

IFB-18.0013 2020/2021 OCSP0 Paper Products	Awarded Vendor		Apac Paper & Packaging Corp.	Motor City Supplies	Nichols	SupplyDen Inc.
Line Item #1 Feminine Care, Tampons, Individually Wrapped UOM: CASE Quantity: 10	Apac Paper & Packaging Corp.	Unit Price	\$54.97			
Brand Manufacturer: Rochester Midland Playtex Model Number: RCM25144398		Brand	Hospeco T-500 as awarded 2015-2018			
Line Item #2 Feminine Care, Sanitary Napkin Waxed Bags, 9 x 10 x 3 1/4, 250/carton UOM: CASE Quantity: 5	Apac Paper & Packaging Corp.	Unit Price	\$12.53			
Brand Manufacturer: Hospeco Model Number: HOS6141		Brand	Hospeco #6141 as awarded 2015-2018			
Line Item #3 Tissue, Facial White 9 x 8 (100 2- Ply Tissue/Bx) 30 Boxes/Carton UOM: CARTON/CASE Quantity: 157	Dual Award: Apac Paper & Packaging Corp. and SupplyDen Inc.	Unit Price	\$17.95			\$ 13.46
Brand Manufacturer: Georgia Pacific Envision Model Number: 474-10		Brand	Georgia Pacific Envision 474-10 as specified. Awarded 2015-2018			Powersoft
Line Item #4 Tissue, Toilet-Jumbo Roll 3.78" x 1000' 2 ply, 12 rolls per case UOM: CASE Quantity: 745	Dual Award: Apac Paper & Packaging Corp. and Motor City Supplies	Unit Price	\$26.59 **Alternate \$18.78 per case	\$ 20.90		
Brand Manufacturer: Kimberly Clark Model Number: 7805		Brand	Kimberly Clark #7805 as specified. Awarded 2015-2018	Cascade Tissue #B140		

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Line Item #5 Tissue Toilet-Jumbo Roll 4" x 4000' 1 ply, 6 rolls per case UOM: CASE Quantity: 10	Nichols	Unit Price			\$ 30.89	
Brand Manufacturer: Kimberly Clark Model Number: 7202		Brand			Kimberly Clark	
Line Item #6 Tissue, Toilet - Standard Roll, 4" x 3.75", 1 Ply White 96/case, 1000 sheets/roll UOM: CASE Quantity: 541	Nichols	Unit Price			\$ 35.97	
Brand Manufacturer: SCA Model Number: TS1636S		Brand			SCA	
Line Item #7 Tissue, Toilet, 2 Ply Junior Roll, 9", 1000' 12/case UOM: CASE Quantity: 1860	Dual Award: Apac Paper & Packaging Corp. and Nichols	Unit Price	\$18.78		\$ 20.65	
Brand Manufacturer: SCA Model Number: TJ0922		Brand	NPS Response #19920 as awarded 2015 - 2018		SCA	
Line Item #8 Tissue, Toilet 4.5" x 4.5" roll, 2 Ply White SAVOY 500 sheets/roll, 96 rolls/case UOM: CASE Quantity: 147	Dual Award: Apac Paper & Packaging Corp. and Nichols	Unit Price	\$33.31		\$ 31.66	
Brand Manufacturer: SCA Model Number: TM1616S		Brand	NPS Response #12375 as awarded 2015-2018		Brand; SCATM1616S	

