in the first quarter of 2021. Availability and lead times have been strained. Petrochemical feedstock and resin supplies are reduced due in part to a re-allocation of materials to Covid related uses and manufacturing interruptions caused by recent weather events. This situation has been heightened with the recent increases in demand as the economy improves. The result is an increase in raw material components that range from 4 to 17%.

Clear Cast is working to minimize the impact on our customers. We do, however, find ourselves in the position to need to institute a price of increase of 5%. The adjustment will go into effect on April 12, 2021.

Your sales representative is available to review this notice with you and answer any questions.

We value your continued support.

Sincerely,

Chris Beigie

Dear Valued Customer,

The past year has been one of the most challenging environments our industry has ever faced while serving to remind us of the essential role our value chain plays in ensuring the nation's supply chains remain operational. Throughout the crisis, Technicote has worked diligently to be the reliable supplier of label stock that you have come to expect in the past 40 years.

The early stages of the pandemic, a period of great uncertainty and significant disruption to business have given way to an unprecedented demand for packaging materials. Whether this continues, or for how long is anyone's guess. But right now capacity constraints are driving key raw materials up, most notably in resins and chemicals that are the primary components in most film segments. Those increases coupled with the rising costs associated with freight and overseas containers have now driven base costs to the point where our company can no longer absorb the increases.

Technicote is announcing a \$0.02 per msi increase on our full range of polypropylene products, effective March 1st. Additionally, is announcing a \$.02 per msi increase on Smudge Latex and \$.045 on 3.7 mil Smudgeproof Kimdura products. Your Technicote sales representative will contact you to discuss the increase and to provide supporting information for your own customer communications.

We remain committed to offering the best value possible and will continue to work with your teams to engineer the most economical solutions possible. It's a volatile market right now, and other increases are starting to creep in as well, so we will continue to monitor key indices like resins, oil, pulp prices, etc. We are already working closely with our suppliers to offset other increases that are starting to surface in order to shield or at least minimize the impact to you. It's going to be a challenging year for all of us, but we will get through it.

As always, we thank you for your continued loyalty and partnership. Together, we can find solutions that work for both of us and look forward to a prosperous, safe 2021.

**UPMRAFLATAC**

**UPMBIOFORE**  
**BEYOND FOSSILS** 

March 16, 2021

Dear Valued Customer,

As shared with you recently, we have been facing continuous challenges in the supply of critical raw materials for our film and paper laminate products. The already tight supply situation was further exacerbated recently by the winter storm-related shutdown of critical chemical raw material suppliers in the Gulf Coast region. We are still dealing with this today and expect it to remain a concern for the foreseeable future.

This has impacted availability and severely escalated costs for critical adhesive and filmic face materials. In addition, we have seen further increases in freight cost. Lastly, we are beginning to see significant inflation build for our paper raw materials due to increases in pulp, freight and tightening supply globally.

Our priority during these unprecedented times is to keep you reliably supplied with our label stock materials. We have absorbed these unprecedented cost increases for raw materials and freight in recent months. However, the cost increases go far beyond what we can sustainably absorb, despite our efforts for greater internal cost efficiencies.

As a result, we will adjust prices, effective April 19, 2021, as follows:

- Label stock products with film face materials will be adjusted by 5%.
- Label stock products with paper face materials will be adjusted 6%.

Your UPM Raflatac sales representative will contact you shortly to review in greater detail the price adjustment for the products you purchase from us. We look forward to working with you to minimize the impact of this increase and to discussing any potential actions that might mitigate the increase.

As always, we are grateful for your business and remain dedicated to partnering with you to grow your label business in the future.

Sincerely,



Tim Kirchen  
Senior Vice President, Americas

UPM Raflatac



3/30/2021

To Our Valued Customers:

We continue to see supply chain challenges for thermal transfer ribbons due to unprecedented demand, Covid-19 disruptions, increasing raw material costs and freight-related expenses.

Over the past year we have experienced cost increases for many components of our products, including cartons, cores, packaging materials, and the chemicals we use to extrude our PET base film. In addition, domestic and ocean freight costs have steadily risen (up 20% and 300% versus 2020, respectively) and are expected to continue. Through ongoing cost reduction and productivity improvement efforts, we have been able to mitigate some of these increases. Going forward, however, we can no longer absorb these increased costs.

Effective May 1, 2021, we will begin to increase pricing on thermal transfer ribbons and hot stamping foils. Your account manager will be reaching out to you shortly to discuss the specifics of the implementation. On average, the increases will be in the range of 5-7%, depending upon the item.

We value your business and are committed to supporting your needs through these unusual times.

The IMP Team



# **FINKEL SUPPLY**

**A Complete Line of  
Warehouse and Shipping Products**

P.O. Box 604 Wood Dale, Illinois 60191  
**(847) 350-7540 (847) 350-0577**  
Phone Fax

4/6/2021

Dear Customer,

Don't know what to say anymore as we pass along these unprecedented price increases. We would like to think they are temporary. Here goes:

## PRICE INCREASES

2-19 Chip Board 10%  
3-8 Acrylic Tape 30%  
3-15 Hot Melt Tape 9-15%  
3-15 Water Activated Tape 5%  
3-19 Kraft Paper 9%  
3-23 Strapping 28.5%  
3-29 Stretch Film 8-10%  
3-29 Masking and Filament and other Tape - 5%  
3-29 VCI 5%  
4-1 Bubble and Foam 8%  
4-8 Press Sens. 5-7%  
4-12 Plastic Bags 8-12%  
4-19 Stock Corrugated Products 6%  
4-19 Stretch 9-12%  
4-19 Cushioneer 6-10%  
5-10 Stock Bags 5%

If you do not see the products you purchase on this list, please call for pricing. You might wish to call anyway to confirm current pricing. Just ask for Pat or Muriel at 847-350-7540, or email [Sales@FinkelSupply.com](mailto:Sales@FinkelSupply.com)

Sincerely,

Muriel and Pat  
Finkel Supply  
[www.FinkelSupply.com](http://www.FinkelSupply.com)  
847-350-7540



400 E. Maple Avenue, Carpentersville, IL 60110  
847.844.3200 Fax 847.844.3241  
www.crosscontainer.com

April 19, 2021

Dear Values Customer,

For the past several months, the major paper mill companies have been signaling their intent to raise the price on linerboard and medium (the primary components of corrugated boxes). We have kept our customers apprised of these announcements as they hit the trade publications. On March 19, 2021 RISI Pulp & Paper officially published a price increase of \$20/ton for both linerboard and medium. At the same time, the mills announced that there would be another increase in mid-April. We notified customers that while our suppliers raised our sheet prices from the March increase, we did not want to present two box price increases to our customers 30 days apart. On Friday, 4/19/21, a \$40/ton price increase was announced effective 5/1/21. This is a \$60/ton increase on linerboard and \$70/ton on medium within the last 30 days. In turn, all of the corrugated sheet suppliers have instituted price increases on the sheets we purchase to manufacture your corrugated boxes. Due to this, Cross Container Corp is announcing a price increase of 10% effective on all orders shipped on/after May 3, 2021.

We do appreciate the business you have entrusted in us and work hard to provide you high quality products and excellent service at a very competitive price. We are focused every day in satisfying your packaging needs.

