

AMENDMENT NO. 1
**PROFESSIONAL PRINTING, MAILING AND PROCESSING SERVICES FOR
UTILITY BILLING & BUSINESS LICENSES**
(ACON30218, Contract No. C20-0895)

This Amendment No. 1 (“Amendment”) to the Professional Printing, Mailing and Processing Services for Utility Billing & Business Licenses (“Agreement”) is made this _____ day of _____, 2022, (“Effective Date”), by and between the City of Glendale, an Arizona municipal corporation (“City”) and Standard Printing Company, Inc., dba Information Outsource, an Arizona corporation, authorized to do business in Arizona (“Contractor”), collectively, the “Parties”.

RECITALS

- A. City and Standard Printing Company, Inc., dba Information Outsource (“Contractor”) previously entered into a Linking Agreement, Contract No. C20-0895, dated September 17, 2020 through July 3, 2021 (“Agreement”); and
- B. The original City of Peoria Contract No. ACON30218 had an initial term beginning July 4, 2018 through July 3, 2021, with the option to extend an additional two (2) one-year periods; and
- C. City and Contractor previously entered into Contract Extension No. 1, extending the term of the Agreement from July 4, 2021 through July 3, 2022; and
- D. City and Contractor previously entered into Contract Extension No. 2, extending the term of the Agreement from July 4, 2022 through July 3, 2023; and
- E. City and Contractor wish to modify and amend the Agreement subject to and strictly in accordance with the terms of this Amendment.

AGREEMENT

In consideration of the mutual promises set forth herein and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the City and Contractor hereby agree as follows:

- 1. **Recitals.** The recitals set forth above are not merely recitals, but form an integral part of this Amendment.
- 2. **Term.** The term of the Agreement is unchanged.
- 3. **Scope of Work.** The Scope of Work is unchanged.
- 4. **Compensation.** The Compensation is amended to include price increases for printing materials as per ATTACHMENT 1. The overall contract amount is also

increased by \$350,000 to a not to exceed total of \$950,000 over the entire term of the Agreement.

5. **Insurance Certificate.** A new certificate applying to the extended term must be provided prior to this date to Materials Management and the Contract Administrator.
6. **Non-discrimination.** Contractor must not discriminate against any employee or applicant for employment on the basis of race, color, religion, sex, national origin, age, marital status, sexual orientation, gender identity or expression, genetic characteristics, familial status, U.S. military veteran status or any disability. Contractor will require any Sub-contractor to be bound to the same requirements as stated within this section. Contractor, and on behalf of any subcontractors, warrants compliance with this section.
7. **No Boycott of Israel.** To the extent A.R.S § 35-393 through § 35-393.03 are applicable, the parties hereby certify that they are not currently engaged in, and agree for the duration of the Agreement to not engage in, a boycott of goods or services from Israel, as that term is defined in A.R.S § 35-393.
8. **Attestation of PCI Compliance.** When applicable, the Contractor will provide the City annually with a Payment Card Industry Data Security Standard (PCI DSS) attestation of compliance certificate signed by an officer of Contractor with oversight responsibility.
9. **Ratification of Agreement.** City and Contractor hereby agree that except as expressly provided herein, the provisions of the Agreement shall be, and remain in full force and effect and that if any provision of this Amendment conflicts with the Agreement, then the provisions of this Amendment shall prevail.

[Signatures on the following page.]

CITY OF GLENDALE, an Arizona
municipal corporation

Kevin R. Phelps, City Manager

ATTEST:

Julie K. Bower, City Clerk (SEAL)

APPROVED AS TO FORM:

Michael D. Bailey, City Attorney

Standard Printing Company, Inc.
an Arizona company



By: Debbie Bogdanski
Its: Chief Operating Officer

ATTACHMENT 1
Cost Sheet
City of Glendale
6/24/2022

	Description	Application	Current Unit Cost	New Proposed Unit Cost
Materials	Utility Bill Form 24# white paper 2 color, front and back. Pricing based on a 6-month supply of stock.	Utility Bills	\$ 0.0180	No change
	Final Bills Form 24# white paper 2 color, front and back. Pricing based on a 6-month supply of stock.	Final Bills	\$ 0.0180	No change
	Business License Form 24# white paper, multi-color pre-printed logo on face. Pricing based on a quantity of 10,000.	Business Licenses	\$ 0.0450	No change
	Tax Statement Form 24# white paper with pre-printed static backer. Pricing based on a quantity of 22,500.	Tax Statements	\$ 0.0230	No change
	Standard White 24# Paper (no perf.)	Final Notices Tax Renewals	\$ 0.010	\$ 0.015
	#10 Standard Envelope Double-window, white envelope	Utility Bills Final Bills Business Licenses Tax Statements Tax Renewals	\$ 0.014	\$ 0.018
	#10 Imprinted Envelope #10 envelope as described above, plus "URGENT" imprinted in black on the face Pricing based on a 6-month supply of stock.	Final Notices	\$ 0.018	\$ 0.022
	#9 Standard Reply Envelope Single window, white envelope	Utility Bills Final Bills	\$ 0.012	\$ 0.014
	#9 Tax Reply Envelope Non-window, white envelope with security tint, black image/text on face Pricing based on a quantity of 32,500	Tax Statements	\$ 0.027	\$ 0.030
	Print and Mail Services	Processing Fee	All	\$ 0.005
First Page Service Cost Includes laser image (simplex) in black, document and return envelope insertion, pre-sorting, metering & delivery to the USPS		All	\$ 0.030	No change
Additional Page Service Cost Applies to documents that exceed a single page due to excessive detail		All	\$ 0.035	No change
Electronic Services	Image archive for City administrative access - per image - delivered via FTP	Final Bills Utility Bills	\$ 0.01	No change
Additional Items (if applicable)	Description		Unit Cost	
	Static Insertion Services		\$ 0.005	No change
	Selective Insertion Services		\$ 0.005	No change
	Pulls		\$ 0.050	No change
	Manual Mail Prep (7-54)		\$ 0.250	No change
	Manual Mail Prep (55-219)		\$ 0.250	No change
	8-3/4 x 11-1/4 Envelope		\$ 0.080	No change
	10 x 13 Envelope		\$ 0.099	No change
	Glendale Connection		\$ 0.020	\$ 0.025
Programming Changes (billed per hour)		\$ 100.00	No change	



Veritiv Operating Company
1000 Abernathy Road NE
Suite 1700
Atlanta, GA 30328

Daniel J. Watkoske
Senior Vice President
Print & Publishing

October 8, 2021

Dear Valued Customer,

Effective with all new and existing orders with confirmed delivery dates on or after November 15, 2021, prices will increase up to 5% on Veritiv's private label sheet, sheeter roll, and envelope products including, but not limited to:

Endurance®
Endurance® Recycled
Endurance® Digital
Starbrite®
Starbrite® Digital
Seville®

This increase applies to all basis weights and finishes.