IFB-18.0013 2020/2021 OCSP0 Paper Products	Awarded Vendor		Apac Paper & Packaging Corp.	Motor City Supplies	Nichols	SupplyDen Inc.
Line Item #9 Tissue, Toilet Single Ply, White, Green Recycled/Post Consumer Paper 100% Recycled, 1000 sheets/roll, 96 rolls/case UOM: CASE Quantity: 541	Dual Award: Apac Paper & Packaging Corp. and Nichols	Unit Price	\$ 38.50		\$ 35.55	
Brand Manufacturer: SCA-TORK Main Street Model Number: TS1636		Brand	NPS Response #11375 as awarded 2015 - 2018		Brand: SCA TS1636S	
Line Item #10 Tissue, Toilet Double Ply Green Recycled/Post Consumer Paper 100% Recycled, 500 sheets per roll/96 rolls/case UOM: CASE Quantity: 147	Dual Award: Apac Paper & Packaging Corp. and Nichols	Unit Price	\$33.31		\$ 31.66	
Brand Manufacturer: SCA-TORK Main Street Model Number: TM1616S		Brand	NPS Response #12375 as awarded 2015-2018		Brand: SCA TM1616S	
Line Item #11 Towels - Hand C-Fold, 12.75" x 10.125", Bleached Embossed 1- Ply, 150 towels/pack. 2400/case UOM: CASE Quantity: 271	Dual Award: Apac Paper & Packaging Corp. and SupplyDen Inc.	Unit Price	\$15.86			\$ 15.62
Brand Manufacturer: SCA Model Number: 111		Brand	NPS Response #21000 as awarded 2015 - 2018			Powersoft
Line Item #12 Towels - Hand Paper Roll, Natural,1 ply, 7.8" x 350' Hardwound Roll Paper Towels 12 rolls/case UOM: CASE Quantity: 1931	Apac Paper & Packaging Corp.	Unit Price	\$14.92			
Brand Manufacturer: SCA - TORK Universal Brown Model Number: SK3502E		Brand	NPS Response #30200 as awarded 2015 - 2018			

IFB-18.0013 2020/2021 OCSP0 Paper Products	Awarded Vendor		Apac Paper & Packaging Corp.	Motor City Supplies	Nichols	SupplyDen Inc.
Line Item #13 Towels - Hand Natural Scott Hard Roll 8" x 800', 12 rolls/case UOM: CASE Quantity: 1175	Apac Paper & Packaging Corp.	Unit Price	\$44.66			
Brand Manufacturer: Kimberly Clark Model Number: 414-2		Brand				
Line Item #14 Towels - Hand Singlefold, 9.25" x 10.25", KRAFT, pack size 4000/case UOM: CASE Quantity: 5	Dual Award: Apac Paper & Packaging Corp. and SupplyDen Inc.	Unit Price	\$15.59			\$ 14.82
Brand Manufacturer: Georgia Pacific Acclaim Model Number: GEP20904		Brand	NPS Response 21950 as awarded 2015 -2018			Powersoft
Line Item #15 Towels - Hand Paper Roll, KRAFT, 15" x 7 4/5", White, 350 sheets/roll, 6/case UOM: CASE Quantity: 10	Dual Award: Motor City Supplies and Nichols	Unit Price		\$ 19.50	\$ 31.10	
Brand Manufacturer: Georgia Pacific Sof Pull Model Number: 28124		Brand		Cascade Tissue #H140 500 Sheets, Not 350	Georgia Pacific	
Line Item #16 Towels - Hand - 1 ply, roll 800' White Green Recycled/Post Consumer Paper Pack Size: 6- 800', 6 rolls/case UOM: CASE Quantity: 1438	Apac Paper & Packaging Corp.	Unit Price	\$19.89			
Brand Manufacturer: SCA-TORK Model Number: RB800E		Brand	NPS Response 30300 as awarded 2015 - 2018			

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Line Item #17 Towels - Hand - 1 ply, Roll 350' Width: 7.85" Natural Green Recycled/Post Consumer Paper Pack, 12/case UOM: CASE Quantity: 1931	Dual Award: Apac Paper & Packaging Corp. and Nichols	Unit Price	\$14.92		\$ 15.67	
Brand Manufacturer: SCA-TORK Model Number: RK350A		Brand	NPS Response #30200 as awarded 2015 - 2018		SCA-Tork	
Line Item #18 Towels - Hand - Single Fold Natural Green Recycled/Post Consumer Paper, 4000/case, pack: 16 packs of 250 paper towels, 9.25 x 10.25" UOM: CASE Quantity: 195	Dual Award: Apac Paper & Packaging Corp. and SupplyDen Inc.	Unit Price	\$15.59			\$ 14.84
Brand Manufacturer: Cascades Tissue Model Number: 101750		Brand	NPS Response #21950 as awarded 2015- 2018			Powersoft
Line Item #19 Towels - Hand, Soft, Premium Towel, roll, non-perforated 1 ply 8" x 800', 12 rolls/case UOM: CASE Quantity: 252	Dual Award: Apac Paper & Packaging Corp. and Motor City Supplies	Unit Price	\$58.05	\$ 18.65		
Brand Manufacturer: Kimberly Clark Model Number: KCC01040		Brand	Kimberly Clark	Cascade Tissue #H080 6 Rolls per Case, Not 12 Rolls		
Line Item #20 Towels, Hand- Hardwound, roll, 1 ply, 7/8" x 350 ft. roll/1/8" core dia., 12/case UOM: CASE Quantity: 1557	Dual Award: Apac Paper & Packaging Corp. and Nichols	Brand	\$14.92		\$ 15.67	
Brand Manufacturer: TORK Model Number: RK350A		Brand	NPS Response #30200 as awarded 2015 - 2018		Brand: SCA RK350A	