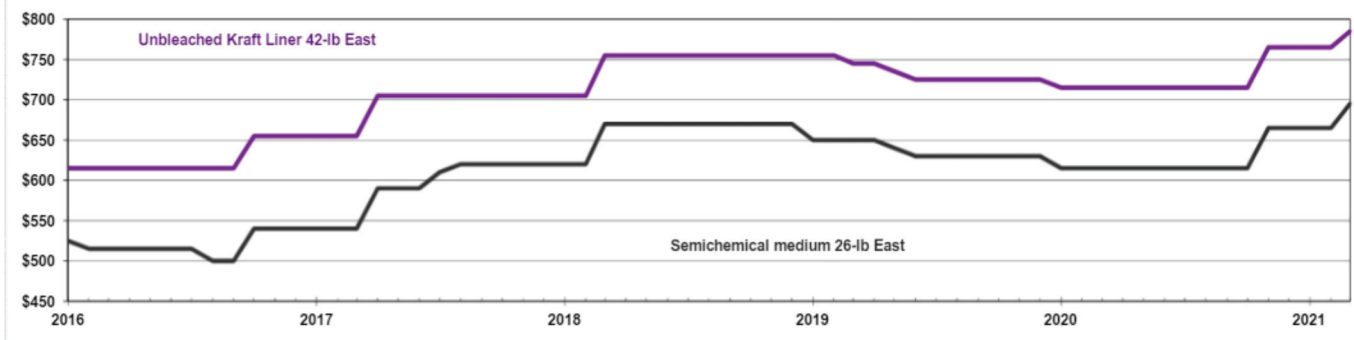
Please feel free to contact me with any questions regarding this notification.

Sincerely,

Kevin Haywood  
Business Development Manager



## PRICE WATCH: Containerboard/Kraft Papers Domestic



Delivered, US\$ (unless otherwise noted)

		Current months			Year-to-year		
<b>CONTAINERBOARD</b>		Unit	Apr. 2021	Mar. 2021	Feb. 2021	Apr. 2020	% chg.
<b>DOMESTIC OPEN MARKET PRICE</b>							
<b>Unbleached kraft linerboard (42-lb)</b>							
East	sh. ton	\$820 - 830 *	\$770 - 800 *	\$760 - 770 *	\$710 - 720	15.4%	
West	sh. ton	820 - 830 *	770 - 800 *	760 - 770 *	710 - 720	15.4	
<b>High performance linerboard (35-/36-lb) <sup>1</sup></b>							
East	sh. ton	830 - 840 *	780 - 810 *	770 - 780 *	720 - 730	15.2	
<b>Recycled linerboard (30-/31-lb)</b>							
East	sh. ton	740 - 750 *	710 - 730 *	680 - 690 *	630 - 640	17.3	
West	sh. ton	740 - 750 *	710 - 730 *	680 - 690 *	630 - 640	17.3	
<b>White top linerboard (42-lb)</b>							
East	sh. ton	1,060 - 1,070 *	1,000 - 1,030 *	1,000 - 1,010 *	950 - 960	11.5	
West	sh. ton	1,060 - 1,070 *	1,000 - 1,030 *	1,000 - 1,010 *	950 - 960	11.5	
<b>Corrugating Medium (26-lb semichemical)</b>							
East	sh. ton	730 - 740 *	680 - 710 *	660 - 670 *	610 - 620	19.5	
West	sh. ton	730 - 740 *	680 - 710 *	660 - 670 *	610 - 620	19.5	
<b>EXPORT LINERBOARD - Unbleached kraft</b>							
175-g+ Southern Europe (CIF)	tonne	€ 565 - 585 *	€ 540 - 560 *	€ 515 - 535 *	€ 445 - 465	26.4	
175-g+ China (C&F) <sup>2</sup>	tonne	730 - 760 *	690 - 710 *	610 - 630 *	550 - 570	33.0	
42-lb Laredo border/Mexico (FOB)	tonne	690 - 710 *	670 - 690 *	660 - 670 *	600 - 610	15.7	
42-lb Central/South America (FAS)	sh. ton	685 - 695 *	660 - 670 *	635 - 645 *	510 - 520	34.0	
<b>KRAFT PAPERS</b>							
<b>Unbleached <sup>4</sup></b>							
Extensible multiwall sack, 50-lb	sh. ton	1,040 - 1,070 *	980 - 1,010 *	980 - 1,010 *	940 - 970	10.5	
Natural multiwall sack, 50-lb	sh. ton	890 - 920 *	830 - 860 *	830 - 860 *	790 - 820	12.4	
Grocery bag, 30-lb	sh. ton	770 - 790 *	740 - 760 *	710 - 730 *	670 - 690	14.7	
<b>Bleached <sup>4</sup></b>							
Grocery bag, 30-lb	sh. ton	980 - 1,010 *	920 - 950 *	920 - 950 *	940 - 970	4.2	

\*Discounting has been reported below price shown.

1. Fastmarkets RISI launched assessments of 30-/31-lb recycled linerboard in September 2019. A two year synthetic history was compiled by Fastmarkets RISI economists to coincide with the launch. These historical prices are meant as indicative levels only and should not be considered formal Fastmarkets RISI assessments.

2. From January 2018 the reference to Hong Kong was removed. This is a change in location name, not in methodology. Price includes all China ports.

3. Future price increase announced by major producer (s) but not reflected in current data.

4. Net price assessments for US kraft papers were launched in July 2020. List price assessments were discontinued at the end of 2020.

With the launch of new assessments for recycled linerboard, and lower basis weight assessments, Fastmarkets RISI has removed the footnote to this table containing indicative differentials for other containerboard basis weights and grades. As we add new assessments to our portfolio, we believe this footnote is no longer relevant.

**DISCLAIMER**

While the information contained in this report has been obtained from sources believed to be reliable, Fastmarkets RISI does not warrant or guarantee the accuracy and completeness of the information. All prices are best estimates of prices, and are composite prices as opposed to median or average prices.

June 22, 2021

Dear Customer,

Since the beginning of the year, our industry has experienced a high level of demand for label materials. We expect that demand will remain elevated for the foreseeable future. However, like us, you have likely faced severe volatility in the label material supply chain, created by shortages of raw materials and labor, as well as tightness in the freight sector.

Our teams have worked diligently to minimize the impact of these factors on our supply chain. In addition, we have and will further increase capacity, both in our coating and slitting operations across North America, with the goal to provide reliable service to you.

At the same time, we continue to face unprecedented cost inflation that extends beyond our stringent cost mitigation efforts and prior price adjustments:

- On the paper side, we experience ongoing cost increases driven by elevated pulp prices and increasing tightness in the supply markets for face materials and liners.
- Supply of film materials remains constrained, and costs continue to increase.
- Adhesive component costs remain elevated, despite prior projections that cost pressure would ease once the supply chains are rebuilt.
- The North American freight markets (both LTL and FTL) are extremely tight, and demand is exceeding available capacity leading to increase cost for freight.
- Costs for packaging material and pallets have increased more than 50% since February 2021.

As a result, we will adjust prices effective August 2nd, 2021, as follows:

- All label stock products will be adjusted 6%.
- Our freight rates will increase \$0.003 per MSI.

Your UPM Raflatac sales representative will contact you shortly to review, in greater detail, the price adjustments for the products you purchase from us. Our goal is to minimize the impact of this increase and to discuss potential actions that may mitigate the increase.

As always, we are grateful for your business. We remain committed to partnering with you to help you grow your label business.

Sincerely,

A handwritten signature in black ink, appearing to read "Tim Kirchen". The signature is fluid and cursive, with a large initial "T" and "K".

Tim Kirchen  
Senior Vice President, Americas  
UPM Raflatac



**Green Bay Packaging Inc.**  
**Coated Products Operations**

Friday, June 25, 2021

Dear Green Bay Packaging Customer,

The pressure-sensitive industry continues to experience unprecedented raw material supply disruptions combined with escalated demand. These market conditions are further increasing costs and we can no longer mitigate them. All our business inputs – raw materials, freight, packaging, services - are impacted by accelerating price increases.

