



July 17, 2026

To Our Valued Customers:

As you may know, domestic manufacturers of SBS (solid bleached sulfate) paperboard raised prices \$60/ton in June and recently announced a second increase of the same amount for early August. Additionally, all other bill-of-material costs have continued to rise at an alarming rate over the last couple of months along with direct and indirect overhead and SGA costs. Despite our best efforts to cut, contain or otherwise mitigate the rising tide of cost increases and/or increase productivity, we have, unfortunately, met with little success to date and must, therefore, look to raise revenues as the only viable alternative. Consequently, we are today announcing an across-the-board increase on our entire line of tabletop disposables effective with orders calling for pick-up or delivery beginning Monday, August 24, 2026.

White Uncoated Paper Plates.....	7 1/2%
White Coated Paper Plates.....	7 1/2%
Printed Paper Plates, Cups & Bowls.....	7 1/2%

We will continue to accept orders for your normal requirements at current price levels through Friday, July 31, 2026 provided, however, they must call for pick-up or delivery prior to August 24, 2026. Orders placed after July 31, 2026 and/or calling for pick-up or delivery on or after August 24, 2026 will be invoiced at new price levels or cancelled at your option.

Your AJM Sales representative will be contacting you shortly to discuss this increase in detail and confirm your new pricing. In the meantime, however, this letter will serve as official notification of the subject price increases notwithstanding subsequent confirmation on AJM letterhead and fulfillment of customer specific prerequisites. As always, we appreciate your business and, more importantly, we appreciate your trust and confidence in these extraordinarily challenging times.

Sincerely,

AJM PACKAGING CORPORATION