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Line Item #21 Tissue, Toilet - Standard Roll, 4.5" x 3.1", 2 Ply White 200/case, 500 sheets/roll UOM: CASE Quantity: 96	Dual Award: Apac Paper & Packaging Corp. and Nichols	Unit Price	\$33.31		\$ 36.94	
Brand Manufacturer: Georgia Pacific		Brand	NPS Response #12375 as awarded 2015-2018		Brand: GP 19880 2 ply, 500 sheets/roll, 80 rl/case	



HOSPECO
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12/19/19

To: Our Valued Distributor Partners
From : Bill Hemann, VP-Sales and Marketing
Subject: Price Changes: T500 Tampax Tampons Vend Pack 500 CT

As a result of significant increases in raw materials, manufacturing costs, and increased regulatory requirements effective with orders placed on or after 2/1/2020 HOSPECO will be raising the price of the T500 as attached. Contract pricing will be similarly affected.

Also as announced by President Trump on December 13, 2019, the U.S. and China have reached a PHASE ONE trade agreement. As part of that agreement those items on List 4a that incurred a 15% tariff effective 9/1/19 has had the tariff reduced to 7.5%. As we get more definitive information as to our actual cost impact and the effective dates of these changes we will advise of any price changes. This is a very encouraging development.

We value your business and appreciate your support in 2019. We will work hard to earn your business every day in 2020.

Wishing Everyone a Healthy, Safe, Joyous, and Prosperous New Year.

Bill Hemann



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May 24, 2019

To: Our Valued Distributor Partners
From: Bill Hemann, VP-Sales and Marketing

Subject: Price Changes – China Sec 301 Tariffs – 3rd Tranche 25% duty rate

On May 9, 2019 the Office of the United States Trade Representative (USTR) published the Federal Register notice formally announcing the increase in tariff amounts for the third round of Section 301 for products manufactured in China from the 10% tariff to 25% effective with any items received into the country after June 1 provided they left China before May 10th.

We previously communicated in October 2018 these same items when they originally received the 10% tariff. The HTS codes and the corresponding HOSPECO Products that are affected are list below:

As we did with the first 10% tariff we have worked diligently to mitigate the additional 15% increase where we could by negotiating more favorable pricing or changed sourcing to countries other than China where we are able. You will be advised of the specific price changes separately and these changes will be effective with orders placed on or after July 1, 2019. HOSPECO's price impact has varying percentages per category with the majority in the 6-10% range. All contract pricing will be similarly affected as of 7/1/19. There will be no buy-ins allowed since there wasn't sufficient notice on these tariff changes to allow for any inventory buildup.

This represents what we know now based on the Harmonized Tariff Codes listed on the 3rd tranche that are manufactured in China. What we do not know for sure are those other HOSPECO products that are manufactured from component parts that may also be subject to these tariffs and incorporated into future cost increases that will additionally affect pricing going forward. Further changes could occur as they become known to us.

As has been widely reported, the President has recommended a 25% tariff to the remaining \$300 plus billion dollars of items imported from China. There are additional HOSPECO items that will be affected should this be finalized. We will advise when and if this happens. We have until June 17th to formally comment to the U.S. Trade Representative on those items on the 4th tranche that we feel should be excluded from that list. Once the 4th tranche list is finalized, we will report to you the related price increases. Please know that we cannot give normal price increase lead times due to the nature of these increases.

HOSPECO is making every attempt internally to identify alternate sources of product where applicable and to create operational efficiencies to mitigate further increases and continue to drive value in all of our categories.

We appreciate your support in these uncertain times and will adjust pricing accordingly as circumstances change in the future. Although we are all in uncharted waters, I am optimistic that our economy will continue to grow and withstand any of the headwinds created by these challenges.