Effective with shipments starting July 30, 2021, we are implementing a 7.5% price increase on all products. It applies to both Green Bay Packaging and Citadel products. This is in addition to previously announced increases.

Your Sales Representative will contact you to provide further details on your new prices.

We are working tirelessly to supply the products and services you need during these challenging times. We will continue our efforts to minimize the impact of these rising business costs.

We thank you for your business and appreciate your continued support.

Sincerely,

Justin Merritt  
Senior Vice President



June 30, 2021

Dear Customer,

At FLEXcon, we have diligently worked to offset the impact of rising costs to all our customers. However, the post-pandemic recovery is in full swing, and the global economy is struggling to keep up. The industry's raw material costs continue to increase. In addition, logistics and labor costs are rising due to high demand.

As a result of these continuing industry wide increases in costs, FLEXcon will implement an across-the-board increase of 3.5% effective on all orders placed on or after August 2, 2021. All orders placed prior to this date and released when ready based upon standard lead times will not be impacted.

As always, we greatly value your business and loyalty. We look forward to continuing to strengthen our relationship and partner with you for continued growth.

Sincerely,

FLEXcon

A handwritten signature in black ink, appearing to read 'M. Keaney'.

Michael Keaney  
Head of Sales/Strategy/New Business Development

**FLEXcon Company, Inc.**  
1 FLEXcon Industrial Park  
Spencer, MA 01562-2642

Office: 508-885-8200  
Email: [mkeaney@flexcon.com](mailto:mkeaney@flexcon.com)  
Homepage: [www.FLEXcon.com](http://www.FLEXcon.com)



June 30, 2021

Valued Avery Dennison Customer,

We continue to monitor and keep you informed of the inflationary pressures impacting raw materials and logistics costs across our industry. These cost increases are a result of continuing strong demand for raw materials across multiple industries, constrained supply and multiple challenges across the entire supply chain. These unprecedented surges include sharp cost increases in polypropylene, polyester, paper, adhesives, resin, silicone and freight. Suppliers have increased costs ranging from 10-32% in Q2 and Q3 2021.

We leverage our relationships with our suppliers and logistics partners to minimize the impact of these increases and supply disruptions on our customers. We are continuously focused on improving and protecting the service to our customers and avoiding disruptions in the supply of raw materials, in large part by absorbing additional costs for raw materials and incremental freight as much as possible.

Despite our efforts to offset inflation in raw materials and freight, we will implement an 8% price increase on all Label & Packaging Material products in North America effective August 1, 2021. Additionally, we are keeping the \$0.040/msi polypropylene surcharge in place until further notice. We continue to evaluate the surcharge on a quarterly basis.

Your Avery Dennison sales representative will contact you soon to discuss your business and provide additional information. We greatly value our business partnership with you and are committed to continuing to drive productivity, providing excellent customer service and high-quality product solutions that meet your needs.

Sincerely,



**Jeroen Diderich**

Vice President and General Manager  
Label & Graphic Materials  
North America



**Bill Podojil**

Vice President, Sales  
Label & Graphic Materials  
North America



INX International Ink Co.  
Digital Division  
111 Eastwood Circle  
Owens Cross Roads, AL 35763  
256-725-7750 Phone  
256-725-7751 Fax  
[www.inxinternational.com](http://www.inxinternational.com)

07/09/2021

Dear Valued Customer,

As you may be aware from market publications and ink industry announcements, raw material cost for digital printing inks have been increasing at an unprecedented rate. In addition to increased raw material pricing, we are experiencing higher costs in shipping and freight, labor, and other critical components in the transportation process. Due to these and other industry pressures, INX International Ink Co. will need to implement price increases. This impacts all Digital product lines manufactured by INX International Ink Co.

Effective August 1, 2021, INX is forced to implement a 4.0% price increase on all our Digital ink pricing. Our decision to institute a price increase was difficult but necessary to maintain product quality and consistency. Through all of this, we want to ensure you that we will remain at your side as a reliable, predictable, and accountable partner.

INX International Ink Co. will continue to work tirelessly with our global and domestic suppliers to secure our stock of critical raw materials even as the increased demand has resulted in shortages and pressure on our domestic and international supply chain.

Your sales representative will be contacting you directly to discuss the specifics and answer any questions you might have. We understand increasing ink costs can be frustrating and difficult however, if we continue to work together as partners, we can achieve a common goal and work through this difficult period.

Thank you for your understanding and your support.

Sincerely,

Jim Lambert  
Vice President – Digital Division  
INX International Ink Co.  
[jim.lambert@inxintl.com](mailto:jim.lambert@inxintl.com)



Effective July 19<sup>th</sup>, 2021, Mactac will be increasing roll label stock pricing as follows:

- **All paper facestock products will increase by 8%**
- **All products will increase by \$0.003 / MSI to further offset ongoing logistics & freight inflation\***

These increases will apply to both Mactac and all legacy Duramark Products (Ritrama US) products.

Despite aggressive efforts at mitigation, the impact of pulp price inflation (Northern Bleached Softwood Kraft pulp is at a 20-year high) and continued adhesive component shortages driving relentless inflation have required we pass on a further portion of these costs. In parallel, you will see some consolidation of the Duramark Products' portfolio by July 1<sup>st</sup> to offset some of the costs through economies of scale and product rationalization.

**Increases will apply to all orders placed on or after July 19<sup>th</sup>.**

Through July 16<sup>th</sup>, we will honor current pricing on all orders that are consistent with historical volume patterns. This matter will be strictly adhered to considering the current supply constraints being experienced across the industry.

**To assist with these changes, you will receive revised price lists from your sales representative.**

Specific to the current state of Polypropylene inflation, Mactac will continue to monitor the ongoing volatility. At this time, we see no need to implement a monthly surcharge mechanism.

We do not take the decision to increase your costs lightly and are appreciative of your ongoing support as we work to ensure material availability for you and your customers.

Regards,



Kevin Clunie  
Vice President Sales & Marketing  
Mactac North America

*\*All paper products will increase 8% + \$0.003 / MSI*

July 27th, 2021

Dear Valued Customer,

I know what you're thinking when you opened this ... "oh no, not another one??" That's how I feel every time lately I open an email or letter from a supplier. Unfortunately, you are right, this is another one. I'm not trying to make light of this issue, but as discussed previously, we are in extraordinary times in all market segments. Between COVID issues, supply shortages, transport issues and most recently escalating wages that are required to either find new employees or just KEEP current ones, internal costs are skyrocketing. In spite of our efforts to minimize and delay the impacts of the current inflationary environment, the challenges are too significant to avoid.

**So we are forced to make another move in pricing and announce increases between 5-8% depending on product groups. This will be effective for orders shipped Monday September 20<sup>th</sup> or after. Knowing the current situation of long lead times, we will be fair in how we implement this.**

I could give a lengthy explanation on the justification for this but you've heard it all before and none of us have time to waste. So instead, for now I'd rather simply state that this is unavoidable. We can get angry about it, or pretend it isn't real, but the fact is that this is today's reality for all of us. Therefore, we have to face this head on.

So what do we do? We all know historically the standard reaction is to explore additional volume opportunities to try and offset this. Unfortunately right now between limited material and the lack of available capacity across the entire market there are few short term options. Even if we can resolve these issues, it still doesn't solve our immediate problem (or yours) of escalating costs. So for this one, we will need to get creative and with that in mind you have my personal commitment that we will work with each one of you to find the best solution given the current constraints and under the current circumstances.

