



G L A T F E L T E R
Beyond Paper

November 30, 2017

To Our Valued Customers:

Due to large increases in key input material costs, including over a two-fold increase in colorformers to ensure an uninterrupted supply, that cannot be offset by our on-going internal continuous improvements, cost reductions, and operating excellence efforts, Glatfelter is announcing a price increase for carbonless roll products, carbonless sheet products and security papers sold in our **United States and Canadian markets**. **The increase will be effective with shipments on or after January 15, 2018.**

The increase will be 6% for the following items:

- All Glatfelter Carbonless Roll products
- Carbonless Roll Accessories (CF and CB Sprays)
- Defensa® Security CB products
- All Glatfelter Carbonless Sheet Products
- Fan-Apart Adhesive

The increase will be \$4.00/cwt for the following item:

- Defensa® Basic

The increase will be \$5.00/cwt for the following items:

- Defensa® Premium
- Defensa® Design
- Defensa® Security Gate
- Defensa® True

All current standard differentials and upcharges remain in effect.

Thank you for your continued support of Glatfelter. If you have any questions, please contact your local Glatfelter Territory Manager.

Regards,

David Dickerhoof
Vice President Sales and Marketing
Specialty Papers Business Unit

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