If you have any questions, please contact your HOSPECO representative or myself. Thank you for your understanding and continued support. **HOSPECO items that are affected are attached.**



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October 4, 2019

To: Our Valued HOSPECO Distributors
From: Bill Hemann, VP-Sales and Marketing

Subject: Price Changes – China Sec 301 Tariffs – Tranche 4A 15% duty rate

As you probably are aware, on August 30, 2019 the Office of the United States Trade Representative (USTR) published the final determination for Section 301 Tariffs on Tranche 4 commodities. By specific direction of the President, List 4 commodities require additional duties of 15%. The final Tranche 4 list has been divided into 2 parts – 4A and 4B and can be found in the Federal Register.

Those commodities listed on the 4A list were subject to the additional 15% tariff as of 9/1/19 and the commodities listed on the 4B list are subject to the 15% tariff on 12/15/19.

For the record, none of these Tranche 4 products have been previously impacted by any prior tariffs, having said that President Trump announced that all items that previously carried the 25% tariff will increase another 5% to 30% effective 10/15/19.

Attached are the price changes only on the items affected by the 4A list. The price changes are effective with orders placed on or after 11/4/19. No buy-ins will be allowed. All contract pricing will be similarly increased as of that date.

Although we know the items that will be effected on the 4B list effective 12/15/19, we are not increasing those prices at this time.

HOSPECO is making every attempt internally to identify alternate sources of product where applicable and to create operational efficiencies to mitigate further increases and continue to drive value in all of our categories.

We appreciate your support in these uncertain times and will adjust pricing accordingly as circumstances change in the future.

If you have any questions, please contact your HOSPECO representative or myself. Thank you for your understanding and continued support.



Georgia-Pacific Consumer Products LP

133 Peachtree Street, NE
Atlanta, GA 30303
www.gppro.com

February 15, 2019

Dear Valued Customer:

Georgia-Pacific Professional is increasing prices up to 8% on towel, tissue, napkin, wiper, air care, and skincare products and dispensers, with select items increasing more.

New into-stock prices will be effective April 1, 2019. Orders placed by March 31, 2019 calling for immediate shipment by April 15, 2019 will be invoiced at the current into-stock prices. All orders placed on or after April 1, 2019 will be invoiced at the new into-stock prices. March orders placed above your normal monthly average will be invoiced at the new into-stock prices.

New into-stock price lists will be visible in GPXpress on February 15, 2019. For those customers receiving into-stock price lists by mail, they will be sent the week of February 18, 2019.

All eligible end-user price agreement prices will increase effective April 1, 2019, or upon price expiration date.

Eligible end user-price agreement prices will be visible in GPXpress on February 15, 2019. For those customers receiving price agreement price lists by mail, they will be sent the week of February 18, 2019.

Your Georgia-Pacific Professional sales representative is available to answer any questions you may have. Thank you for your support of Georgia-Pacific Professional products.

Thank you for your business. We look forward to helping you achieve your goals and objectives this year and in the future.

A handwritten signature in black ink, appearing to read 'Ryan Elwart', with a long horizontal stroke extending to the right.

Ryan Elwart
Senior Vice President Global Sales

Stay Well,

Michael Boyle
Business Insights & Pricing Strategy, Director



3303 Spirit Way
Green Bay, WI 54304

800-558-5066
f 920-983-9291

www.npscorp.com

February 25, 2019

Re: APRIL 1 PRICE INCREASE

To Our Valued Customers:

Due to continued cost increases in Raw Material, Packaging, and Freight, NPS will be implementing an April 1, 2019 price increase up to 8% on all towel, tissue, napkin, wiper products and dispensers to include stock and contract pricing at the end of the term date. Note that certain products that bring a higher level of complexity to run may necessitate still higher increases.

To assist with this transition, current prices will apply to all orders received through the close of business on Friday, March 29, 2019 and calling for immediate shipment no later than April 5, 2019. All orders received on or after March 30, 2019 will be invoiced at the new prices. Orders placed at pre-increase prices will be limited to a one-month supply based upon the previous 12 months average purchases.

For your convenience, new pricing will be sent to you shortly. Please contact your Sales Representative should you have any questions or need additional information.

We sincerely appreciate your ongoing support of NPS Towel & Tissue products. We remain dedicated to you as a valued partner and will work toward furthering our mutual business.

Sincerely,

A handwritten signature in cursive script that reads "Joseph R. Burke".

Joseph R Burke
Senior Vice President of Sales and Marketing
NPS Corporation