We are putting together an updated package to give you additional supporting information that will help you with your customers. That hopefully will help. Your Sales Rep will be contacting you to discuss that package and other issues related to implementing this increase. I encourage you to work together on your specific portfolio and areas where we can potentially look for re-engineered materials and/or alternative solutions.

I hope this better explains the current situation. It's not fun. It's not easy for you or for us but it is what it is. Hopefully things stabilize and should some of these trends start to reverse we can then have the more enjoyable conversation about how we can work together to seize opportunities and take advantage for both of us. Until then, I continue to thank you for your cooperation as we navigate through this together. As always, we will continue to explore every possible option to protect you.

I will personally be available should you have any other questions in the future.

A handwritten signature in black ink that reads "Frank Gavrilos". The signature is written in a cursive, flowing style.

Frank Gavrilos  
President  
Technicote, Inc.  
fgavrilos@technicote.com

July 28, 2021

Dear Valued Customer,

We recently shared an update on the challenges that the pressure-sensitive labeling industry has been facing this year. I wanted to take an opportunity to reinforce our ongoing actions to ensure our commitment to servicing our customers during these times of turbulence. Our entire industry has seen a record amount of growth over the last year combined with significant raw material supply shortages and inflationary pressures. We are continuing to lead by our values of courage, teamwork and integrity to ensure the safety of our teams, while taking specific actions to improve our on-time delivery service levels so that you can meet the demand of your customers.

### **Raw Materials**

I am happy to share that our adhesive supply has significantly stabilized over the past few weeks. That said, the long period of raw material shortage combined with very high demand has put us and the entire supply chain in a significant backlog situation. Even with the stress on the supply chain, we are confident that adhesive supply will continue to be stable and strong.

### **Increased Capacity**

We have been working around the clock addressing issues in our ACPO operations that are affecting service and delivery. We understand our service levels have not been meeting your standards or ours for the last several months. Here are some actions we are taking that will increase our capacity and ability to ship more product over the coming weeks and months:

- Leveraging overlaminate capacity at other sites
- Improving / enhancing processes (ex. coater speed trials)
- Increasing staffing levels dramatically (Oak Harbor site and distribution centers)
- Maximizing total shifts and overtime

### **Improved Reliability**

We are focused on significantly improving our reliability communications, particularly around order re-dating. The team is focused on improvements to the existing ERP system in advance of the integration into Avery Dennison systems (the timing of this transition will be communicated at a later date).

- **New Lead Time Process:** This week we will implement a new ERP tool that will regularly adjust lead times based on our output performance and inventory levels. We will review all current open orders and make one change to order delivery to reflect a more realistic delivery status. We expect orders placed after the implementation of this fix will not require regular redating. This will significantly improve ship reliability and reduce redating. Lead times may increase temporarily until our actions listed above to increase capacity have full impact.
- **New Advanced Notice:** Although our goal is to minimize any late shipments, when delays do arise, we have developed a new tool to give you improved notification of an upcoming miss. This includes a follow-up with a much more reliable new date of delivery.

As always, we continue to re-evaluate our business continuity plans and additional sourcing options as a way to ensure that our supply chain is robust and stable to cope with future challenges and volatility. Our goal is to provide you with the most stable supply chain in the industry.

This year has brought a host of new challenges on top of the existing challenges from COVID and high demand, with which we were already dealing. I am proud of our industry's ability to continue to provide materials for critical and high-demand products even in these circumstances. Regardless of these factors, we know we have made a commitment to you to bring our service levels back to where you expect and we will not let you down. Thank you for your partnership, loyalty and especially for the collaboration in today's challenges.

Warmest regards,



**Bill Podojil**

Vice President, Sales

Avery Dennison, Label & Graphic Materials - North America

Sent by Avery Dennison North America  
8080 Norton Parkway, Mentor, Ohio 44060

*High demand for PS label stock products continues at record levels causing very high capacity utilization across the industry. The heavy demand has strained supply chains still trying to recover from the outages caused by the severe weather that impacted the southern US in February. While monomer supply (key building blocks for films, adhesives and process chemicals) remains tight, availability of key ancillary chemicals continues to disrupt production. Many suppliers have instituted sales controls on adhesives, films, papers and important upstream chemicals. These supply chain disruptions are causing much longer than normal lead-times for most products. It's expected that we will not see more typical supply until early 2022.*

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## **ADHESIVES**

Acrylic adhesive suppliers are continuing sales controls or allocations to manage high demand in an environment where they are unable to get adequate supply of key monomers and formulation additives. While acrylic emulsion adhesives have been significantly impacted by a shortage of acrylic acid monomer, critical minor ingredients are driving much of the supply disruptions for these adhesives. The tight supply has led to cost increases over 20% in 2021.

Tackifying agents, anti-oxidants and the styrene polymer building blocks for hot melt adhesives are in tight supply. Pricing of key components are up over 20% for the year and expected to climb further.

## **FILMS**

Many polypropylene films are sourced overseas. In addition to double digit cost inflation for the film, these offshore produced materials are getting hit with significant freight cost inflation in light of ocean container shortages. While films that come from offshore sources are experiencing longer than normal production lead times, ocean freight delays are a bigger factor in the disruption of supply for imported films. PET, vinyl and styrene films have similar supply/demand imbalances and price inflation on these films is ramping up.

## **PAPER**

Pulp and paper making and coating chemicals are in short supply. Pulp prices have risen to a 20 year high with pulp price inflation being pushed through to the entire paper supply chain. A greater than 30% surcharge for our liner materials can be attributed to the pulp price escalation. In addition to strong demand, the paper industry's continuing consolidation, product line rationalization and mill closures are all factors in the supply of certain grades of paper. The shortages, while driving costs up, are having a significant impact on extending lead times for PS label stock production.

## **PACKAGING**

Corrugated, box board and roll cores are currently experiencing high demand with continuing inflation and shortages. Lumber for pallets has been difficult to acquire over the last several months due to demand driven by strong housing builds and repairs. Lumber prices have begun to decline in recent weeks, however the cost of pallets has tripled since late 2020 as a result of the shortages and won't decline quickly in the current environment.

## **FREIGHT**

Freight constraints are causing disruptions in shipments both internationally and domestically. Shipping containers for ocean freight are currently very difficult to acquire, as well as very expensive. Container loads that may have cost \$2000 in 2020 can approach \$10,000/load today in some lanes. US ports have tremendous backlogs due to lack of manpower to unload and transport to facilities. This is causing much longer lead times, as well as rising costs in both domestic and international freight.

A shortage of trucks and drivers for domestic transportation has led to extended lead times for shipments as well as skyrocketing costs. There has not been any relief in this area since our last update.



## Sonoco Implementing Price Increase for Uncoated Recycled Paperboard

August 9, 2021

HARTSVILLE, S.C., Aug. 09, 2021 (GLOBE NEWSWIRE) -- Sonoco (NYSE: SON) today announced it is implementing a \$70 per ton price increase for all grades of uncoated recycled paperboard (URB) in the United States and Canada, effective with shipments beginning September 7, 2021.

Sonoco said the price increase was in response to continued tight market conditions as strong demand across the Company's U.S. and Canada mill network has resulted in order backlogs remaining at near historic highs as well as unprecedented inflationary pressures on papermaking.

### About Sonoco

Founded in 1899, Sonoco (NYSE: SON) is a global provider of a variety of consumer packaging, industrial products, protective packaging, and displays and packaging supply chain services. With annualized net sales of approximately \$5.2 billion, the Company has 19,000 employees working in approximately 300 operations in 34 countries, serving some of the world's best-known brands in some 85 nations. Sonoco is committed to creating sustainable products, services and programs for our customers, employees and communities that support our corporate purpose of *Better Packaging. Better Life.* The Company was listed as one of Fortune's World's Most Admired Companies for 2021 as well as being included in Barron's 100 Most Sustainable Companies for the third consecutive year. For more information, visit [www.sonoco.com](http://www.sonoco.com).

