



May 2, 2025

Dear Valued Customer,

Due to ongoing market dynamics—including tariffs, rising input costs, supply chain disruptions and global trade uncertainties—paper mills have announced price increases of 10% or more. As a result, POS Supply Solutions will implement a price increase on all bond, carbonless and thermal paper grades, effective June 2, 2025.

Please see the enclosed paper mill price increase announcements for your reference.

Thank you for choosing POS Supply Solutions. We truly appreciate your continued trust and partnership. If you have any questions, please don't hesitate to contact your Strategic Sales Representative.

Best Regards,

A handwritten signature in dark ink, consisting of a series of loops and a horizontal stroke, representing Stephen Enfield.

Stephen Enfield  
CEO, POS Supply Solutions

April 21, 2025

Dear Valued Customer,

Due to ongoing cost pressures—including global trade uncertainties—we will be adjusting prices for all products by 10%, effective May 21, 2025.

This decision wasn't made lightly. It's necessary to help offset rising input costs, and we'll continue to closely monitor market conditions. Should circumstances change, we'll revisit this adjustment accordingly.

We genuinely appreciate your understanding and continued support. If you have any questions, please don't hesitate to reach out to your Appvion representative.

Thank you for your partnership—we're grateful for the opportunity to support your business.

Sincerely,



Kevin Clunie  
President

April 23, 2025

**SUBJECT: DOMTAR PRICING INFORMATION**

To our Customers,

Due to rising input costs and increased demand, Domtar will increase the price of our thermal paper products by 10% effective with shipments May 23, 2025.

All standard differentials and upcharges remain in effect.

Thank you for your continued support. If you have any questions, please contact your Account Manager.

Sincerely,

A handwritten signature in black ink, appearing to read "Rob Melton", with a stylized flourish at the end.

Rob Melton  
Senior Vice President, Commercial  
Paper and Packaging

Date: April 3<sup>rd</sup>, 2025

**Subject: Hansol America's Position on U.S. Import Tariff Announcement**

Dear Valued Customers,

Yesterday, April 2<sup>nd</sup>, President Trump announced a 25% tariff on imports from South Korea, effective from April 5<sup>th</sup> and 9<sup>th</sup>. Hansol Paper Co., Ltd., headquartered in South Korea with four paper mills, has a subsidiary, Hansol America Inc., which imports and sells products manufactured by its parent company in the United States. Therefore, this tariff imposition will immediately impact Hansol America.

Hansol respects the U.S. government's decision and will diligently pay the imposed tariffs. However, the paper industry is characterized by low profit margins and high volume sales. The 25% tariff poses a substantial burden, making it challenging to maintain our current pricing structure. We are concerned about the difficulty of simultaneously achieving both price stability and tariff compliance.

Hansol has been operating in the U.S. since the 1990s, consistently growing based on long-term trust with our customers, regardless of market fluctuations. We attribute this growth to the unwavering support and trust of our valued customers. While this change presents an unprecedented challenge, Hansol is committed to working together with our customers to overcome these difficulties.

We deeply appreciate your continued trust and support.

Sincerely,



Sang Oh  
President  
Hansol America



**April 16, 2025**

**Re: Comprehensive Price Adjustment Notice**

Dear Valued Customer,

Following our communication dated March 28, 2025, we informed you about the price adjustments specifically for Non-Top-Coated Label Face Paper and Direct Thermal paper products due to significant fluctuations in raw material costs. Given the continued volatility in global markets and further developments, including recent U.S. tariff announcements, we now find it necessary to extend this price adjustment comprehensively across our entire product portfolio.

**Effective Immediately:** Imported products will be subject to a 10% price increase.

**In addition, please take notice:** Imported products that were ordered prior to this announcement, which have not yet shipped from their country of origin, will also be subject to this price adjustments. This is due to the fact that these orders will incur the additional cost of the new tariffs when they leave their port of origin. We are committed to clear and timely communication about these adjustments to avoid any undue disruptions to your business.

**Effective With Orders April 23, 2025:** Kanzaki Specialty Papers will implement a 10% price increase on domestically manufactured products. This adjustment supersedes and expands the previous announcement, resulting in a uniform 10% increase across our complete range of offerings, including both Non-Top-Coated and Top-Coated products.

The decision to expand the price adjustment is driven by persistent inflationary pressures affecting multiple aspects of our business operations. Labor expenses, freight charges, energy costs, and escalating prices of essential raw materials have significantly risen, necessitating this comprehensive pricing action.

