



**unisource**

**Roger Adams**  
*Unisource – New Berlin*

5355 South Westridge Drive

December 8, 2009

Laurie Dudley  
[ldudley@waukesha.k12.wi.us](mailto:ldudley@waukesha.k12.wi.us)

From: Roger Adams  
[Roger.adams@unisourcelink.com](mailto:Roger.adams@unisourcelink.com)  
Cell: 414-881-1728

Dear Laurie,

Thank you for your consideration of extending the Unisource relationship through 2010. As you discuss your intension with your other members, please know the following that we have provided since 2/1/2009;

1. Price decreases passed on in August of 2009, and another decrease effective January 1<sup>st</sup> of 2010 on White Virgin Fiber. Note: In the 12 years of contract paper use by V.A.L.U.E., Unisource paper is the only merchant to pass on any decreases as they have been provided in the market.
2. Unisource has absorbed the colored bond increase implemented by all paper makers (see attached) 12/1/2009 with no change to V.A.L.U.E. members.
3. Because many V.A.L.U.E. members have paper needs outside of the contract commitment; Unisource has supplied the best selection of all their paper needs for next day shipment. We are the merchant best able to serve in this capacity, discounting the non contract items as well.
4. Unisource is the only merchant with the capability to deliver to any location in Wisconsin, eastern or western side of the state, wherever a V.A.L.U.E. member might be located.
5. Supply of a Wisconsin manufactured product in the form of Comet Xerocopy made by Advanced Paper Enterprises in Ripon, WI, **supporting Wisconsin jobs.**
6. Excellent product quality yielding only 2 minor product returns, which Unisource dealt with promptly.
7. No delivery failure for any V.A.L.U.E. member participating in the agreement.
8. A dedicated customer tax support team in Mike Weigl (support), Roger Adams (sales) and Joe Souhrada (manager), which ministers to the needs of V.A.L.U.E. customers efficiently.

As your best value we would appreciate your business and look forward to serving you in 2010.

Sincerely,

Roger Adams

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COPY PAPER BID 0101-2010 EFFECTIVE 1-1-2010						
Paper Size	Weight	Description	Carton Pack	Total		Resale / Ctn
<b>VIRGIN PAPERS</b>						
<b>Copy Paper</b>						
8 1/2 X 11	20#	White	5,000	11720		\$27.65
8 1/2 X 11	20#	3-Hole Punch	5,000	236		\$29.65
8 1/2 X 11	20#	Ultra Brite	5,000	187		\$33.00
8 1/2 X 14	20#	White	5,000	190		\$38.00
11 X 17	20#	White	2,500	565		\$29.65
<b>AstroBrite Cover</b>						
8 1/2 X 11	65#	Colors	2,000	371		\$49.50
23 X 35	80#	Colors	2,000	1		\$148.00
<b>AstroBrite Text</b>						
8 1/2 X 11	24/60#	Colors	5,000	50		\$61.90
11 X 17	60#	Colors	2,500	52		\$61.90
<b>RECYCLED PAPERS</b>						
<b>Copy Paper</b>						
8 1/2 X 11	20#	White	5,000	320		\$32.50
8 1/2 X 11	20#	Colors	5,000	15		\$35.50
8 1/2 X 11	60#	Colors	5,000			
8 1/2 X 11	20#	3-Hole Punch	5,000			
8 1/2 X 14	20#	White	5,000	3		\$48.50
8 1/2 X 14	20#	Colors	5,000			
11 X 17	20#	White	2,500	8		\$36.00
11 X 17	20#	Colors	2,500			
<b>*NCR</b>						
8 1/2 X 11			5,000	224	2 part	\$96.00
					3 part	\$108.00
					4 part	\$116.00
<b>Totals</b>				<b>13942</b>		
<b>* Brand quotes Is NCR Superior blackprint</b>						