Contact:

Roger Schrum

+843-339-6018

[roger.schrum@sonoco.com](mailto:roger.schrum@sonoco.com)



Source: Sonoco Products Company



August 11<sup>th</sup>, 2021

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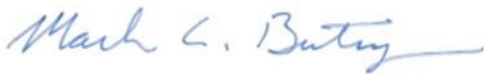
Dear Mill Group Customer,

Greif is implementing a price increase of \$70/short ton on all uncoated recycled board (URB) grades effective with new orders and shipments on and after September 13, 2021. This increase is in addition to previously implemented price increases.

Our raw material, labor, and delivery costs continue to increase, and demand continues to remain extremely strong for our paperboard products. Your sales representative will be contacting you soon to discuss this increase.

I would like to thank you for your continued commitment to Greif. Your business is greatly appreciated, and we look forward to servicing your needs with high quality paperboard products.

Sincerely,



Mark Butryn  
Vice President of Sales & Marketing  
Mill Group

# About Greif

In industrial packaging, be the best performing customer service company in the world.

[Corporate \(/en-us/about-greif/news/news/corporate\)](/en-us/about-greif/news/news/corporate)

[Greif Packaging News \(/en-us/about-greif/news/news/greif-packaging-news\)](/en-us/about-greif/news/news/greif-packaging-news)

[Financial \(/en-us/about-greif/news/news/financial\)](/en-us/about-greif/news/news/financial)

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## Greif, Inc. Announces a \$70 Per Ton Price Increase on All Uncoated Recycled Paperboard (URB) Grades and an 8.5% Increase on Tube and Core and Protective Packaging Products

Date: 2021-08-11

DELAWARE, Ohio, Aug. 11, 2021 /PRNewswire/ -- Greif, Inc. (NYSE: GEF, GEF.B), a global leader in industrial packaging products and services, announced today that it is implementing a \$70 per ton price increase for all grades of uncoated recycled paperboard (URB) and an 8.5 percent increase on all tube and core and protective packaging products. The uncoated recycled paperboard increase is effective today with new orders and shipments on and after September 13, 2021. This is in addition to the \$50 per ton price increase implemented on July 26, 2021. The tube and core and protective packaging products increase is effective with shipments on and after September 24, 2021. This is in addition to the 6 percent price increase implemented on August 6, 2021. These price increases are in response to continued robust demand across the Greif paperboard network and ongoing cost pressures with raw materials, labor, and transportation.

### About Greif, Inc.

Greif is a global leader in industrial packaging products and services and is pursuing its vision: In industrial packaging, be the best performing customer service company in the world. The Company produces steel, plastic, and fibre drums, intermediate bulk containers, reconditioned containers, flexible products, containerboard, uncoated recycled paperboard, coated recycled paperboard, tubes and cores, and a diverse mix of specialty products. The Company also manufactures packaging accessories and provides filling, packaging, and other services for a wide range of industries. In addition, Greif manages timber properties in the southeastern United States.

The Company is strategically positioned in over 40 countries to serve global as well as regional customers. Additional information is on the Company's website at [www.greif.com](http://www.greif.com)



## Sonoco Announces Price Increase for Paperboard Tubes and Cores

August 11, 2021

HARTSVILLE, S.C., Aug. 11, 2021 (GLOBE NEWSWIRE) -- Sonoco (NYSE: SON) today announced it will raise the price for all paperboard tubes and cores by a minimum of 8 percent, effective with shipments in the United States and Canada, on or after September 10, 2021.

"Significant market tightness and additional inflationary cost pressures to our primary raw materials (uncoated recycled paperboard and adhesives) make this increase necessary," said Doug Schwartz, Division Vice President and General Manager, North America Tubes and Cores. "Despite these market and supply chain challenges, we remain committed to maintaining the quality and service that our customers have become accustomed to when working with Sonoco."

Sonoco is the largest producer of paper-based tubes and cores in North America, which are used to serve the paper, plastic film, textile and tape and specialty industries. For more information about Sonoco's complete line of paperboard tubes and cores or to learn more about current pricing, please visit the Company's website [www.sonoco.com](http://www.sonoco.com) or contact the Company at 800-377-2692.

### About Sonoco

Founded in 1899, Sonoco (NYSE: SON) is a global provider of consumer, industrial, healthcare and protective packaging. With annualized net sales of approximately \$5.2 billion, the Company has 19,000 employees working in approximately 300 operations in 34 countries, serving some of the world's best-known brands in some 85 nations. Sonoco is committed to creating sustainable products, services and programs for our customers, employees and communities that support our corporate purpose of *Better Packaging. Better Life.* The Company was listed as one of Fortune's World's Most Admired Companies for 2021 as well as being included in Barron's 100 Most Sustainable Companies for the third consecutive year. For more information, visit [www.sonoco.com](http://www.sonoco.com).

Contact:

Roger Schrum

+843-339-6018

[roger.schrum@sonoco.com](mailto:roger.schrum@sonoco.com)



Source: Sonoco Products Company

August 16, 2021

We are writing to you today to inform you of an upcoming price adjustment on Jessup products.

As you know, there has been significant inflation in the cost of key components used to manufacture our products including raw materials, packaging, and transportation. We work continuously to offset these rising costs through ongoing negotiations with our suppliers, cost reduction actions and supply chain productivity improvements.

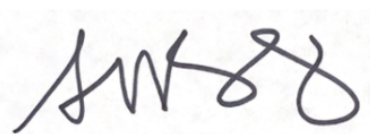
However, in order to maintain continued supply of product and our ability to service the needs that you and your customers expect, Jessup is adjusting prices 8%.

The price adjustment will be effective Monday, August 30, 2021.

All orders scheduled to ship August 30 or later will be subject to the price adjustment. If an order is delayed beyond the acknowledged lead time, and should have shipped prior to August 30 but did not, the quoted price will be honored.

Your Jessup account manager will be contacting you to provide further details. Please be assured we are doing everything possible to control costs while continuing to provide the value, service, and quality you expect from Jessup.

We truly appreciate your business and thank you for your continued support.



Steve Blackowicz  
Vice President, Sales  
Jessup Manufacturing



George Sloan  
Vice President, Marketing  
Jessup Manufacturing

August 16, 2021

We are writing to you today to inform you of an upcoming price adjustment on Jessup products.

As you know, there has been significant inflation in the cost of key components used to manufacture our products including raw materials, packaging, and transportation. We work continuously to offset these rising costs through ongoing negotiations with our suppliers, cost reduction actions and supply chain productivity improvements.

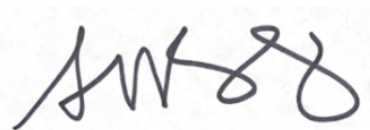
However, in order to maintain continued supply of product and our ability to service the needs that you and your customers expect, Jessup is adjusting its graphics media prices up 4% and all other products up 8%. The adjustments will occur on separate dates.

The 8% price adjustment will be effective Monday, August 30, 2021. All orders scheduled to ship August 30 or later will be subject to the price adjustment. If an order is delayed beyond the acknowledged lead time, and should have shipped prior to August 30 but did not, the quoted price will be honored.

The 4% price adjustment on graphics media will be effective on Friday, October 1, 2021. Purchase orders acknowledged on September 20 or later must reflect the 4% price adjustment as these orders have a 10-day lead time. If an order is delayed beyond the acknowledged lead time, and should have shipped prior to October 1 but did not, the original price will be honored.

