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February 7, 2022

Fulton Distributing  
53-603 Polk St.  
Coachella, CA 92236

Dear Fulton Distributing

WestRock has announced a linerboard, medium and white top increase effective March 1, 2022.

Containerboard represents the single largest component of our cost structure. This increase coincides with unprecedented levels of cost inflation across the spectrum of our converting and service costs, including labor, freight, warehousing, pallets, starch, etc. Accordingly, we notify you of an increase starting at 14% on boxes and 16% increase on sheets that you purchase from WestRock effective with shipments on or after March 1, 2022.

We remain committed to helping you reduce your costs through innovative packaging solutions and services. We can help you offset increasing costs with board optimization initiatives and many other cost reduction strategies we have successfully implemented across our customer base. Please talk to your account manager to start the process.

We appreciate your business and will continue our long-term commitment to provide innovation, quality packaging and services at competitive prices. Please feel free to contact us directly with any questions regarding the increase or the trends in our industry.

Sincerely,

Howie Porter

Sales Manager