

sappi

Sappi UK

Westerham Valley Oast
Beggars Lane
Westerham, Kent
TN16 1QP
Tel +44 (0)1959 560 900
Fax +44 (0)1959 560 963

www.sappi.com

Elliott Baxter & Company Ltd
Nexus Park,
Lysons Avenue,
Ash Vale,
Farnborough,
Hampshire
GU12 5QE

25th May 2017

Dear

Sappi Europe – UK Pricing for Woodfree Coated and Uncoated Sheets

I refer to our announcement of 11th May last in RISI with regard to pricing for these paper grades and our subsequent conversations.

I confirm, that in addition to the increases already agreed for Woodfree Uncoated applicable in May, we are proposing to increase our prices for Woodfree Coated Sheets by 8% with effect from 3 July next.

The new prices are needed to partially compensate the heavy increase in costs sustained since beginning of last year, which unless mitigated by improved pricing will result in continuing unacceptable margins.

We look forward to your support in achieving this price improvement in order to restore business to a sustainable level.

Yours faithfully,

John Clinton
Managing Director

BURGO UK

Elliott Baxter and Company
Ltd Nexus Park
Lysons Avenue
Farnborough
GU12 5QE

1st June 2017

Dear

BURGO PRODUCTS PRICE INCREASE, JULY 2017

I am writing to inform you that prices for all Burgo Group products shall be increased by 7%, with effect from Monday 3rd July 2017.

This increase is necessary due to the continuing escalation of our raw material costs, which is impacting negatively on our business returns, a situation which we cannot allow to continue.

We shall be in further contact with you in due course to discuss the specific details and implementation of the increase.

I am sure that you understand the need for this price increase, and I thank you for your continued support for Burgo products.

Kind regards

Yours sincerely



Peter Bothwick
MANAGING DIRECTOR

Burgo UK Ltd, Carina House, Sunrise Parkway, Linford Wood, Milton Keynes MK14 6LS
Tel: +44 1908 265800 Fax: +44 1908 264720 Registered in England No. 2507692 www.burgogroup.com

BURGO
GROUP

Elliott Baxter & Co
Ltd Nexus Park
Lysons Avenue
Ash Vale Farnborough
GU12 5QE

30/05/2017

Dear

Further to the recent press release from the Lecta Group regarding prices for our woodfree coated sheets and reels qualities I am now able to confirm the situation for the UK and Ireland.

Prices for woodfree coated sheets and reels will increase by 7-8% from 1/7/17.

The continuing escalating costs of raw materials used to produce these papers are at such a critical level that we are forced to apply this increase as a matter of urgency and at this particular time.

I would like to thank you for your ongoing and very valuable support and I sincerely hope this will continue as we strive to work together to manage this difficult situation.

Yours sincerely,

A handwritten signature in black ink that reads "Neil".

Neil Entwistle

1 June 2017

Elliott Baxter & Co Ltd
Nexus Park, Lysons Avenue
Ash Vale
Aldershot
Surrey
GU12 5QU

Dear

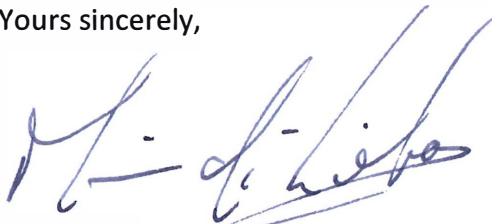
Re: Price Increase notification - Coated Woodfree Papers

Following a review of our current profitability levels and increases for both raw material and energy costs it is essential that we review our pricing from July 2017.

Therefore, it is our intention to increase prices for our Coated Woodfree grades by 8% from 3rd July 2017.

Your Stora Enso account manager will contact you over the next few days to discuss revised pricing levels however, it is our intention to implement new prices for all deliveries from 3rd July 2017.

Yours sincerely,



Mario di Lieto
Managing Director
Stora Enso
Division Paper
LumiPaper Ltd



Stora Enso UK Ltd
Mendlesham Industrial Estate
Norwich Road
Mendlesham, Stowmarket
Suffolk, IP14 5ND
United Kingdom
Tel: +44 (0)1449 765568
Fax: +44 (0)1449 767744
www.storaenso.com

Registered Address
1 Kingfisher House
New Mill Road
Orpington, Kent BR5 3QG
Reg. No. 1294742 England



The Biofore
Company

Augsburg, 22 May 2017

Dear Customer,

Woodfree Coated Sheets Pricing

Due to the ongoing erosion of margins, we need to inform you of UPM's intention to increase prices on our WFC sheets by 8% on deliveries made from 3 July 2017.

Any existing arrangements that go beyond this date will naturally be honoured.

We will be in touch with you to discuss the implementation and thank you for your continuing support.

Yours sincerely,

Ruud van den Berg

UPM Paper ENA
Senior Vice President
Magazines, Merchants & Office

Patrick Trottmann

UPM Paper ENA
Area Sales Director Europe
Graphic Fine Papers