Your Jessup account manager will be contacting you to provide further details. Please be assured we are doing everything possible to control costs while continuing to provide the value, service, and quality you expect from Jessup.

We truly appreciate your business and thank you for your continued support.



Steve Blackowicz  
Vice President, Sales  
Jessup Manufacturing



George Sloan  
Vice President, Marketing  
Jessup Manufacturing



1000 Abernathy Rd NE office: 615-579-4995  
Atlanta, GA 30328 www.westrock.com

August 27, 2021

Dear Customer,

Effective with shipments on or after September 27, 2021, WestRock will increase pricing on all Uncoated Recycled Board (URB) products by \$70 per ton.

We thank you for your business and continued support. Your WestRock sales representative will contact you to address any questions you have regarding this price adjustment.

Best regards,

A handwritten signature in black ink, appearing to read "Craig Long".

Craig Long  
Director, South Region Sales  
Consumer Paperboard Mills



We think about glue **24/7/365**  
so you don't have to.

8/31/2021

Dear Valued Customer,

In the last several months, people and supply chains have been pushed beyond what they are capable of handling. As a result, we have seen people unable to work safely, company and port closures, raw material shortages, and notice after notice of force majeure. Cumulatively, these forces have driven the cost of adhesives up significantly, outpacing the ability to process them. [This link will take you to the announcement from HB Fuller instituting an 11% surcharge effective immediately.](#)

We do not take any price changes lightly. We will be increasing pricing by 11% for all orders affected by this surcharge. In the instances where we have stock on the floor that predates the surcharge, we will hold off adding the increase to your order. If you have an order in house that has been confirmed and is impacted by this surcharge, you will receive an updated confirmation with the new price noting the change. We have application and product options that may be available to mitigate the recent price pressures.

For over 35 years and with over 200 combined years of experience, we value working closely with our customers to turn challenges into opportunities.

Thank you for your business and trust to work through these times together.

Sincerely,

The Chicago Glue and Machine Team



1400 Paramount Parkway  
P O Box 550  
Batavia, IL 60510

Phone 630.879.2100  
Fax 630.879.2868

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August 31, 2021

Dear Valued Customer:

As the demand for containerboard continues to rise in 2021, this has added to the increased backlogs and extended lead times. Batavia Container has already received increases from all the major US Containerboard suppliers prior to the official increase announcement from Pulp and Paper.

Due to the increase in the cost of sheets being passed on to us, we are sending notification of a 9% increase with all corrugated orders shipping after October 1, 2021.

With lead times for sheets continuing to be stretched, we suggest allowing extra lead time, if possible, when placing orders.

Your sales representative will follow up with you to discuss, in more detail, the increase and ways to work together to best manage this increase. We appreciate your business and want to continue to earn your business each and every day. I look forward to the opportunity to build our relationship as we navigate through these times together.

Regards,

Paul Mansour  
Batavia Container, Inc.





Effective October 1<sup>st</sup>, 2021 Mactac will be implementing a \$0.03 / MSI price increase and applying a temporary surcharge on all constructions incorporating BOPP facestock. Surcharge scope:

- Applies to all Mactac, Lintec and former Duramark Products roll label with BOPP facestock delivered on or after October 1<sup>st</sup>, 2021
- Excludes non-BOPP facestocks (e.g., Polyester, Vinyl, Paper, etc.)

Mactac has been monitoring the polypropylene resin inflation throughout 2021. The widely published forecasts anticipated inflation to peak in Q1. However, the industry has experienced month-over-month inflation since that time resulting in a new high for August with the potential for further upward pressures from extreme weather and other supply chain challenges. Believing these increases to be temporary, we have absorbed all inflation since the 4.5% increase implemented on March 29<sup>th</sup>, but can no longer do so while maintaining service levels and continuity of supply from our vendors.

Through September 30<sup>th</sup>, we will honor current pricing on all orders that are consistent with historical volume patterns, but Mactac can no longer absorb the full impact after this date. This matter will be strictly adhered to considering the current supply constraints being experienced across the industry.

Effective October 1<sup>st</sup>, the BOPP price increase of \$0.03 / MSI will go into effect and a further surcharge based upon Q2 2021 CDI average will be applied. For October 2021 the surcharge will be \$0.055 / MSI. We will adjust our surcharge based upon the quarterly average and implement with a one-month lag (i.e., Q3 rate goes into effect November 1<sup>st</sup>).

**Surcharge per Chemical Data Index (Polypropylene resin) average for 2Q highlighted.\***

CDI quarterly average (Q2 2021)		
Above \$0.88/ lb	\$0.01	per MSI surcharge
Above \$0.98/ lb	\$0.025	per MSI surcharge
Above \$1.08/ lb	\$0.04	per MSI surcharge
Above \$1.18/ lb	\$0.055	per MSI surcharge
Above \$1.28/ lb	\$0.07	per MSI surcharge
Above \$1.38/ lb	\$0.085	per MSI surcharge
... +0.10 / lb increase	... +\$0.015	further surcharge

We do not take the decision to increase your costs lightly and are appreciative of your ongoing support as we work to ensure material availability for you and your customers.

Regards,

Kevin Clunie  
 Vice President Sales & Marketing  
 Mactac North America

\*Source: ICIS Chemical data Index (Polypropylene) Q2 Average: \$1.196 / lb.



Specialty Adhesives and Coatings, Inc.  
3791 Air Park St.  
Memphis, TN 38118  
Phone: 1-800-728-9171 Fax: 1-901-794-9175  
specialtyadhesives@specialtyadhesivesinc.com

**Dear Valued Customer:**

**Thank you for your business and continued support. Specialty Adhesives & Coatings, Inc. has received notification from many of our suppliers that their prices will be increasing due to the escalating cost and supply constraints for key raw materials and feedstocks that go into our adhesive products. Packaging costs (Reconditioned Totes, Fiber & Metal Drums & Plastic Pails) have also increased substantially in the past 60 days. As always, please rest assured we are doing everything possible to minimize the impact of these increases to all our customers.**

**While our supply situation has improved in some cases, the high demand for adhesives across most market segments, along with low inventories, continues to create challenges. Specialty Adhesives & Coatings has expended substantial cost and effort to navigate these challenges to better meet the needs of our customers. Transportation and logistics costs are also at an all time high and we are paying much higher rates to both bring in raw material and ship out our adhesive products.**

**We are sending this letter to notify you of happenings in our raw material market and pricing adjustments that will take effect on September 1st, 2021. Your sales representative will be in contact with you to provide further details.**

**Sincerely,**

**Tim Myrick**

**VP - Sales**



Friday, Sept 10, 2021

Dear Valued Partner,

Thank you for your ongoing support and confidence in General Formulations as we navigate the continuing pandemic-related problems. During these trying times, we all are dealing with a number of challenges like raw material shortages, shipping and logistics as well as critical manpower that helps us all grow and work better together.

Recently, key components of our products have increased in price again and more are expected before the end of the year; face film +15 - 23%, adhesive +17 - 25% and liner +25 - 34%. Not surprising as the index prices for plastic, adhesives, silicone, and paper, continue to indicate increases between +17% and +55.2% since October 2020. We continue to fight for our mutual benefit, critically looking at our manufacturing processes and purchases to keep prices stable for us all. With these new increases, we must update our pricing.

We understand that you may have to pass these price increases on to your customers, and for that reason we are not passing on the full impact and minimizing the level of *increase to only 6 %* across all products lines.