Should you have any questions, please contact your Veritiv sales professional. Thank you for your continued support.

Sincerely,

A handwritten signature in black ink that reads 'Daniel J. Watkoske'.

Daniel J. Watkoske



Veritiv Operating Company
1000 Abernathy Road NE
Suite 1700
Atlanta, GA 30328

Daniel J. Watkoske
Senior Vice President
Print & Publishing

November 4, 2021

Dear Valued Customer,

Effective with all new and existing orders with confirmed delivery dates on or after December 6, 2021, prices will increase up to 10% on Veritiv's private label products including, but not limited to:

PoliPrint™
Showcase™
Showcase™ Digital
Econosource®

This increase applies to all basis weights and finishes.

Should you have any questions, please contact your Veritiv sales professional. Thank you for your continued support.

Sincerely,

A handwritten signature in black ink that reads 'Daniel J. Watkoske'.

Daniel J. Watkoske



Veritiv Operating Company
1000 Abernathy Road NE
Suite 1700
Atlanta, GA 30328

Daniel J. Watkoske
Senior Vice President
Print & Publishing

November 9, 2021

Dear Valued Customer,

Effective with all new and existing orders with confirmed delivery dates on or after December 6, 2021, prices will increase up to 10% on Veritiv's private label sheet and sheeter roll products including, but not limited to:

Endurance®
Endurance® Recycled
Endurance® Digital

This increase applies to all basis weights and finishes.

Should you have any questions, please contact your Veritiv sales professional.

Thank you for your continued support.

A handwritten signature in black ink that reads 'Daniel J. Watkoske'.

Daniel J. Watkoske



Veritiv Operating Company
1000 Abernathy Road NE
Suite 1700
Atlanta, GA 30328

Daniel J. Watkoske
Senior Vice President
Print & Publishing

December 3, 2021

Dear Valued Customer,

Effective with all new and existing orders with confirmed delivery dates on or after January 3, 2022, prices will increase up to 10% on Veritiv's private label sheet and sheeter roll products including, but not limited to:

Starbrite®
Starbrite® Digital
Comet®

This increase applies to all basis weights and finishes.

Should you have any questions, please contact your Veritiv sales professional. Thank you for your continued support.

Sincerely,

A handwritten signature in black ink that reads 'Daniel J. Watkoske'.

Daniel J. Watkoske



Veritiv Operating Company
1000 Abernathy Road NE
Suite 1700
Atlanta, GA 30328

Daniel J. Watkoske
Senior Vice President
Print & Publishing

January 27, 2022

Dear Valued Customer,

Effective with all new and existing orders with confirmed delivery dates on or after March 1, 2022, prices will increase up to 10% on Veritiv's private label products including, but not limited to:

Endurance®
Endurance® Digital
Starbrite®
Starbrite® Digital
Econosource®
Comet™
Seville®

This increase applies to all basis weights and finishes.

Should you have any questions, please contact your Veritiv sales professional. Thank you for your continued support.

Sincerely,

A handwritten signature in black ink that reads 'Daniel J. Watkoske'.

Daniel J. Watkoske



Veritiv Operating Company
1000 Abernathy Road NE
Suite 1700
Atlanta, GA 30328

Daniel J. Watkoske
Senior Vice President
Print & Publishing

February 24, 2022

Dear Valued Customer,

Effective with all new and existing orders with confirmed delivery dates on or after April 1, 2022, prices will increase up to 10% on Veritiv's private label products including, but not limited to:

Showcase™
Showcase™ Digital

This increase applies to all weights, sizes, and colors.

Should you have any questions, please contact your Veritiv sales professional. Thank you for your continued support.

Sincerely,

A handwritten signature in black ink that reads 'Daniel J. Watkoske'.

Daniel J. Watkoske



Veritiv Corporation
1000 Abernathy Road NE
Suite 1700
Atlanta, GA 30328

Daniel J. Watkoske
Senior Vice President
Print & Publishing

April 5, 2021

Dear Valued Customer,

Effective with new orders entered on or after May 1, 2021, prices will increase up to 7% on Veritiv's private label products including, but not limited to:

Econosource®

This increase applies to all sizes and basis weights.

Should you have any questions, please contact your Veritiv sales professional. Thank you for your continued support.

Sincerely,

A handwritten signature in black ink that reads 'Daniel J. Watkoske'.

Daniel J. Watkoske

May 27, 2021

To Our Valued Customer:

Effective with shipments July 1, 2021, International Paper will increase prices by 6% - 8% on rolls and sheets for the following grades:

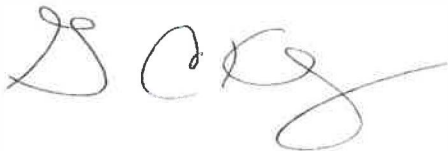
- Williamsburg
 - Offset
 - Return Postcard
 - End Leaf
- Accent® Opaque
- Springhill®
 - Opaque Offset Colors
 - Uncoated Bristols
- Office Papers
 - All Hammermill® products
 - All Hewlett Packard® products
 - All Private Label products
 - Generic White Box
 - Relay
- Postmark® White Wove Envelope
- DataSpeed® Laser MOCR

All other standard upcharges will continue to apply.

If you have any questions regarding these changes, please contact your sales representative.

Thank you for your support of International Paper.

Sincerely,



Gerry Klug
Director of Sales
Converting & Printing Papers



July 1, 2021

RE: CENVEO ENVELOPE PRICE INCREASE

To Our Valued Customers:

Current market conditions continue to impact our cost structure. These conditions include increases to raw material costs across our supply-chain, a second market-wide paper increase, and escalating costs for packaging, adhesives, window film, freight and labor.

As a result, and after careful consideration of these market dynamics, Cenveo announces a minimum of a 5% increase on all envelope grades effective with shipments beginning August 2, 2021.

We thank you for your business and continued support. If you have any questions, please contact your Cenveo Sales Representative.

We look forward to serving your future envelope needs.

Sincerely,

Cenveo Envelope Group



Veritiv Operating Company
1000 Abernathy Road NE
Suite 1700
Atlanta, GA 30328

Daniel J. Watkoske
Senior Vice President
Print & Publishing

July 28, 2021

Dear Valued Customer,

Effective with all new and existing orders with confirmed delivery dates on or after September 1, 2021, prices will increase up to 7% on Veritiv's private label products including, but not limited to:

Endurance®
Endurance® Recycled
Endurance® Digital
Seville®

This increase applies to all basis weights and finishes.