We deeply appreciate your continued understanding and partnership during these challenging times. Should you have any questions or need further clarification, please contact your Kanzaki representative directly.

Thank you for your ongoing trust and collaboration.

Best regards,

A handwritten signature in black ink, appearing to read "Mamoru Torii", with a stylized flourish at the end.

Mamoru Torii  
President

**For immediate release**

## **Impacts of the tightening of US trade policy for the Koehler Group**

- **USA traditionally an important sales market**
- **Imports of products from the EU are subject to punitive tariffs of 20 percent**
- **Koehler Group products affected**

**Oberkirch, Germany, 04/04/2025** - Last Wednesday, US President Donald Trump announced a drastic tightening of his economic policy. Imports from the European Union will be subject to surcharges of 20 percent. Economists expect the drastic tariffs to have significant consequences for the USA, Germany and Europe.

The companies in the Koehler Group, including Koehler Paper, produce around 480,000 tons of high-quality specialty paper every year at five locations in Germany. Over 70 percent of the goods are exported to international markets and can be found in numerous applications in people's everyday lives around the world. These include, for example, receipts, playing cards, beverage coasters and packaging. With a population of 340 million, the US market is an important sales market for the family-owned company.

The goods are imported into over 120 countries around the world exclusively via local importers. The Koehler Group and its products are affected by import duties. The company's usual delivery conditions stipulate that the importer pays any import duties incurred. It is therefore to be expected that the company's paper products will become more expensive on the US market by the amount of the import duties. The Koehler Group cannot compensate for the import duties, which must therefore be borne in full by the respective importer. Frank Lendowski, CFO, states: "The US market has traditionally been a major sales market for the Koehler Group, and access to it is important to us. We do not consider the import tariffs imposed by President Trump to protect the domestic economy to be justified and assume that this will have consequences for the global market. It can be assumed that there will be shifts in sales volumes in the coming weeks, not only at the Koehler Group companies, but also in the global paper industry. As an eighth-generation family business, planning reliability is our top priority. Unfortunately, this is no longer the case on the American market, partly due to the experiences of recent months."

**Koehler Holding SE & Co. KG**

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### **More about the Koehler Group**

The Koehler Group was founded in 1807 and has been family-run to this day. The Group's core area of business is the development and production of high-quality, specialty paper, including thermal paper, playing card board, drink coasters, fine paper, carbonless paper, recycled paper, decor paper, wood pulp board, sublimation paper, and innovative specialty paper for the packaging industry, too. In Germany, the Koehler Group, with its around 2,500 employees, has five production sites, as well as three more in the USA. The Group operates on an international level, with an export ratio of about 70% in 2023 and annual revenue of 1.1 billion euro.

As an energy-intensive enterprise, Koehler invests with its unit Koehler Renewable Energy in renewable energy projects such as wind energy, hydroelectric power, photovoltaics, and biomass. The Koehler Group has committed itself to producing more energy from renewable sources than is needed for paper production by 2030.

With the business unit Koehler Innovative Solutions, Koehler collaborates with start-ups to promote innovations in the core business areas of paper and renewable energy.

More information is available here: <https://www.koehler.com>

### **Your contact:**

Alexander M. Stöckle

Press Spokesperson Koehler Group

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Geschäftsführender Gesellschafter: Koehler Management SE · Sitz: D-77704 Oberkirch · Amtsgericht Freiburg i. Br. · HRB 719979  
Vorstand: Kai Furler (Vorsitzender), Dr. Stefan Karrer, Frank Lendowski · Vorsitzender des Aufsichtsrats: Wolfgang Furler



## Tariffs

### Memorandum

April 9, 2025

To: Valued Partners

From: Sales Administrator

CC: Chris Hung, Mitsubishi Sales Staff, Mitsubishi Customer Service, Mitsubishi Finance Department

On April 2, 2025, President Trump announced the implementation of tariffs on all imported goods. While reciprocal tariffs have been paused for 90 days, a 10% tariff will remain in effect.

Beginning with freight loading as of April 5, 2025, the tariffs will be reflected as a separate line item on our invoices.

Inventory stocked in our U.S. 3PL's, the tariffs will be charged as of June 1, 2025. To manage this situation efficiently, we will monitor forecasts and historical usages closely. This will help us ensure that the customer purchases do not exceed the expected volumes.

Please note that we will be providing periodic updates regarding any changes that may take place. We appreciate your understanding of this unprecedented situation and your commitment to Mitsubishi products.

Thank you for your continued partnership.