



DART CONTAINER CORPORATION

www.dartcontainer.com

500 Hogsback Road • Mason, Michigan 48854 • Phone: (800) 248-5960 • Fax: (517) 676-3883 • Email: sales@dart.biz

May 23, 2019

To Our Valued Customers:

Due to escalating manufacturing costs and other market-related influences, we are increasing prices by **9%** on all Dart/Solo branded and private label paper products. Additionally, as you are aware, the United States government recently announced a tariff increase on products imported from China. Those tariffs increased from an initial 10% to 25% and as a result, we are increasing prices by **12%** on branded and private label Bagasse and Mineral Filled Polypropylene (MFPP) products. Both increases are effective July 1, 2019. Product lines included in both price increases are listed in the table below.

Increase %	Material	Product Line
9%	Paper	DSP Cups
9%	Paper	DSP Cup, Lid (PET) & Straw (PP) Combo Packs
9%	Paper	DuoShield Paper Cups
9%	Paper	DuoShield Paper Cup & Lid (PS) Combo Packs
9%	Paper	Flexstyle Paper Food Containers (DSP)
9%	Paper	Flexstyle Paper Container Lids (SWL)
9%	Paper	Flexstyle Paper Food Container & Non-Vented Lid (SWL) Combo Packs
9%	Paper	Flexstyle Paper Food Container & Vented Lid (PP and SWL) Combo Packs
9%	Paper	Moist Towelettes
9%	Paper	Non-Coated Paper Cups
9%	Paper	Paper Bucket Lids
9%	Paper	Paper Buckets Grease Resistant, Untreated, & Waxed
9%	Paper	Paper Buckets Popcorn & Popcorn Grease Resistant
9%	Paper	Paper Bucket & Lid (Paper) Combo Packs
9%	Paper	Paper Cone Cups
9%	Paper	Paper Dinnerware Light Weight, Medium Weight, & Heavy Weight
9%	Paper	Paper Fry Cups
9%	Paper	Paper Munchie Cups
9%	Paper	Paper Scoop Cups
9%	Paper	Paper Soufflés (SSP) & Soufflés Treated
9%	Paper	Paper Water Cups Treated & Alcohol Resistant
9%	Paper	SSP Cup & Lid (PS) Combo Packs
9%	Paper	SSP Cups & Cups Handled
9%	Paper	SSP PCF Cups
9%	Paper	SSPLA Cups
9%	Paper	ThermoGuard Paper Cups
9%	Paper	ThermoGuard Paper Cup & Lid (PS) Combo Packs
9%	Paper	VS Paper Food Container (SSP) & Vented Lid (PP and PS) Combo Packs
9%	Paper	VS Paper Food Containers (DSP, SSP, and SSPLA)
9%	Paper	Wax Paper Cups
12%	Sugarcane	Bagasse Dinnerware
12%	Sugarcane	Bagasse Hinged Trays
12%	MFPP	ProPlanet by Dart Hinged Trays (MFPP)



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Orders for unprinted and stock printed products received prior to July 1, 2019, calling for immediate shipment and not exceeding normal purchasing patterns, will be honored at current prices. Orders received July 1 and after will be invoiced at the increased prices.

Orders for custom printed products received prior to July 1, 2019, for a normal single print release quantity calling for immediate shipment, will be honored at current prices. Orders received July 1 and after will be invoiced at the increased prices.

Contract prices for the above listed products on Dart Competitive Price Agreements (CPAs), where not guaranteed firm for a specific period, will increase on July 1, 2019.

We are in the process of preparing a list of the products you currently purchase and that are affected by this price increase. This list will include the new July 1 prices for each product. Those prices will be provided to you at least 30 days prior to the July 1 effective date.

Please ensure the new prices communicated to you are directed to the appropriate contact within your organization to implement them for the July 1 effective date.

Thank you for adjusting your records and for your continued support.

Dart Container Corporation

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