Should you have any questions, please contact your Veritiv sales professional. Thank you for your continued support.

Sincerely,

A handwritten signature in black ink that reads 'Daniel J. Watkoske'.

Daniel J. Watkoske



Veritiv Operating Company
1000 Abernathy Road NE
Suite 1700
Atlanta, GA 30328

Daniel J. Watkoske
Senior Vice President
Print & Publishing

September 3, 2021

Dear Valued Customer,

Effective with all new and existing orders with confirmed delivery dates on or after October 4, 2021, prices will increase up to 7% on Veritiv's private label sheet and sheeter roll products including, but not limited to:

Endurance®
Endurance® Recycled
Endurance® Digital
Starbrite®
Starbrite® Digital
Econosource®
Comet®

This increase applies to all basis weights and finishes.

Should you have any questions, please contact your Veritiv sales professional. Thank you for your continued support.

Sincerely,

A handwritten signature in black ink that reads 'Daniel J. Watkoske'.

Daniel J. Watkoske



September 17, 2021

To Our Valued Customers:

Pixelle Specialty Solutions is announcing a price increase on the listed grades and product lines for rolls and sheets sold in our United States and Canadian markets. We are raising prices to offset continued inflation across chemicals, transportation and energy that we have realized since July. The increase will be effective with shipments on or after October 18, 2021.

The increase will be 3% for the following:

All Uncoated Defensa® Security grades

The increase will be 6-8% for the following:

Transform® Laser MOCR	Spring Forge® Offset	1864 Tradebook
Moistrite® Form Bond	Spring Forge® Digital	Natures® Book
Moistrite® MICR Colors	Thor® Plus	1864 End Leaf
Scioto® Ledger	Thor® PCW	Natures® End Leaf
Worthington Index	digiBOOK®	Kraft End Leaf
Index Card	Sealer Envelope	Natures® Kraft End Leaf
Carbonizing Bond	Reply Card	Vellum Bristol

All Inkjet grades (Coated and Uncoated)	All Uncoated Education and Lightweight grades
All Envelope grades	All Backing Papers
All Opaque grades	All Drawing, Sketch and Pencil Papers
All Uncoated Tag grades	All Foam Liner Products
All Cut Size Papers (Mill/Private Label)	

All current standard differentials and upcharges remain in effect.

Thank you for your continued support of Pixelle Specialty Solutions. If you have any questions, please contact your local Pixelle Specialty Solutions Territory Manager.

Regards,

David Dickerhoof
Senior Vice President Sales and Marketing

Pixelle Specialty Solutions, LLC.
www.pixelle.com



September 29, 2021

To Our Valued Customer:

Effective with shipments November 1, 2021, Sylvamo will increase prices by 6% - 9% on all rolls and sheets for the following products:

- Williamsburg
 - Offset
 - Return Postcard
- Accent® Opaque
- Springhill®
 - Opaque Offset Colors
 - Uncoated Bristols
- Office Papers
 - All Hammermill® products
 - All Hewlett Packard® products
 - All Private Label products
 - Generic White Box
 - Relay
- Postmark® White Wove Envelope
- DataSpeed® Laser MOCR

If you have any questions regarding these changes, please contact your sales representative.

Thank you for your support of Sylvamo.

Sincerely,

Gerry Klug
Director of Sales
Converting & Printing Papers

October 1, 2021

RE: CENVEO ENVELOPE PRICE INCREASE

To Our Valued Customers:

Current market conditions continue to impact our cost structure. These conditions include increases to raw material costs across our supply-chain, three market-wide paper increases this year, and escalating costs for packaging, adhesives, window film, freight and labor.

As a result, and after careful consideration of these market dynamics, Cenvéo announces a minimum of an 8% increase on all envelope grades effective with shipments beginning November 1, 2021.

We thank you for your business and continued support. If you have any questions, please contact your Cenvéo Sales Representative.

We look forward to serving your future envelope needs.

Sincerely,

Cenvéo Envelope Group



November 12, 2021

To Our Valued Customers:

Pixelle Specialty Solutions is announcing a price increase on the listed grades and product lines for rolls and sheets sold in our United States market. The increase will be effective with shipments on or after January 1, 2022. Due to supply chain restraints, during the balance of 2021, customers will be limited to their 2021 monthly average on rolls and sheets.

The increase will be 8% for the following items:

- All Carbonless Roll products
- Carbonless Roll Accessories (CF and CB Sprays)
- Defensa® Security CB products
- All Carbonless Sheet Products
- Fan-Apart Adhesive

All current standard differentials and upcharges remain in effect.

Thank you for your continued support of Pixelle Specialty Solutions. If you have any questions, please contact your local Pixelle Specialty Solutions Territory Manager.

Regards,

A handwritten signature in black ink that reads "David Dickerhoof".

David Dickerhoof
Senior Vice President Sales and Marketing

Pixelle Specialty Solutions, LLC.
www.pixelle.com



Veritiv Operating Company
1000 Abernathy Road NE
Suite 1700
Atlanta, GA 30328

Daniel J. Watkoske
Senior Vice President
Print & Publishing

January 6, 2022

Dear Valued Customer,

Effective with all new and existing orders with confirmed delivery dates on or after February 14, 2022, prices will increase up to 8% on Veritiv's private label products including, but not limited to:

Endurance®
Endurance® Digital
Starbrite®
Starbrite® Digital

This increase applies to all basis weights and finishes.

Should you have any questions, please contact your Veritiv sales professional. Thank you for your continued support.

Sincerely,

A handwritten signature in black ink that reads 'Daniel J. Watkoske'.

Daniel J. Watkoske



January 17, 2022

To Our Valued Customers:

Pixelle Specialty Solutions is announcing a price increase on the listed grades and product lines for rolls and sheets sold in our **United States and Canadian markets**. We are raising prices to offset continued inflation across chemicals, transportation and energy. The increase will be effective with shipments on or after **March 1, 2022**.

The increase will be 8% for the following:

All Uncoated Defensa® Security grades

The increase will be 6-9% for the following:

Transform® Laser MOCR	Spring Forge® Offset	1864 Tradebook
Moistrite® Form Bond	Spring Forge® Digital	Natures® Book
Moistrite® MICR Colors	Thor® Plus	1864 End Leaf
Scioto® Ledger	Thor® PCW	Natures® End Leaf
Worthington Index	digiBOOK®	Kraft End Leaf
Index Card	Sealer Envelope	Natures® Kraft End Leaf
Carbonizing Bond	Vellum Bristol	

All Inkjet grades (Coated and Uncoated)	All Uncoated Education and Lightweight grades
All Envelope grades	All Backing Papers
All Opaque grades	All Drawing, Sketch and Pencil Papers
All Uncoated Tag grades	All Foam Liner Products
All Cut Size Papers (Mill/Private Label)	

All current standard differentials and upcharges remain in effect.

