

July 30, 2018

To Our Merchant Customers:

Effective with all shipments on or after August 30, 2018, International Paper will increase prices by approximately 5% on the following products:

- All Williamsburg Rolls and Sheets
- All Accent® Opaque Rolls and Sheets
- All Springhill® Rolls and Sheets
- All Office Papers Products

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

- The standard basis weight differential on all Williamsburg and Accent products will be as follows:

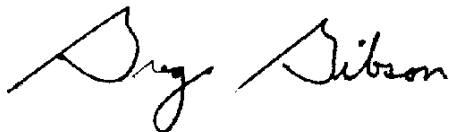
50lb over 60lb:	\$2.00/cwt
55lb over 60lb:	\$1.00/cwt
- Williamsburg offset roll products with a diameter below 50 inches, will be assessed a \$1.00/cwt upcharge (This upcharge will not apply to Return Postcard)
- Williamsburg offset products with vellum finish will be assessed a \$1.00/cwt upcharge (This upcharge will not apply to Return Postcard)
- All custom sheet orders will be subject to additional charges
- All orders for office papers products shipping west of the Rockies will incur a \$1/cwt freight upcharge

Additionally, we will review existing program business to evaluate current discounts off the warehouse price and on deviated roll business. Your sales representative will contact you to discuss how this will affect you.

If you have any questions regarding these changes, please contact your sales representative.

Thank you for your support of International Paper.

Sincerely,



Greg Gibson  
Vice President & General Manager  
North American Papers



Ray Rabbitt  
Director of Sales, Merchant Channel  
North American Papers