

November 10, 2017

To our Valued TST Customers:

The global thermal paper market remains in a state of unrest as a result of the continued, limited availability of leuco dye, a primary component required in the coating of thermal paper. The current elimination of up to 80% of the Leuco dye production has created an immediate thermal paper shortage, resulting in supply allocations and rising costs.

Consequently, we have again been informed by all major mill suppliers of a sharp thermal paper increase, effective as early as November. In addition, we are paying as much as 20-30% above the market on a spot basis. As a result, TST IMPRESO is forced to raise prices on all thermal grades effective with shipments Monday December 11th, 2017. The increase will effect all grades of thermal, ranging 14-16% depending on the specific item.

At this time, it is uncertain as to when the full production of lueco dye will be back to normal and supply chains filled at a global level. Best estimates put this date well into Q1, possibly into the summer 2018. Should the shortage continue, further allocations and extended delivery times may result.

New price lists will be available online in the next couple of weeks, and all Special Price Quotes will need to be updated prior to the increase. Please contact your local TST IMPRESO sales representative if you have any questions. As always, we appreciate your business and continued support, and we will do our best to keep you informed of any market changes.

Sincerely,



Todd Hartman
VP Sales & Marketing
TST IMPRESO, Inc.