Thank you for your continued support of Pixelle Specialty Solutions. If you have any questions, please contact your local Pixelle Specialty Solutions Territory Manager.

Regards,

David Dickerhoof
Senior Vice President Sales and Marketing

Pixelle Specialty Solutions, LLC.
www.pixelle.com



January 19, 2022

To Our Valued Customer:

Effective with shipments February 21, 2022, Sylvamo will increase prices by 6% - 9% on all rolls and sheets for the following products:

- Williamsburg
 - Offset
 - Return Postcard
- Accent® Opaque
- Springhill®
 - Opaque Offset Colors
 - Uncoated Bristols
- Office Papers
 - All Hammermill® products
 - All Hewlett Packard® products
 - All Private Label products
 - Generic White Box
 - Relay
- Postmark® White Wove Envelope
- DataSpeed® Laser MOCR

The upcharge for cut-size recycled grades, including Hammermill®, Hewlett-Packard®, and private label brands, will increase to \$3.50/cwt for every 10% post-consumer waste content. All other standard upcharges will continue to apply.

Additionally all deviated business will be reviewed.

If you have any questions regarding these changes, please contact your sales representative. We appreciate your business.

Thank you for your support of Sylvamo.

Sincerely,

Gerry Klug
Director of Sales
Converting & Printing Papers



Mark Greenberg
President, Envelope Group

200 First Stamford Pl, 2nd Fl
Stamford, CT 06902
c: 914.329.4044

February 2022

Dear Valued Customer,

This year continues to present unique and unprecedented challenges for the envelope industry. We are grappling with strong inflationary pressures, relentless rise in raw materials and transportation costs. In addition, we are dealing with chronic labor shortages that are being experienced by the entire manufacturing sector. Some of the specific cost drivers are:

- Major conversions and shutdowns of Uncoated Freesheet paper manufacturing capacity
- Petro-chemical force majeure claims impacting film and adhesive supply chains
- Unabated inflationary pressures on all raw material and transportation categories
- Supply chain shortages for Uncoated Freesheet paper, adhesives, pallets and packaging supplies
- Low raw material and finished goods inventory levels throughout the envelope supply chain
- Labor shortage related costs and inefficiencies.
- Decreased manufacturing productivity output due to labor shortages
- Increased ocean container rates greater than 5x pre-Covid-19 price levels, and availability reduced by 60%
- Truck driver shortages and higher price transportation rates

For the time being, we continue to successfully source raw materials and transportation, albeit at significantly inflated costs. In all, we have seen raw material costs increases of 25% to 35%. In addition, labor shortage related costs and inefficiencies have imposed an additional significant burden. Simply put, it is commercially impractical for us to maintain our current pricing structure. For us to continue supplying our customers' needs and to maintain continuity of supply, we have no choice but to immediately implement price increases. We do not expect these inflationary pressures to abate until at least mid-year 2022 at best.

Unfortunately, as a consequence of the dramatic raw material and labor price increases, as well as the production challenges that we face as a consequence of labor shortages, we have no choice but to increase your pricing 10-15% effective March 1, 2022, to remain in place until such time as the factors necessitating this action abate.

Please know that we value your business and we truly regret that the market conditions have precipitated the need for this price change. Thank you for your long-standing commitment to our business and your understanding of the consequences of these unprecedented market dynamics.

Sincerely,

Mark Greenberg



March 18, 2022

To Our Valued Customers:

As a result of continued and increased inflation across our collective businesses, Pixelle Specialty Solutions is announcing a price increase effective with shipments on or after May 1, 2022 on the listed grades and product lines for rolls and sheets sold in our United States market shipping out of the Ohio, Pennsylvania, and the Opaque & Inkjet product lines from our Maine mill locations. Some customers in certain geographies and certain products may see a higher increase due to the increasing cost of transportation and pulp. We are being severely impacted by not only the cost and availability of transportation, but we are experiencing significant increases in our fuel surcharges. Pulp prices are forecasted to rise every month through July in the \$60-\$80/metric ton range monthly. Raw material cost increases for chemicals and starch (where corn availability is expected to be tight, as Ukraine is the third largest producer of corn in the world) make it necessary for us to implement this increase.

The increase will be 6% for the following:

- | | |
|--|-------------------------------|
| All Carbonless Roll products | All Carbonless Sheet Products |
| Defensa® Security CB products | Fan-Apart Adhesive |
| Carbonless Roll Accs. (CF and CB Sprays) | |

The increase will be 7% for the following:

- All Uncoated Defensa® Security grades

The increase will be 6-10% for the following:

- | | | | |
|------------------------|-----------------------|------------------|-------------------------|
| Transform®Lasr MOCR | Spring Forge® Offset | 1864 Tradebook | 1864 End Leaf |
| Moistrite® Form Bond | Spring Forge® Digital | Natures® Book | Natures® End Leaf |
| Moistrite® MICR Colors | Thor® Plus | digiBOOK® | Kraft End Leaf |
| Scioto® Ledger | Thor® PCW | Sealer Envelope | Natures® Kraft End Leaf |
| Worthington Index | Index Card | Carbonizing Bond | |

- | | |
|--|---|
| All Inkjet grades (Coated and Uncoated) | All Uncoated Education and Lightweight grades |
| All Envelope grades | All Backing Papers |
| All Opaque grades | All Drawing, Sketch and Pencil Papers |
| All Uncoated Tag grades | All Foam Liner Products |
| All Cut Size Papers (Mill/Private Label) | All Engineered Products Papers |

All current standard differentials and upcharges remain in effect.

Thank you for your continued support of Pixelle Specialty Solutions. If you have any questions, please contact your local Pixelle Specialty Solutions Territory Manager.

Regards,

David Dickerhoof
Senior Vice President Sales and Marketing



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

March 23, 2022

SUBJECT: DOMTAR – PRICING INFORMATION

To Our US Merchant Customers:

We continue to see strong demand and significant cost inflation to produce and deliver our products. Effective with shipments May 1, 2022, Domtar will increase the price of our uncoated freesheet products by 6 – 9%. This increase applies to all pack types.

In addition, business rules and upcharges have been updated to better reflect the costs associated with those services. Click [here](#) for an updated document.

Discounts and deviations to pricing will be reviewed.

Please contact your Domtar Account Manager with any questions.

Sincerely,

A handwritten signature in black ink that reads "John Milazo". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

John Milazo
Vice President of Sales, Merchants

To learn more about Domtar Paper, please visit paper.domtar.com
or find us on Facebook, Instagram, Twitter or LinkedIn.





