

# DS Smith Tri-Wall

HIGH PERFORMANCE PACKAGING

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8th October 2010

MP701420

Mr John Williams  
Interpak  
Desborough Industrial Park  
Desborough Park Road  
High Wycombe Bucks.  
HP12 3BG

Dear Mr Williams

I am sure you are aware that 2010 has been a very difficult year for manufacturers of paper based products, with unprecedented rises in raw material and energy costs.

Paper costs in particular have risen dramatically and with under capacity in the market, securing supply has been our top priority. Unfortunately, the restricted supply and the dominating position of the paper suppliers has caused a relentless pressure on paper prices across the whole market and since we wrote to you in August, paper prices for all grades have continued to escalate.

As a result, we have to inform you that we are forced to further increase prices on all our products from the 1<sup>st</sup> November 2010 to recover this latest surge in paper prices.

We do not underestimate the significance of having to put our prices up in what are undoubtedly some of the most challenging trading conditions, but the increase in paper costs are completely unsustainable and leave us no option but to pass on these direct costs.

Our sales and customer services teams will contact you and discuss what the implications are on the products you purchase from us. They will also discuss what opportunities there are to offset the increases by looking at the product specifications, batch sizes etc. Your business is very important to us and we are committed to ensuring you receive first class products and a first class service at competitive prices.

Thank you for your understanding in this matter.

Yours sincerely



Phil Rees

Sales Director  
DS Smith Tri-Wall

