



February 14, 2022

Dear Valued Customer:

Effective Monday April 4th, 2022, Paterson Paper is adjusting prices on all items up to 9%. Selected product lines, in particular food packaging and baking papers, may experience increases greater than 9%.

While certain commodity prices appear to be moderating, raw material suppliers are operating at maximum capacity with demand for their products exceeding supply and therefore allowing these firms the ability to raise prices.

Additionally, transportation costs continue to accelerate. In response to these rising costs Paterson is taking two important steps:

1. Custom print drop shipments will no longer benefit from prepaid freight. Effective April 4, 2022, all drop-shipments to end user customers will incur a freight charge.
2. Minimum orders for all custom printed napkins and placemats will increase to 50,000 units except for our Linen-Cloth brand napkins which will require a minimum order quantity of 30,000.

Custom print orders meeting the updated minimums and delivering to our distribution partners will receive pre-paid freight.

All orders placed by Friday, April 1st, 2022, and requesting immediate shipment will be entered at current prices.

We appreciate your continued support of Paterson Paper. Please contact your local Paterson Paper sales contact with any questions.

Sincerely,

A handwritten signature in black ink that reads 'John T. Buckley'.

John T. Buckley
Executive Vice-President
National Sales Manager