SOUTHLAND ENVELOPE CO., INC.

10111 RIVERFORD ROAD / LAKESIDE, CA 92040-2741

(619)-449-3553 (800) 836-8356

www.southlandenvelope.com

July 12, 2021

Dear Valued Customer:

Southland Envelope will implement a price increase on all envelope grades, effective August 16, 2021. This increase applies to orders placed, not shipped.

Contributing factors include, but are not limited to, continual price increases on raw material, increased labor costs and a volatile transportation industry.

We understand the difficulties associated with these types of communication. However, be assured that Southland Envelope Company remains a viable supplier to the industry and values the long-term business relationships that have been established. Your continued support is much appreciated.

Please contact your Account Representative for additional pricing information, questions or concerns.

Sincerely,

Southland Envelope Company, Inc.



SOUTHLAND ENVELOPE CO., INC.

10111 RIVERFORD ROAD / LAKESIDE, CA 92040-2741

(619)-449-3553 (800) 836-8356

www.southlandenvelope.com

January 27, 2022

To our valued customers:

Effective March 1, 2022, Southland Envelope Company will implement a price increase on all envelope grades. **This price increase will apply to all orders shipped after this date.**

Contributing factors are numerous and include, but are not limited to, additional price increases on raw material, increased labor and transportation costs.

We understand the difficulties associated with these types of communication. However, Southland remains committed to servicing your account and values the long-term business relationships that have been established. Your continued support is much appreciated.

Please contact your Account Representative for additional pricing information, questions, or concerns.

Sincerely,

Dianne Gonzalez
President & CEO



SOUTHLAND ENVELOPE CO., INC.

10111 RIVERFORD ROAD / LAKESIDE, CA 92040-2741

(619)-449-3553 (800) 836-8356

www.southlandenvelope.com

March 25, 2022

To our valued customers:

Effective May 2, 2022, Southland Envelope Company will implement a price increase on all envelope grades. **This price increase will apply to all orders shipped after this date.**

Contributing factors are numerous and include, but are not limited to, additional price increases on raw material, increased labor, and transportation costs.

We understand the difficulties associated with these types of communication. However, Southland remains committed to servicing your account and values the long-term business relationships that have been established. Your continued support is much appreciated.

Please contact your Account Representative for additional pricing information, questions, or concerns.

Sincerely,

Dianne Gonzalez
President & CEO



5350 Poplar Avenue
Suite 600
Memphis, TN 38119
901.821.5350
pactivevergreen.com

September 29, 2021

Dear Valued Customer:

We have experienced unprecedented increases in raw materials, logistic expense and freight charges. Because of those factors along with continued strong demand we are raising the following prices.

Effective with all orders shipping on or after November 1, 2021, Pactiv Evergreen is raising the transaction price on the following products. This increase applies to all grades including but not limited to the following:

Rapier, Rapier W	\$4.00/cwt or \$80/short ton
Multi-Purpose	\$4.00/cwt or \$80/short ton
File Folder	\$4.00/cwt or \$80/short ton

Seasons (Colors)	\$2.50/cwt or \$50/short ton
Sunkraft Brown	\$2.50/cwt or \$50/short ton
Natural Kraft	\$2.50/cwt or \$50/short ton
White Foldur Kraft	\$2.50/cwt or \$50/short ton
Gray Kraft	\$2.50/cwt or \$50/short ton
Buff Kraft	\$2.50/cwt or \$50/short ton

ALL Grades, Basis Weights, Calipers and Finishes

All standard upcharges and differentials will continue to apply. Should you have any questions, please contact your Pactiv Evergreen sales representative.

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

Ken Russell
Vice President Paper & Specialty
Pactiv Evergreen Inc



5350 Poplar Avenue
Suite 600
Memphis, TN 38119
pactivevergreen.com

October 8, 2021

Dear Valued Pactiv Evergreen Customer,

During the past 12 months, numerous unforeseen events, including flooding and Winter Storm Uri, have profoundly challenged our legacy Beverage Merchandising business causing unprecedented impacts to our production capabilities and supply, resulting in significant costs to our Company.

These unpredictable and extenuating crises, in addition to the challenging economic environment, inflationary cost pressures, massive global shipping and transportation delays, and severe labor shortages, have required us to take exceptional action to maintain production continuity.

We have done everything possible to absorb the extraordinary costs associated with these events, however the magnitude of the impact requires us to take additional action.

Accordingly, we will add a five percent surcharge on all orders invoiced on or after November 8, 2021. This applies to contractual and non-contractual agreements.

Our long-term customer relationships are incredibly valuable to our team. As always, we appreciate your business and thank you for your continued support and collaboration.

Thank you,

A handwritten signature in black ink that reads "Byron".

Byron Racki
President, Beverage Merchandising
Pactiv Evergreen Inc



BAKER TITAN ADHESIVES

Division of AMB Enterprises LLC
AN AMERICAN OWNED COMPANY

25 Lake Street, Paterson, NJ 07501

Phone: 973.225.1070 | Fax: 973.225.1079 | Email: info@bakertitan.com

November 15, 2021

To All Our Highly Valued Customers:

Per our letter from October, we had mentioned that we anticipated increasing prices by December 1st. We have completed meetings with our major vendors, and we will need to increase prices for hot melt products by 11% and all other products by 9%. These prices will take effect on all shipments made after January 1, 2022. Any customers that have blanket orders in-house will also see their prices increase on shipments after January 1, 2022. Our primary goal has always been to supply the highest quality products and services to our customers in a timely manner to keep their operations going without interruption.

Raw materials along with packaging materials continue to be some of the biggest challenges and are in short supply. We are seeing price increases from 10% to 20% in raw materials and 100%+ in packaging materials. Mostly all suppliers see allocations and shortages continuing well into 2022.

We can stress at this time that we do not anticipate a disruption in our ability to meet the current demand of our customers.

Baker Titan Adhesives values the relationship with our customers and continues to be as transparent as possible, so that you understand what is going on in the industry and be able to plan accordingly.

Sincerely,
Baker Titan Adhesives

iJetColor | ^{by} **Printware**

Publication & Notice Date: December 10, 2021

Dear Valued Printware & iJetColor Customer:

In this ongoing challenging manufacturing and global supply environment we need to notify you of changes in all 2022 consumables and products we provide. The pace and magnitude of these cost increases while significant will allow you to continue to operate profitably our CtP polyester systems and both our Memjet and HP based inkjet systems well into the future.