The new prices will go into effect on all orders received after Oct 15th and on any blanket orders or orders with any date other than immediate shipment. Should you have any questions, please contact your regional sales manager.

As a key partner of General Formulations, we appreciate your continued support and assure you that we will continue to work internally to minimize the impact and pain this causes us all.

Sincerely,

Scott Spagnoli  
Vice President of Sales

General Formulations | 1-800-253-3664 | [Generalformulations.com](http://Generalformulations.com)  
309 S. Union Avenue, Grand Rapids, MI 49345





September 20, 2021

Dear Acucote Customer,

2021 continues to be a challenging year. The effects of record high demand and strained supply chains for raw materials are affecting the entire industry. Transportation costs and component shortages across all product segments are significantly affecting product pricing.

Given these circumstances, Acucote continues to provide customers with quality products, excellent service (albeit extended lead times) and communication concerning product availability.

Unfortunately, we are at a point where we can no longer absorb the continuing increasing costs of materials and transportation. Effective on all October 15<sup>th</sup> shipments, regardless of order entry date, a price increase averaging 9% will be applied to all products. In addition, pre-paid freight rates will increase by \$.003 / msi.

Prior to the increase, you will receive a product specific list of current and new pricing information. Your Acucote Sales Manager will contact you to review the changes and will discuss any alternate materials that may lessen the impact of this increase.

We remain committed to supporting our customers at the highest level during these trying times.

Thank you,

Mike Hudson  
National Sales Manager

**[www.acucote.com](http://www.acucote.com)**

*All of us in the pressure sensitive industry are feeling the effects of record high demand and strained supply chains for label raw materials and products. Trying to keep up with this high demand has pushed the limits of our operations and people. The impact has been increasingly longer lead-times to fulfill orders as we attempt to fill orders at historical volume levels. We've even placed a temporary moratorium on quoting on any new business or business that we haven't serviced within the past year, as we attempt to protect existing business with our loyal customers. It's likely that we will not see more of a typical supply chain before mid-2022.*

## INFLATION

Supply/demand imbalances in materials and freight continue to drive significant inflation across all categories of cost drivers. The impact of hurricane Ida is expected to affect chemicals and freight supply as damage is discovered as plants and infrastructure are brought back on stream after shutdowns and flooding in Louisiana and the northeast, putting more pressure on inflation.

## MANPOWER

Personnel shortages continue to plague operations. COVID cases and protocols, and a general lack of available job applicants, makes it difficult to add staff to handle demand. Significant overtime and incentives are having an impact on manufacturing costs on top of the raw material inflation.

## ADHESIVES

Acrylic adhesive suppliers are continuing sales controls or allocations to manage high demand. While acrylic emulsion adhesives have been significantly impacted by a shortage of acrylic acid monomer, other critical minor ingredients are driving much of the supply disruptions for these adhesives. Some easing of supply is expected later this year.

While hot melt adhesives are in a better supply position than acrylics, key formulation materials like tackifying agents, anti-oxidants and the styrene polymer building blocks for hot melt adhesives are in tight supply.

## FILMS

High demand and tight supply continue to drive cost increases for domestic polypropylene resin. While supply is better for some overseas sourced PP films,

these materials are getting hit with significant freight cost inflation and delays in light of ocean container shortages. PET, vinyl, and styrene films have similar supply/demand imbalances and price inflation on these films continues.

## PAPER

Pulp and paper making and coating chemicals are in short supply. Pulp prices have risen to a 20-year high

with pulp price inflation now being pushed through to the entire paper supply chain. In addition to strong demand, the paper industry's continuing consolidation, product line rationalization, and mill closures are all factors in the supply of certain grades of paper. Direct thermal and thermal transfer papers have been most affected by these factors. The shortages, while driving costs up, are having a significant impact on

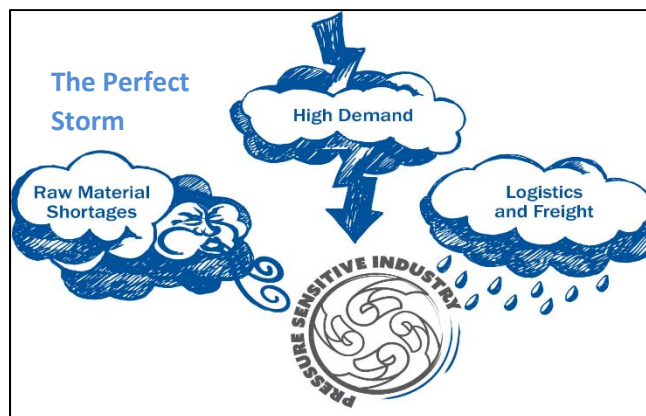
extending lead times for PS label stock production.

## PACKAGING

Corrugated, box board, shrink wrap, and roll cores are currently experiencing high demand with continuing inflation and shortages.

## FREIGHT

Freight constraints continue to cause disruptions in shipments both internationally and domestically. Shipping containers used for ocean freight and intermodal transport are currently very difficult to acquire, as well as very expensive. Container loads that may have cost \$2000 in 2020 can approach \$15,000/load today in some lanes. US ports have tremendous backlogs due to lack of manpower to unload, clear customs and transport to facilities. This is causing much longer lead times, as well as rising costs in both domestic and international freight.



September 29, 2021

Dear Customer,

Our industry continues to experience record level demand across most segments. Simultaneously, supply chains for critical raw materials and the freight sector have been constrained since the beginning of this year.

These disruptions have resulted in unprecedented cost inflation that extends beyond our cost mitigation efforts and prior price adjustments:

- The supply of paper face materials, particularly direct thermal papers, has been extremely tight due to record level demand and upstream production limitations driving up cost.
- Global petrochemical supply chains continue to be constrained which has caused ongoing supply disruptions for film faces and liners (PP, PET, PE) and adhesive components.
- Freight rates have continued to escalate since the beginning of the year. Our LTL partner, FedEx, recently announced additional, non-negotiable handling surcharges.

Our priority is to provide you with high quality label stock and reliable service during these unprecedented times for our industry.

As a result, we will adjust prices for any shipments effective November 1st, 2021, as follows:

- Filmic face label stock will increase between 4 – 6 cents USD/MSI
- Paper face label stock will increase 9%

Separately, we will increase our Flat Freight Charge for any deliveries below 5,000 MSI from \$75.00 USD to \$99.00 USD, effective November 1st, 2021.

Your UPM Raflatac sales representative will contact you shortly to review, in greater detail, the price adjustments for the products you purchase from us. They will also provide assistance to mitigate any potential impacts.

As always, we are grateful for your business!

Sincerely,



Tim Kirchen

Senior Vice President, Americas

UPM Raflatac



Forms and Labels  
350 W. 17th Street, Monroe, WI 53566  
o 608 329 9284  
w rrd.com

September 30, 2021

Dear Customer,

As we head into the last quarter of 2021, we are all seeing the fallout effects of the COVID 19 pandemic across all supply chains. From scores of ships parked off The Port of Long Beach, 20 to 1 load to driver truckload freight ratios, to abnormal shortages in chemicals and papers, supply chains are stressed, and many are currently broken. Unfortunately, these dynamics are forecast to last throughout 2022, and will leave a lasting impression on how we purchase and consume goods. As a manufacturer, we are experiencing these dynamics through significant price escalations in raw materials, labor, and freight across all of our products as well.

