

PAPER SHORTAGE

You may not be aware, but there has been a paper shortage that started last year and will likely go into 2023.

We will do our best to fill orders with the same papers as in the past but may need to make substitutions based on availability.

Our most pressing stock issue is envelopes. We currently have a decent supply of standard envelopes but special stock and windows are put on backorder for 3-4 months. Please keep this in mind and keep an eye on your inventory.

We will communicate with you on orders if inventory issues arise.

Please feel free to contact me directly with your concerns.

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Here is some industry information on what has led to the issue:

A few years ago, a few North American paper mills closed, in part, because they could not compete due to aging equipment, rising labor costs, and restrictive environmental regulations which made doing business a losing proposition. During these same years, some of the more efficient and profitable North American paper mills converted to board stock in support of the growing packaging industry. The result was a reduction in capacity...occurring before the pandemic and this shortage was largely filled by overseas mills.

The ports, while improving, are still a problem and the latest news is that there is now a container problem on the other side of the Pacific. Apparently, there are not enough containers (and vessels) to ship the materials being manufactured and purchased by the US markets.

We do not profess to be a supply chain experts, but if you consider the above, you have to conclude that the paper shortage is not the fault of any one part of the supply chain. The current problem is global, and it is not isolated to the US. It is a deficiency whose root cause is found in a collection of unique and untimely events.

We wish there were a concrete solution that would quickly remedy the situation, but we have not found one, and the current global issues are only adding to the negative situation. However, the best advice is the following:

- **Plan ahead on lead times.**
- **Communicate with us about your needs as we are a critical partner in your success.**
- **Remain flexible; while easier said than done, flexibility is the nature of the current times.**

Thank you for your understanding

The staff of

