



November 10<sup>th</sup>, 2015

Subject: Price Increase Announcement

Dear Valued Hansol Paper Customers,

In response to continuing unprecedented market conditions, as well as increased input costs, Hansol America will implement price increases on our direct thermal papers sold here in North America. This increase will take effect with shipments from January 1<sup>st</sup>, 2016.

A 6% increase will impact the following grades currently carried by Hansol America, Inc.:

- NTC AF 48, NTC AF 55, NTC HS 65, NTC HS 80, NTC HS 100

Due to limited allocation, we are not able to take orders above recent monthly average ahead of price increase announcement.

Should you have additional questions regarding this announcement and its impact on your business, your Hansol America representative will be happy to assist with any questions you may have.

We sincerely value your business and hope to continue to service your needs with outstanding products. Thank you for your interest and continued support of Hansol Paper.

Sincerely,

A handwritten signature in black ink, appearing to read "Kenny Kim", is written over a horizontal line. The signature is stylized and cursive.

Kenny Kim  
President  
Hansol America, Inc.

**Elaina Phillips**

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**Subject:**

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**From:** Richard Greene [<mailto:richard@koehleramerica.com>]

**Sent:** Wednesday, November 04, 2015 2:47 PM

**To:** Richard Greene

**Subject:** price adjustment effective january 1, 2016

Dear valued customer,

Faced with continued cost pressures, our prices for our kt44,kt48, and kt55grades will advance by 5% effective with either warehouse or mill shipments on January 1, 2016.

We continue to experience strong demand so we ask you to get back to me by next Wednesday to let me know what quantity you would like to purchase monthly during the first quarter. I will return to you within a few days with confirmation of supply.

Your business and support is very gratifying. Thank you.

Best regards,

**Richard Greene**

Koehler America Inc.

111 Great Neck Rd.

Great Neck, NY 11021

Tel: 516.773.4337

Fax: 516.773.2976

[richard@koehleramerica.com](mailto:richard@koehleramerica.com)



APPVION

October 23, 2015

Dear Valued Appvion Customer,

Due to strong demand and increases in input costs, Appvion will increase the selling price of POS products globally effective with shipments January 1, 2016.

This price increase is in addition to all previously announced increases, FSC up-charges, and minimum and trim up-charges. Given current demand we are unable to accept orders above your historical average ahead of price increases.

This price increase includes the following grades:

<b>Grade</b>	<b>Increase Percentage</b>
Alpha® 400 2.1, Alpha® 400 2.3, and Alpha® 800 3.4	6.0 %
Alpha® 800 2.4, Alpha® 820 2.4 and Alpha® 820 3.4	4.0 %
Alpha® 400-3.4	4.0 %

Your Appvion representative will contact you with details about this price increase and answer any questions you may have.

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

Sincerely,

Justin Merritt  
Vice President and  
General Manager- Thermal Business