Changes in iJetColor, iJetColorNXT and iJetColorPro Product Lines:



Cost Change: Memjet Print Heads +4% Memjet Inks + 44% Memjet Spares/Electronics +18+%

Your Impact: Print Heads: **No Change** Memjet Inks: **up to +33%** Service Contracts: **+\$500/year**

Changes in PlateStream34, PlateStream46, PlateStreamSCX Product Lines:



Cost Change: Polyester Plates +15% Chemistries + 14% Spares/Electronics +15+%

Your Impact: Plates: +15% Chemistries: +12% Service Contracts: **No Change**

Changes in iJetColor1175P and iJetColorPxG Inkjet Product Lines:



Cost Change: Long Life Print Heads 0% Pigment Ink + 6% Spares/Electronics +4+%

Your Impact: Print Heads: **No Change** Ink: +6% Service Contracts: **No Change**

Printware continues to increase our investment in inventories, spares and new sourcing approaches with longtime partners around the world to make sure you will not see any supply interruptions. You'll see that in each product category we have absorbed many cost changes with you – and will continue to provide free freight for all contract customers with orders greater than \$750 in 2022.

These changes will be effective on the following dates, and we will provide all contract customers new pricing details beginning in 2022.

iJetAdvantage/SilverStream Customers: March 15, 2022

All others: February 1, 2022

Printware LLC. 2935 Waters Dr. Suite 160, Eagan, Minnesota 55121

ph: 1-800-456-1400 www.ijetcolor.com



Perhaps some context from a customer can help; a new iJetColorPro1175P customer shared his variable ink and print head usage on 6M+ short run full color envelopes – it was less than 11 Liters of ink. While each envelope customer may have different coverages – the efficiency of our inkjet printers and the very low job costs of inkjet consumables in a finished full color envelope remains the most cost-effective method to print envelopes that we know of in the world. We at Printware have worked hard to ensure that we continue to focus on your profitable print operation.

First, we will have increased inventories and spares and parts to blend in and defer the increases into 2022 so that you can have time to adjust your product pricing. Additionally, we are holding long term or prepaid warranty prices the same and will make only minor changes in our minimal order size (from \$500 to \$750) to maintain our free freight program for *SilverStream* and *IJetAdvantage* contract customers.

Secondly, our Technical team has been busy with a new series of Technical Information that will help you and your team maximize the life of your Memjet based print heads, inks and wearable parts. We are confident that with some additional training, preventive maintenance and adjustments to your equipment ~~we can ensure that you achieve even~~ better performance and useful life of your iJetColor system. To learn more please visit <https://ijetcolorsupport.ijetcolorwizard.com/> or contact kelly@ijetcolor.com for our ***2021 Tips for Longer Print Head Life***

Third, our Sales team has been busy with a new series of Total Cost of Ownership information that will highlight not only common market pricing for short run envelopes but very accurate variable cost estimates for our Memjet and HP based inkjet products. To request more information please email sales@ijetcolor.com and in the memo line add “Send Me Ink Costs”. Our website has the latest information already posted.

Finally, we remain committed to inkjet technology – not only from Memjet but also newer technologies like the HP based long life print heads and pigment-based inks that will continue to offer you better, faster and more profitable ways to serve your customers with more compelling, colorful and personalized short run envelopes.

Thank you for your business and continued trust in both Printware & our iJetColor technology.

Sincerely,

A handwritten signature in black ink that reads "Tim Murphy". The signature is fluid and cursive, with a horizontal line underneath the name.

Tim Murphy
President of Printware
Direct Line 651-456-1404
tim.murphy@printwarellc.com or tim@ijetcolor.com



December 15, 2021

David Gonzales
Vice President & General Manager
Southland Envelope
10111 Riverford Road
Lakeside, CA 92040

Dear David,

As follow-up to our recent boxboard price change announcement and your conversation with Andree regarding the recent recycled folding boxboard increase of \$30/ton reflected in the November 19, 2021 publication of Pulp & Paper, below are the details of your price change.

20pt Bending Chip

\$ of Change	\$90/ton
Total % Increase	9.5%

Therefore, please note the following:

- Effective January 1, 2022, deliveries will reflect the increased price.
- A new price list will be sent under separate cover, accordingly.

Our team is committed to servicing your packaging needs. We appreciate your loyalty and ongoing business relationship with Gadge USA.

Thank you and please let me know if you have any questions.

Sincerely,

Jean Dorry
Director, Sales Operations

cc: Andree Scanlon

January 4, 2022

VIA E-MAIL

SOUTHLAND ENVELOPE

David Gonzalez

dgonz@southlandenvelope.com

Subject: Price increase effective 2-15-22

Dear David,

We have received additional increases from our paperboard suppliers that are effective immediately on orders we are placing with them.

Consequently, FC Meyer Packaging must pass along these additional costs in the form of a seven and a half percent (7.5%) increase on all stock items effective February 15, 2022.

All custom and blanket replenishment orders will be repriced at the time of ordering based on the current market prices.

Please contact your customer service representative directly should you need an updated price sheet.

As the challenges of 2021 continue into 2022, we remain committed to provide the best quality and service that you have come to depend upon. We appreciate your business and wish you a happy and healthy New Year.

Please do not hesitate to contact me directly should you have any questions.

Best regards,

FC MEYER PACKAGING llc

A handwritten signature in cursive script that reads "Daniel Levi".

Daniel Levi
Sales Manager

January 4, 2022

Re: Shurtape Industrial Price Increase & Pre-Paid Freight Policy

Dear Valued Distributor Partner,

Due to continued rising costs of critical raw materials, labor and transportation, Shurtape Technologies will be imposing a **price increase across the below-listed product lines, effective February 3, 2022.**

Increasing costs and associated price increases have also required us to increase our **Pre-Paid Freight requirement(s)**, as noted below, effective February 3, 2022:

- Standard Orders will increase to \$3,000
- Customer Portal placed orders will increase to \$2,500

Product Type	Increase %
Hot Melt Packaging Tapes	15%
Acrylic Packaging Tapes	15%
Glass Strapping Tapes	10%
Water-Activated Tapes	10%
Masking Tapes, Single and Double Coated Tapes	7%
Flatback Paper Tapes, Single and Double Coated Tapes	7%
Gaffer's Tapes	15%
SHATTERSTOP® Products	7%
Duct Tapes, Single and Double Coated Tapes	5%
Handheld Tape Dispensers	5%

Orders placed prior to February 3 for immediate delivery will be accepted at current pricing; **however, all orders from today until February 3 will be limited to your January allotment.**

Updated pricing information will be available to you via Shurtape's secure Distributor Portal on Monday, January 17. The Distributor Portal can be accessed at www.my.shurtape.com.

We appreciate your business and understanding of the situation. Should you have questions about this increase, please contact Shurtape Sales Representative or Customer Sales & Service Representative.

