



October 5, 2020

David Townsend  
Viele & Sons  
1820 E. Valencia Drive  
Fullerton, CA 92831

Dear David:

International Paper's containerboard prices will increase by \$50/ton on November 1, 2020 for all customers.

As a result, of this board increase, the North American Container Division of International Paper will be increasing prices a minimum of 10.0% on boxes and 12.0% on sheets for customers both East and West of the Rockies, effective with shipments on or after November 9, 2020.

We will continue to work with you to offer supply chain solutions to reduce your overall packaging costs in your business as well as bring innovations and new ideas to help you grow your business.

For planning purposes, we wanted to share this information with you.

Sincerely,

**Carlton N. Jones**  
Region Sales Manager  
International Paper  
✉ [carlton.jones@ipaper.com](mailto:carlton.jones@ipaper.com)