



INTERNATIONAL PLACE I  
6400 POPLAR AVENUE  
MEMPHIS, TN 38197  
PHONE 901.419.9000

September 11, 2017

To Our Merchant Customers:

Effective with shipments October 11, 2017, International Paper will increase prices by \$2/cwt on the following products:

- Williamsburg
  - Offset Rolls
  - Return Postcard Rolls
- Postmark® White Wove Envelope
- DataSpeed® Laser MOCR
- Office Papers
  - All Private Label
  - Generic White Box
  - Relay

This increase applies to virgin, recycled and treated products. All standard upcharges will continue to apply.

If you have any questions regarding these changes, please contact your sales representative. We appreciate your support of International Paper.

Sincerely,

A handwritten signature in black ink that reads "Greg Gibson". The signature is fluid and cursive.

Greg Gibson  
Vice President & General Manager  
North American Papers

A handwritten signature in black ink that reads "Ray Rabbitt". The signature is fluid and cursive.

Ray Rabbitt  
Director of Sales, Merchant Channel  
North American Papers