



Containerboard Core Offer

CONTAINERBOARD SALES POLICY – NORTH AMERICA



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This Containerboard Core Offer document provides our customers with important information on various topics relating to the purchase of Containerboard roll products from Billerud North America. Additional information can be found in the Terms and Conditions of Sale, Resolution Handbook and Freight Policy, which are located on Billerud's website at [Customer resources \(billerud.com\)](http://billerud.com).

ABOUT BILLERUD

Billerud provides paper and packaging materials that challenge conventional packaging for a sustainable future. We are a global leader in superior paper and packaging materials made from virgin fibers, and we're passionately committed to sustainability, quality and customer value. We serve customers in more than 100 countries with nine facilities in Sweden, USA and Finland and around 6,000 employees in over 13 countries. Billerud is listed on the Nasdaq Stockholm.

In the United States, Billerud operates out of a regional head office in Miamisburg, Ohio, two mills in Michigan's Upper Peninsula and numerous distribution centers. We are a leading supplier of high-quality graphic and label papers, packaging materials, and market pulp. At Billerud, we build brands and business results for our customers.

Product Portfolio

Billerud provides, Tribute®, a white kraft liner for containerboard, from our Michigan based mills for the North American market.

Billerud's Tribute family of packaging papers combines excellent printability with clean, consistent converting for a high-quality brand impression. Tribute's beautiful white print surface shouts from the shelf to break through the noise. Made in America, backed by global expertise—we're a collaborator, not a competitor, in the corrugated market.

These products are offered in the following weights and specifications:

Tribute: Fully bleached coated one-side liner

Basis Weight	lbs/1000ft ²	24	28	31	33	36	38	41
	gsm	115	135	150	160	175	185	200
Brightness	%	87	87	87	87	87	87	87
Gloss	%	60	60	60	60	60	60	60
Caliper	mils	4.3	5.2	5.8	6.1	6.8	7.2	7.8
Moisture	%	7	7	7	7	7	7	7
SCT CD	Lbf/in	14	17	19	21	23	24	25
SCT CD	kN/m	2.5	3.0	3.3	3.7	4.0	4.3	4.5
Cobb (2 min)	g/m ² water	40	40	40	40	40	40	40

Tribute Base: Fully bleached lightly coated liner

Basis Weight	lbs/1000ft ²	24	28	31	33	36	38	41
	gsm	115	135	150	160	175	185	200
Brightness	%	85	85	85	85	85	85	85
Moisture	%	6	6	6	6	6	6	6
SCT CD	Lbf/in	15	17	19	21	24	26	27
SCT CD	kN/m	2.7	3.0	3.4	3.7	4.2	4.5	4.8
Cobb (2 min)	g/m ² water	40	40	40	40	40	40	40

FSC® C014984, SFI® and PEFC/29-31-92 chain-of-custody certifications are available; these requirements must be specified at the time of order placement and carry an upcharge. Please contact your sales representative for further details.

Order Placement

Orders can be placed using various methods including EDI, email or by calling your Billerud Customer Service Representative at 800-258-8852.

Definitions

Manufacturing Orders

Standard Grades

A grade, basis weight and roll size dimensions that is routinely manufactured by Billerud but not inventoried.

Non-Standard Grades

A grade, basis weight and roll size dimensions that is not routinely manufactured or inventoried by Billerud.

Stocking Products

Stocking Items

Stocking items are specific to customer program requirements, subject to approval.

Manufacturing Order Availability Quotes

All quotes for availability of standard making roll products will be quoted subject to availability unless otherwise stated.

Order Acceptance

Orders are subject to acceptance by Billerud. Billerud will issue an order acknowledgment confirming its acceptance of an order and setting forth the product specifications and delivery method for the order. Customers are responsible for reviewing Billerud's order acknowledgment for accuracy and must notify Billerud immediately of any requested changes to the information in any acknowledgment.

Order Change and Cancellation

Roll Manufacturing

Billerud will provide a Last Date of Change (LDC) for a roll manufacturing order at the time that we issue an order acknowledgment. Customers may change or cancel a manufacturing order on or before the LDC, but may not do so after the LDC. Order modifications are intended for volume and size, approval is required to change the basis weight and finish.

On-Time Delivery

Billerud will make every effort to deliver an order on time. Billerud will not assume responsibility for extra costs, including press or converting line downtime, incurred as a result of late delivery.

Invoicing and Payment

Billerud's invoices are generated at the time of shipment and will be delivered via email. Customers may pay Billerud's invoices by certified check, company check, EFT wire or ACH wire.

Billerud shall deliver the Products FCA (Incoterms 2020) to the location(s) set forth in the Transaction Documents. The buyer will pay each invoice within 30 days after the date of the invoice; no price discount is given for early payment. A service charge equal to the lesser of 1.5% per month (18% per year) or the highest permissible rate under applicable law shall be assessed on any invoiced amount that is not paid when due.

Billing Weight

All Containerboard rolls are invoiced at their actual gross weight. Area billing is available.

