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November 15, 2019

To Our Valued Customers,

You may well be aware of the recent on-going trade negotiations with foreign nations with whom the United States does business have generated certain tariffs on traded goods. Those same tariffs have created an unavoidable material change in circumstances on the product groups that you purchase from Max Packaging. As a result, orders placed on and after December 16, 2019 will have a resultant increase of 10%. In the event trade negotiations result in a future decrease in tariffs, Max Packaging will examine market conditions and evaluate pricing at that time.

Orders placed prior to the date of the increase will be reviewed and limited to normal purchased quantities and lead times.

This increase will be implemented on all National Accounts, Regional Accounts, Bids and POD contracts.

Max Packaging will confirm all distributors pricing, via our brokers and/or your Max Packaging representative, as soon as possible.

We value both our relationship and your business. Please contact your Max Packaging representative for any questions or concerns. Thank you for your understanding during this market adjustment.

Sincerely,  
Dan Cox  
National Sales Director

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**Modern, Flexible, Innovative Packaging**