

# REFLECTION PRINTING

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December 23, 2020

Cheryl Krejci  
Fort Bend County Purchasing  
301 Jackson, Suite 201  
Richmond, Texas 77469

Re: Contract Price Increase Request

Ms. Krejci,

Reflection Printing has received two paper price increases over the last year that has increased our cost on both regular and window envelopes under Bid 20-064. This combined with our increase in labor costs over the last year have caused Reflection Printing to submit this requested contract pricing.

Here is our current contract pricing and newly requested contract pricing for both regular and window envelopes:

Quantity	Current Pricing	Requested Pricing	Change	% Change
500	\$39.00	\$44.00	\$5.00	12.8
1,000	\$49.00	\$56.00	\$7.00	14.2
2,500	\$89.00	\$99.00	\$10.00	11.2

I hope these small price increases are acceptable to FBC. If Reflection Printing can have these slight increases in envelope pricing, we are happy to renew our contract with FBC holding all other pricing at last year's contract rates for another year.

Please let me know your thoughts at your earliest convenience.

Sincerely,



Mike Hensley  
President

**Houston Corporate Office**

6131 Corporate Drive  
Houston, Texas 77036  
Phone 713-271-2253  
Fax 713-271-8879

**Baytown Office**

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# OLMSTED-KIRK

## **SBS producers initiate \$50/ton price increases for February including Graphic, Evergreen, Clearwater:**

SAN FRANCISCO, Jan 8, 2021 (PPI Pulp & Paper Week) – Leading producers of solid bleached sulfate (SBS) paperboard have separately set \$50/ton price increases effective in early February, and including the spectrum of grades from folding carton and cup stock to food service and liquid packaging, according to company letters to customers.

Graphic Packaging in later December said it would raise its SBS prices effective Feb. 1, Clearwater Paper set its SBS hike for Feb. 2, and Evergreen Packaging set an effective date of Feb. 5.

## **Hansol to increase CWF, UWF, and thermal paper prices by 10 – 15%, effective January 1.**

SEOUL, Jan 1, 2021 (Press Release) – South Korea’s Hansol Paper has announced a comprehensive 10-15% price hike for its coated/uncoated woodfree paper and thermal paper products, effective internationally, for all orders placed on or after January 1.

The increase applies to all basis weights, finishes, mill brands, and private label programs.

## **Suzano raises BEK pulp prices in Southeast Asia and the Middle East to \$600/tonne**

SAO PAULO, Jan 6, 2021 (Fastmarkets RISI) – Brazilian bleached eucalyptus kraft (BEK) pulp producer Suzano is slating the new price of \$600/tonne for sales in Southeast Asia and the Middle East, effective immediately.

*Fastmarkets RISI* has learned that the increase is reportedly driven by rising shipment costs and limited shipment availability for some regions.

## **Suzano announces 4-6% price hike for UWF in Europe**

SAO PAULO, Jan 5, 2021 (Fastmarkets RISI) – Brazilian pulp and paper producer Suzana informed clients in Europe of a 4-6% price hike for uncoated woodfree (UWF) paper and cutsize, *Fastmarkets RISI* has learned. The price increase is effective with all stock orders invoiced from Feb. 1 and all new indent production orders with immediate effect across all European markets.

## **Envelope Program Announcement**

January 5, 2021 – Over the past several months, Mohawk has made many strategic decisions to focus our manufacturing, marketing, and selling efforts on our mutual business’s most profitable segments. Our goal is to provide a best-in-class portfolio that delivers on our shared core values, differentiates in the market, and is readily available. We continue executing this strategic initiative with the following envelope announcements. Effective immediately:

Commodity / Saybrook / White Wove Envelopes - We will immediately stop quoting specials and exit this business segment in its entirety: Commodity/Saybrook/White Wove Envelopes Discontinued

## **Sappi Europe to increase woodfree coated and woodfree uncoated paper prices by 8-10% from March 1**

BRUSSELS, Jan 12, 2021 (Press Release) – Sappi Europe announces a price increase for Woodfree Coated and Woodfree Uncoated paper grades by 8-10% for all European markets.

Decreasing profitability combined with large, sudden cost increases, both in raw materials and logistics make a price increase unavoidable.