Sincerely,



Rob DeVries
Sr. Vice President, Sales
Shurtape Technologies – Industrial Group



FUJIFILM North America
Graphic Systems Division
850
Hanover, NJ
PH: 630.259.7200
Fujifilm

PRODUCT BULLETIN

January 7, 2022

Dear Valued Customer,

FUJIFILM North America Corporation, Graphic Systems Division, will be implementing a 13% price increase on its complete line of offset printing plates and associated plate chemistries **effective January 10, 2022**.

Throughout the past year we had implemented several changes to manage our costs despite the global pressures of continued supply challenges. This included changing our offset plate manufacturing sites to improve our capacity utilization, leveraging our global resources to control prices of raw materials and packaging supplies, and revamping our transportation logistics processes to maximize efficiencies. In short, we are making every effort to control the cost of supplying you with high quality, high performance offset plates and plate chemistries.

Despite all these efforts, we are confronted with price increases for raw materials, processing and logistics costs that we believe are not transitory, and these factors have led to our decision to increase prices.

We will continue to work diligently to keep our costs competitive and supply you with consistently high performing offset plates and chemistries so that you can maximize your productivity and efficiency.

We remain deeply committed to the industry and to you, our customers. We also remain committed to fulfill our responsibility to maintain the level of industry leading product performance, technical support and customer service our customers have come to expect from Fujifilm.

Your Fujifilm sales representative or customer support representative can provide you with further details regarding the products you purchase from us.

We appreciate your understanding during these challenging times and thank you for your business and partnership with Fujifilm.



January 19, 2022

To Our Valued Customer:

Effective with shipments February 21, 2022, Sylvamo will increase prices by \$4/cwt on the following grades:

Envelope Grades

- Postmark® White Wove
- Postmark® Recycled Wove
- Postmark® Semi Vellum
- Postmark® Kraft Envelope
- Postmark® Recycled Kraft
- Postmark® Direct
- Springhill® Envelope Colors
- DRM® Recycled Offset Colors
- DRM® Offset, Opaque & Reply Card
- Tablet

Information Papers Grades

- DataSpeed® Laser MOCR
- DataSpeed® MOCR Ledger
- DataSpeed® Forms Bond
- DataSpeed® Engineering Bond
- DataSpeed® Premium Inkjet
- DataSpeed® Inkjet with ImageLok
- DRM® Offset, Opaque & Reply Card

If you have any questions regarding these changes, please call your sales representative. Thank you for your continued support of Sylvamo.

Sincerely,

Gerry Klug
Director of Sales
Converting & Printing Papers

Dear Valued Customer:

Esterlam has announced a market price increase that is directly related to sharp increases in raw materials, labor, and transportation issues. As with most situations recently, there is the hope that shipping and material situations will ease, but that has not unfolded as expected. Additionally, Esterlam has explored and implemented all available production efficiencies and supply saving options to mitigate the amount of this increase.

Effective February 10, 2022, doctor blades and other items from Esterlam will increase 5%. We will be issuing a second later prior to this date with details specific to the products you purchase.

We continue to work diligently to keep costs down and work with manufacturers to ensure pressrooms run efficiently and as cost effectively as possible. Please pass this on to any required contacts within your organization and if you have any questions or concerns, please contact your APR Technical Representative or anyone at APR!

We sincerely value our relationship and thank you for your business!



Your APR Team

Phone: 800-445-4017

All Printing Resources, Inc.
140 W. Lake Dr
Glendale Heights, IL 60139

www.teamflexo.com





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

January 11, 2022

SUBJECT: DOMTAR – PRICING INFORMATION

To our US Customers:

Effective with shipments February 11, 2022, our price will increase as follows:

USD \$4.00/cwt

- Converting papers
- Office papers
- Printing and Publishing papers
- Specialty papers
- Technical papers

This increase applies to all pack types. All other standard differentials and upcharges remain in effect.

Discounts and deviations to pricing will be reviewed.

If you have any questions, please contact your Domtar Account Manager.

Sincerely,

Rob Melton
Senior Vice President – Commercial
Pulp and Paper

To learn more about Domtar, please visit domtar.com
or find us on Facebook, Instagram, Twitter or LinkedIn.





March 30, 2022

To Our Valued Customer:

Effective with shipments May 1, 2022, Sylvamo will increase prices by \$4/cwt on the following grades:

Envelope Grades

- Postmark® White Wove
- Postmark® Recycled Wove
- Postmark® Semi Vellum
- Postmark® Kraft Envelope
- Postmark® Recycled Kraft
- Postmark® Direct
- Springhill® Envelope Colors
- DRM® Recycled Offset Colors
- DRM® Offset, Opaque & Reply Card
- Tablet

Information Papers Grades

- DataSpeed® Laser MOCR
- DataSpeed® MOCR Ledger
- DataSpeed® Forms Bond
- DataSpeed® Engineering Bond
- DataSpeed® Premium Inkjet
- DataSpeed® Inkjet with ImageLok
- DRM® Offset, Opaque & Reply Card

Additionally, some of our business rules and differentials have changed to reflect the costs of services we offer. See the attached document for a summary of those changes.

If you have any questions, please contact your sales representative. We appreciate your business.

Sincerely,

Gerry Klug
Director of Sales
Converting & Printing Papers

April 25, 2022

Dear Dave,

The marketplace for Polystyrene film continues experiencing upward cost pressure related to all manufacturing inputs, amidst high demand and difficult supply chain disruptions. Transcendia is implementing this increase to recover raw material manufacturing costs.

Effective with orders shipped on or after May 25, 2022, the selling price for all polystyrene films will increase by \$0.10 per pound. This market action includes all gauges and widths of the following products:

PROCITE® Envelope Window Film

TRYCITE® Films

Your Transcendia Account Manager is available to answer any questions you have regarding this announcement. Your ongoing business, support, and understanding that cost recovery is essential to maintaining our high quality products and service levels is appreciated.

Sincerely,



Richard Eichfeld
Market Vice President
224-355-3920



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

March 23, 2022

SUBJECT: DOMTAR – PRICING INFORMATION

To Our Converting Customers:

We continue to see strong demand and significant cost inflation to produce and deliver our products. Effective with shipments May 1, 2022, Domtar will increase the price of our uncoated freesheet products in the US and Canada. This increase applies to all pack types.

USD \$4.00/cwt, CAD \$5.00/cwt

- Converting Papers

USD \$5.00/cwt, CAD \$6.00/cwt

- Bagstock
- Tablet

In addition, business rules and upcharges have been updated to better reflect the costs associated with those services. Click [here](#) for an updated document.

Discounts and deviations to pricing will be reviewed.

Please contact your Domtar Account Manager with any questions.

