

Paper Price Increases Effective April 1st

Dear Valued Customer,

As you have likely seen, paper mills announced in mid-February price increases effective in mid-March. The increases range from 6% to 8%. These increases have been driven by an increase in transportation costs as well as an increase in multiple manufacturing and raw material costs.

The increases will impact Universal brand, customer specific private label brands, and national brand copy paper. Essendant will fully absorb these increases in mid-March and, effective April 1, 2021, we will be passing the increases to customers. We encourage you to begin planning for these increases. Below is a summary of announcements made to date.

Mill	Announce Date	Effective Date
IP	2/19/21	3/22/21
Domtar	2/17/21	3/17/21
Boise	2/15/21	3/15/21
Navigator	2/19/21	3/22/21

As the mills provide item level detail, Essendant will update price files. We expect all prices to be updated by March 12th (with April 1st start dates) and encourage our customers to reload their price files as soon as possible thereafter.

We thank you for your business and appreciate your understanding during this time.

Helanie Fisher
Senior Director of Merchandising