**Fort Bend County Tabulation**  
**Bid 20-064**  
**Term Contract for Stationery Printing and Supplies**

**Term: April 1, 2020 through March 31, 2021**

**Awarded 3/10/20: Reflection Printing**

Vendor		Reflection Printing Houston, TX		Pamela Printing Company Sugar Land, TX		Absolute Color Mailplex LLC Houston, TX	
<b>Form 1295</b>		Yes					
Letterhead Stationery	Estimated Annual Quantity	Unit Bid Price	Extended Price	Unit Bid Price	Extended Price	Unit Bid Price	Extended Price
Stock Paper, Case of 5000 sheets	15	\$ 238.00	\$ 3,570.00	\$ 258.50	\$ 3,877.50	\$ 514.00	\$ 7,710.00
Minimum Order →	170,000						
Foiling of Gold Seal on Letterhead, Case of 5000 Sheets	15	\$ 219.00	\$ 3,285.00	\$ 202.00	\$ 3,030.00	\$ 209.00	\$ 3,135.00
Minimum Order →	150,000						
Letterhead 500 Personalized includes Typeset	15	\$ 29.00	\$ 435.00	\$ 30.00	\$ 450.00	\$ 74.63	\$ 1,119.45
Letterhead 1000 Personalized includes Typeset	8	\$ 39.00	\$ 312.00	\$ 35.00	\$ 280.00	\$ 88.90	\$ 711.20
Letterhead, 2500 Personalized includes Typeset	15	\$ 59.00	\$ 885.00	\$ 60.00	\$ 900.00	\$ 131.69	\$ 1,975.35
<b>Envelopes with flat black seal</b>							
Envelopes 500 Personalized includes Typeset	25	\$ 39.00	\$ 975.00	\$ 56.00	\$ 1,400.00	\$ 74.63	\$ 1,865.75
Envelopes 1000 Personalized includes Typeset	10	\$ 49.00	\$ 490.00	\$ 72.00	\$ 720.00	\$ 88.90	\$ 889.00
Envelopes 2500 Personalized includes Typeset	40	\$ 89.00	\$ 3,560.00	\$ 145.00	\$ 5,800.00	\$ 131.69	\$ 5,267.60
<b>Window Envelopes with flat black seal</b>							
Window Envelopes 500 Personalized includes Typeset	20	\$ 39.00	\$ 780.00	\$ 59.00	\$ 1,180.00	\$ 74.63	\$ 1,492.60
Window Envelopes 1000 Personalized includes Typeset	1	\$ 49.00	\$ 49.00	\$ 77.00	\$ 77.00	\$ 88.90	\$ 88.90
Window Envelopes 2500 Personalized includes Typeset	35	\$ 89.00	\$ 3,115.00	\$ 158.00	\$ 5,530.00	\$ 131.69	\$ 4,609.15
<b>Business Cards</b>							
Stock Cards includes Gold Foil Seal Box of 500 cards	650	\$ 6.74	\$ 4,381.00	\$ 15.78	\$ 10,257.00	\$ 6.90	\$ 4,485.00
Minimum Order →	600 boxes						
Bus Cards 500 1 Side Personalized includes Typeset	200	\$ 34.00	\$ 6,800.00	\$ 20.00	\$ 4,000.00	\$ 31.00	\$ 6,200.00
Bus Cards 500 2 Sides Personalized includes Typeset	60	\$ 54.00	\$ 3,240.00	\$ 32.00	\$ 1,920.00	\$ 35.00	\$ 2,100.00
<b>Grand Total:</b>			\$ 31,877.00		\$ 39,421.50		\$ 41,649.00

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 Bid 20-064  
 Term Contract for Stationery Printing and Supplies**

**Term: April 1, 2020 through March 31, 2021**

**Awarded 3/10/20: Reflection Printing**

Vendor		Reflection Printing Houston	
Letterhead Stationery	Lawson Numbers	Unit Bid Price	
Stock Paper, Case of 5000 sheets	6271	\$	238.00
Minimum Order →	170,000		
Foiling of Gold Seal on Letterhead, Case of 5000 Sheets	12445	\$	219.00
Minimum Order →	150,000		
Letterhead 500 Personalized includes Typeset	6272	\$	29.00
Letterhead 1000 Personalized includes Typeset	6273	\$	39.00
Letterhead, 2500 Personalized includes Typeset	6274	\$	59.00
<b>Envelopes with flat black seal</b>			
Envelopes 500 Personalized includes Typeset	6275	\$	39.00
Envelopes 1000 Personalized includes Typeset	6276	\$	49.00
Envelopes 2500 Personalized includes Typeset	6277	\$	89.00
<b>Window Envelopes with flat black seal</b>			
Window Envelopes 500 Personalized includes Typeset	6278	\$	39.00
Window Envelopes 1000 Personalized includes Typeset	6279	\$	49.00
Window Envelopes 2500 Personalized includes Typeset	6280	\$	89.00
<b>Business Cards</b>		<b>6281 is for Purchasings use only</b>	
Stock Cards includes Gold Foil Seal Box of 500 cards	6281	\$	6.74
Minimum Order →	600 boxes		
Bus Cards 500 1 Side Personalized includes Typeset	6282	\$	34.00
Bus Cards 500 2 Sides Personalized includes Typeset	6283	\$	54.00