Sincerely,

Tina Howard
Vice President of Sales, Converting and Specialty Channel

To learn more about Domtar Paper, please visit paper.domtar.com
or find us on Facebook, Instagram, Twitter or LinkedIn.



May 20, 2022

Dear Dave,

The marketplace for Polystyrene film continues experiencing upward cost pressure related to all manufacturing inputs, amidst high demand and difficult supply chain disruptions. Raw materials remain extremely tight at this time. Transcendia is implementing this increase to recover raw material manufacturing costs of \$0.05 lb. and associated manufacturing costs of \$0.05 lb. related to:

Energy increases
Labor increases
Freight Increases
Packaging Increases

Effective with orders shipped on or after June 20, 2022, the selling price for all polystyrene films will increase by \$0.10 per pound. This market action includes all gauges and widths of the following products:

PROCITE® Envelope Window Film
TRYCITE® Films

Your Transcendia Account Manager is available to answer any questions you have regarding this announcement. Your ongoing business, support, and understanding that cost recovery is essential to maintaining our high quality products and service levels is appreciated.

Sincerely,



Richard Eichfeld
Market Vice President
224-355-3920



June 24, 2022

Jonathan Hill, Tax & License Manager
City of Glendale
5850 W. Glendale Ave.
Glendale, AZ 85301

Dear Jonathan,

We are deeply appreciative of our partnership with the City of Glendale and have been fortunate to serve the City since 2015, and we thank the City for choosing to renew our contract. We would like to take this opportunity to provide context supporting our request to increase prices on various items as part of this contract renewal process.

We pride ourselves on the ability to provide a full-service solution to the City, beginning with front-end programming through the printing, mailing or electronic delivery of its critical documents. The vast majority of these activities are conducted in-house which allows us to control for cost, quality, and timelines. However, we do rely on the supply of certain materials which are outside our control, including paper and envelopes. Over the last two years, we have sustained multiple price increases from our suppliers due to, among other things, reduced supply of key ingredients including pulp and ink, labor shortages, and increased transportation costs. While we have worked hard to mitigate these costs and absorb these increases, we are unfortunately forced to seek relief via passing on a portion of these increased costs to our customers.

Paper: Our primary supplier is Veritiv Operating Company, which serves as an intermediary between us and the broader market for original paper suppliers (i.e. the mills) across the country and internationally. We have sustained meaningful price increases on our paper supplies via Veritiv and their mill providers (e.g. Pixelle), several times in early 2021 and then on a monthly basis since September. Supporting materials for Veritiv price increases are attached as **Appendix A** and price increases from Veritiv suppliers are attached as **Appendix B**.

Envelopes: Our primary supplier is Southland Envelopes, which provides our stock #10 and #9 envelopes and certain custom envelopes, including for the City of Glendale. We received meaningful price increases from Southland in July 2021, January 2022, and March 2022. Supporting materials are attached as **Appendix C**. In support of their price increases to us, Southland has furnished supporting material which indicates that they have received fifteen (15) price increases across twelve (12) separate vendors at least since September 2021, with several more increases before that time. These materials are included as well as **Appendix D**.

We would like to stress that we have not requested any increase in *service* costs; all costs being passed to the City are related to materials. Please let me know if any further information is required and we look forward to continuing our partnership.

Sincerely,

Debbie Bogdanski
Chief Operating Officer
Standard Printing Company
E: debbieb@spcio.com
M: (602) 352-2369

From: [Hill, Jonathan](#)
To: [Garcia, Elmer](#)
Cc: [Lara, Angela](#)
Subject: RE: Contract amendment and new prices
Date: Friday, July 15, 2022 8:48:18 AM
Attachments: [Peoria Cost from ACON30218-2.pdf](#)
[image001.png](#)
[linking agrmt Standard Printing Company dba Information Outsource.pdf](#)

Good Morning Elmer,

I am not sure if they sent a price increase to Peoria. Our pricing info on our contract was different than Peoria's pricing. See Page 9 of the linking pdf for our pricing in our original contract compared to Peoria's pricing in the Peoria Cost pdf.

Peoria's costs were combined per correspondence. For example, their price for Utility Bills includes the letter, mailing envelope, and return envelope. Our price sheet separates each item and gives us the price for that one particular item. Our costs are lower than Peoria's because we use basic envelopes that don't have custom printing on the outside of them, as Peoria does.

I approve of the new price sheet.



Jonathan Hill
Tax & License Manager
Budget and Finance Department

jhill@glendaleaz.com
P 623.930.2216
5850 W Glendale Ave.
Glendale, AZ 85301

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Community • Integrity • Excellence • Innovation • Learning

From: Garcia, Elmer <EGarcia1@GLENDALEAZ.COM>
Sent: Thursday, July 14, 2022 4:27 PM
To: Hill, Jonathan <jhill@GLENDALEAZ.com>
Cc: Lara, Angela <ALara@GLENDALEAZ.com>
Subject: FW: Contract amendment and new prices

Hi Jonathan,

I'm just trying to assist Connie in this process.

Quick question: This was originally linked to the City of Peoria Contract# ACON30218. Did Standard Printing submit similar price increases to the City of Peoria? And did the City of Peoria issue an Amendment to their contract to include these price increases? If so, we must base our prices on the City of Peoria's new prices.

However, if Peoria didn't have any price increase amendments, we can assume that Standard Printing's price increases are only specific to Glendale. We can then do an amendment to include these new prices to our current contract with Standard Printing.

Btw, do you approve of Standard's price increases? If so, let me know.

Thanks,

Elmer x2866

From: Hill, Jonathan <jhill@GLENDALEAZ.com>
Sent: Tuesday, July 12, 2022 1:45 PM
To: Schneider, Connie <CSchneider@GLENDALEAZ.COM>
Subject: FW: Contract amendment and new prices



Jonathan Hill
Tax & License Manager
Budget and Finance Department

jhill@glendaleaz.com
P 623.930.2216
5850 W Glendale Ave.
Glendale, AZ 85301

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From: Hill, Jonathan
Sent: Thursday, July 7, 2022 11:16 AM
To: Schneider, Connie <CSchneider@GLENDALEAZ.COM>
Subject: Contract amendment and new prices

Good Morning Connie,

We have a linking agreement contract with Standard Printing Company Inc (C20-0895) for our printing and mailing services. We just entered into our final year extension on July 3rd. When we reached out to Standard Printing to enter into our final extension period, they provided the attached Glendale _Price_Sheet file indicating a few price increases on some of the services they offer.

When we signed the original link agreement in 2020, the contract had its price sheet. Since they have a new price sheet, I'm guessing we have to take the new prices to Council. Standard Printing provided justification for the increased prices, those are attached. We already have to go to Council with an amendment to this contract because we already ran out of money so we need additional funding.