

6400 Poplar Avenue  
Memphis, TN 38197

July 30, 2018

To Our Valued Customers:

Effective with shipments August 30, 2018, International Paper will increase prices on all uncoated free sheet grades for Forms customers by \$2.00/cwt.

The following changes to our upcharges/differentials will also become effective on August 30<sup>th</sup>:

- The standard basis weight differentials on all Forms products will be as follows:

20/50# over 24/60#      \$2.00/cwt

- In order to more accurately reflect the costs associated with producing narrow rolls, International Paper will implement the following narrow roll upcharges:

Less than 8"              \$4.50/cwt

8" < 11"                  \$2.50/cwt

11" < 17"                \$1.50/cwt

- Roll products with a diameter below 50 inches will be assessed a \$1.00/cwt upcharge.
- Products with vellum finish will also be assessed a \$1.00/cwt upcharge.

Orders acknowledged prior to July 30<sup>th</sup> will ship at the pre-increase price. All other standard differentials and shipping policies for all products will continue to apply.

If you have any questions regarding these changes, please contact your International Paper sales representative. Thank you for your continued support of International Paper.

Sincerely,



Kevin R. Pearce  
Director of Sales  
Converting Papers