



January 20, 2012

Dear Valued Appleton Customer,

Due to continued strong demand and high input costs, particularly chemicals, Appleton will increase the selling price of all POS grades by 5%, effective with shipments February 20, 2012.

This price increase is in addition to all previously announced increases and will apply to customers globally.

This price increase includes the following grades:

Alpha® 400 2.1 and Alpha® 400 2.3, both white and red fiber  
Alpha® 800 2.4 and Alpha® 800 3.4  
Alpha® 820 2.4 and Alpha® 820 3.4  
POS Plus® 600-2.4  
Two-Sided Alpha® 400 2.3  
Thermart® colors

Your Appleton 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,

A handwritten signature in black ink, appearing to read "Steve Wilhelms".

Steve Wilhelms  
Executive Director and  
General Manager – Thermal Point of Sale Business



January 26, 2012

To our valued customers,

In keeping pace with the continuing raw material cost increases, we must increase our thermal paper prices in North America by 5%, effective with shipments April 1, 2012.

We appreciate your understanding as well as your business.

Very truly yours,

Richard Greene

January 24, 2012

TIM BARGER  
RITE-MADE PAPER CONVERTERS  
2600 BI-STATE DRIVE  
KANSAS CITY, KS 66103-2108

**Subject: Price Increase Announcement**

Dear Valued Customer:

Due to continued increases in input costs, Kanzaki Specialty Papers will increase prices by 5% on all direct thermal Point of Sale (P-series, BPA free and 2ST) and Facsimile paper grades. The increase is effective with shipments beginning on February 27, 2012.

Your Kanzaki representative will contact you regarding the details of the increase. Should you have any questions please feel free to contact us at 1-888-526-9254.

Thank you for your valued business and continued support.

Sincerely,



David Gonsalves  
Vice President Sales & Marketing  
Kanzaki Specialty Papers