With that, effective with shipments on or after November 1, 2021, we are increasing prices on all Clean Tac™ adhesive products as follows:

<b>Product</b>	<b>Increase</b>
Clean Tac™ Paper Products	9.0%
Clean Tac™ Film Products	12.0%

As an organization, we have taken several steps to shore up our resources and supply chains, to ensure product availability and certainly improve our extended leadtimes to our customers as we move forward. These include:

1. Forecasting usage and ordering key materials for the remainder of the year, and into Q1/Q2 of 2022.
2. Improving our labor position in our key operations by taking aggressive steps to become a preferred employer in local markets in which we employ our associates. We are beginning to see positive changes in labor availability.
3. Streamlining our operations to remove non-value added steps, and focusing on those products most demanded and valued by our customers.

These notifications, while commonplace this year, have become no easier to communicate. However, especially during times of rapid cost inflation and supply chain disarray, they are also necessary to maintain healthy partnerships, so both parties continue their strong relationship with a sense of stability through the interim chaos.

We look forward to our continued mutual success.

Thank You,

Mark Mancilla  
Vice President Operations,  
RR Donnelley Labels  
mark.d.mancilla@rrd.com



a Dai Nippon Printing  
company

**DNP Imagingcomm America Corporation**

1001 Technology Drive  
Mt. Pleasant, PA 15666  
TEL: (888) 569-7222 FAX: (800) 676-7669  
www.dnpimagingcomm.com • www.dnpribbons.com

October 1, 2021

Dear Valued DNP Customer,

As you are most probably aware, the impact of inflation is affecting us all – costs for our raw materials, packaging supplies, labor, and transportation continue to rapidly escalate. As a result, we are announcing a 5% price increase on all thermal transfer ribbons effective on orders entered on or after November 1, 2021.

DNP remains committed to providing you with exceptional products and service levels. We would like to assure you that our manufacturing facilities in the US and Japan are fully operational, and we have a solid supply chain and raw material inventories.

2021 has brought unparalleled challenges, and we appreciate and thank you for your continued support of our products and company. Your DNP account team and I would be happy to answer any questions you may have.

Sincerely,

A handwritten signature in black ink, appearing to read 'Mark Bjerkestrand'.

Mark Bjerkestrand  
Vice President of Sales and Marketing  
[m.bjerkestrand@dnp.imgcomm.com](mailto:m.bjerkestrand@dnp.imgcomm.com)



# **Pacific**

**PAPER TUBE, INC.**

October 1, 2021

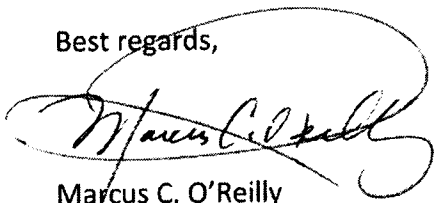
Dear Valued Customer:

I hope this announcement finds you healthy and well. As you are aware, raw material, labor and delivery costs continue to rise at an alarming rate. Although we continue to strive to keep those costs down, we need to pass on these increases.

We are implementing an 8% (eight percent) price increase effective on all orders received on or after November 15, 2021.

Thank you for your understanding and continues support.

Best regards,



Marcus C. O'Reilly

Sales Manager

510-812-7889

[marcus@pacificpapertube.com](mailto:marcus@pacificpapertube.com)

3460 Preston Ridge Road, Suite 600  
Alpharetta, GA 30005

ph. 678.566.6500  
www.neenah.com

October 5, 2021

Re: Price action

Dear Valued Neenah Customer:

Over the last year, we have experienced unprecedented inflation, raw material shortages, and supply chain imbalances. Continued competition for raw materials, transportation, and labor have resulted in dramatic increases in cost. For example, latexes used in the production of our products have climbed 30-50% in price this year.

With recent information provided by our suppliers indicating further constraints on key raw materials, and sustained elevated prices expected into 2022, we are announcing new pricing for our products.

Effective November 5, 2021, Neenah is announcing a price increase of **5%+** over current prices for all **Tape Grades** shipped on or after **November 5, 2021**.

Due to this new market outlook, previously announced surcharges will now be considered permanent pricing. As raw material costs normalize our intent is to revisit pricing to support your business's long-term competitiveness.

Your Neenah Sales Development Manager will work with your team to discuss the specific details on these increases, including providing you with updated pricing pages. We appreciate your business and look forward to our continued partnership.

Regards,



**Vishal Rao**  
Vice President  
Industrial Solutions  
Neenah, Inc.

October 7, 2021

Dear Valued Customer,

We are writing today to share an update on the continued disruptions related to raw material supply that we first alerted you to in March 2021. So far, Siegwerk has been successful at avoiding major supply interruptions to our customers, and we believe that we will continue to be successful in this effort. We are working to keep ink and other press materials flowing out of our manufacturing environment and into yours! Keeping our customers supplied with high performing and quality products remains our top priority.

Since our last communication in July, some things have improved – monomer deliveries are generally more available, and generally reliable. We've been able to improve the way we manage supplier orders and in turn, our own ability to produce on demand. However, new Force Majeures have been recently announced by producers of titanium dioxide and photo initiators as China begins to limit production due to their energy shortages and other political issues.

What has now become the biggest problem of all is logistics. Siegwerk is experiencing sharp increases in inbound freight costs and unprecedented delays. At exponentially increased cost, we are now waiting more than a month to receive many inbound shipments. Outbound trucking is equally as problematic as freight rates have more than tripled with less reliable service.

During this time of continued market turbulence, Siegwerk remains committed to minimizing risk for our customers and believes our supply chain is capable of meeting the demands. We have supplies that we believe will continue reasonable service for the foreseeable future.

Given the realities outlined above, Siegwerk Narrow Web CUSA is forced to announce additional price adjustments effective November 1, 2021:

- The UV surcharge announced in March 2021 for UV inks will be increased by the following -
  - +0.53 USD/lb - for all UV inks excluding Opaque Whites
  - +0.39 USD/lb - for all UV Opaque Whites & Sleeve Whites
  - +0.39 USD/lb - for all UV Varnishes, Primers and Clears
- Prices on all water-based products will be increased 4%
- Prices on all solvent-based and conventional/oil offset products will be increased 4%
- A freight surcharge of \$0.25/lb will be added on all invoices

We hope and expect that UV surcharges will be reduced as costs moderate, but currently, there is little clarity on the timing of relief.

We appreciate your continued understanding and support during this time of unprecedented market turbulence. If you have any additional questions, please feel free to contact your Account Manager or myself directly for further assistance.

Best Regards,  
Siegwerk EIC, LLC

A handwritten signature in black ink that reads "Mark den Boer". The signature is written in a cursive, flowing style.

Mark den Boer  
Midwest Regional Manager - Narrow Web  
[mark.denboer@siegwerk.com](mailto:mark.denboer@siegwerk.com)



**Green Bay Packaging Inc.**  
**Coated Products Operations**

Friday, October 8, 2021

Dear Green Bay Packaging Customer,

As you are aware, market conditions remain challenging. We are all experiencing supply chain delays and shortages. Our team is working diligently to communicate proactively and provide you products as promptly as possible given these extreme difficulties.

In addition to supply disruptions, the costs of inputs – raw materials, freight, packaging - continue to escalate and we are no longer able to mitigate them.

Effective with all shipments as of November 8, 2021, we are implementing a 9.5% price increase on all products. It applies to both Green Bay Packaging and Citadel products. This is in addition to previously announced increases.

Your Sales Representative will contact you to provide further details on your new prices.

We appreciate your business and thank you for working with us through these unparalleled times.

Sincerely,

Justin Merritt  
Senior Vice President

**SPECIALISTS IN COATED SELF-ADHESIVE MATERIALS**  
3250 South Ridge Road · P.O. Box 19017 · Green Bay, WI USA 54307-9017 · Phone: 920-337-1800  
Fax: 920-337-1797