

REFLECTION PRINTING

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24E

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

407 W. Baker Rd, Suite R
Baytown, Texas 77521
Phone 281-427-4243
Fax 281-420-1372

www.reflectionprint.com



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	
Form 1295		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
Envelopes with flat black seal							
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
Window Envelopes with flat black seal							
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
Business Cards							
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
Grand Total:			\$ 31,877.00		\$ 39,421.50		\$ 41,649.00

**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	
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
Envelopes with flat black seal			
Envelopes 500 Personalized includes Typeset	6275	\$	39.00
Envelopes 1000 Personalized includes Typeset	6276	\$	49.00
Envelopes 2500 Personalized includes Typeset	6277	\$	89.00
Window Envelopes with flat black seal			
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
Business Cards		6281 is for Purchasings use only	
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

CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.
Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

**OFFICE USE ONLY
CERTIFICATION OF FILING**

Certificate Number:
2021-707699

Date Filed:
01/19/2021

Date Acknowledged:
02/09/2021

1 Name of business entity filing form, and the city, state and country of the business entity's place of business.

Reflection Printing
Houston, TX United States

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.

Fort Bend County

3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.

B20-064
Stationary Printing and Supplies

4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary
	Hensley, Carol	Houston, TX United States	X	
	Hensley, Mike	Houston, TX United States	X	

5 Check only if there is NO Interested Party.

6 UNSWORN DECLARATION

My name is _____, and my date of birth is _____.

My address is _____, _____, _____, _____, _____.
(street) (city) (state) (zip code) (country)

I declare under penalty of perjury that the foregoing is true and correct.

Executed in _____ County, State of _____, on the _____ day of _____, 20____.
(month) (year)

Signature of authorized agent of contracting business entity
(Declarant)