Trial Orders

Billerud understands there are times a customer may want to see a demonstration of a particular product before placing an order. Samples of most products are available through our Trial Service. Submit trial requirements to your Billerud Sales Representative for approval. Approved trial orders will be subject to the trial roll price. A minimum of 100 printed and converted samples, along with documentation stating association with the trial product, are requested to be sent to Billerud's Sample Center. The printed samples are reviewed by Billerud for use as a print sample. Trial credit is issued upon completion of all of the steps outlined above.

Minimum Order Quantities for Containerboard

Minimum manufacturing orders	Truckload (increments unless shipping by rail)
Trial orders	One roll

Standard Making Roll Size Parameters:

Parameter	Units	Tribute
		24-41 lb.
Minimum width	Inches	23 1/2"
Maximum width	Inches	112"
Maximum weight	lbs.	10,000
Diameter	Inches	50"
Core	Inches	4"
Wind direction	Standard is print side in	

Minimum roll width capability depends on the machine of manufacture and subject to change.

Smaller widths are subject to approval.

Roll widths must be ordered in increments of 1/16".

Roll Packaging

Outer wrapper: 23 lb./1000 ft² kraftliner 3.3 lb./1000 ft poly between

Headers:

- Inside top – Newflute 47" OD x .67" thickness
- Inside bottom – 47" Polycoated Newark paper
- Outsides – Roll poly 48" OD x .17" thickness

Core:

- 4" diameter
- Inner dimension – 4.025"
- Outer dimension – 5.345"
- Core plugs not used

Roll Labels

- The roll identification is done by labels and stenciling
- Stenciling is automatically applied on the end of the roll
- Roll ID and order are on the label along with other information
- Rolls will have two labels applied on the sides

Q15E06191B			
Tribute® Base			41.0 200 GSM
92.000 92 (2337 MM)	5877 LB 2666 KG	50.200 (1275 MM)	0003205536-10
0000396962	5861 2659 KG	18356 5595 M	VP Q 1 5 E 06 19 1 02
110	GOOD	6395707	
	6		VP Q 1 5 E 06 19 1 02

Current Quinnesec Label

Please note the basis weight for Tribute® and Tribute® Base products is measured in MSF

Tolerances

Over-and-Under Run Order Tolerances

paper quantity (rolls)

tolerance*

5,000 – 9,999 lbs.	+/- 10%
10,000 – 43,999 lbs.	+/- 5%
44,000 – 249,000 lbs.	+/- 3%
250,000 – 749,999 lbs.	+/- 2%
> 749,999 lbs.	+/- 1%

*Consult with Billerud Customer Service for permissible over/under run variation for externally converted orders.

If an order requests a quantity that is “not less than” or “not more than” a specified quantity, then the above tolerances are doubled to the nearest roll.

Manufacturing Tolerances

Basis Weight Tolerance

Billerud guarantees the basis weight to be +/- 3% of target, based on a parent reel. Other limits may be agreed to with specific customers for specific products with prior approval on a case-by-case basis.

Roll Diameter Tolerances

tolerance

Maximum roll diameter	ordered diameter +0"
Minimum roll diameter	ordered diameter -2"

Roll Splice Parameters

Maximum splices per roll	3
Splices from core	4" minimum
Splices from outside edge	1"
Adjacent	1"

Freight Policy

Delivered price inclusive of freight method and geography. Please contact your sales representative for further details.

Standard Freight Practices

- Due to roll widths, Billerud's standard offer of containerboard is delivery via rail.
- Orders up to 98" wide can be delivered via truck for trial and business development requirements. Rolls greater than 98" can be delivered via truck for limited and approved customer trials.
- Subject to upcharge for >98" delivery via truck.
- Subject to charges for less-than-truckload (<39,000 lbs.)

Process or Rewind Order Upcharge

A custom size (width or core) and quick-turn upcharge of \$110/ton (\$5.50/cwt) will be added to orders that require an item with delivery requirements earlier than machine ready date.

Less than Truckload Order Quantity

Any orders for rolls less than a full truckload (39,000 lbs.).

Roll Width Policy

Billerud offers a variety of standard size and narrow width rolls. Narrow width rolls require additional converting, packaging and handling processes.

- Narrow width rolls are generally available via standard quote process and subject to approval.
- Narrow width roll upcharges are necessary due to trim, excess roll handling, and processing required to produce the respective roll sizes.
- Upcharge amounts will be provided per policy. Any associated upcharges will be applied at the time of order entry.

Narrow Roll Policy

Narrow rolls are defined as those with widths below standard making minimums, with a minimum width of 23.5". Narrow rolls will require an upcharge of \$100/ton (\$5.00/cwt).

Roll Diameter Upcharge

Any diameter larger or smaller than 50" OD target is subject to approval and upcharge.

Cradle Upcharge

Truckload shipping

- Rolls 98" or below will be shipped in standing position. Rolls 98" or greater will be shipped in laying position and secured with chocks. Rolls can be shipped via cradles upon request.
- Any roll over 80" cannot ship via Inter-modal.

Additional Sales Policies

Rolls on Pallets

Packing rolls on pallets is a non-standard configuration and is subject to approval and upcharge. Please contact your sales representative.

Additional Information

This Sales Policy is incorporated by reference into and supplement to the Terms and Conditions of Sale. Billerud may change this Sales Policy at any time without notice.



billerud.com