



September 27, 2017

RE: Industrial Channel Price Adjustment

To Our Valued Customers,

Recent catastrophic events have had devastating effects on many in Texas, Florida, Mexico, and other areas of the US, including Puerto Rico. Our hearts go out to all those who have been affected by these historic storms and tragic earthquakes and they will remain in our thoughts for a speedy recovery and return to normalcy.

These events have also had a significant effect on the US petrochemical industry. At IPG, we have been working diligently to secure raw materials and the transportation lanes to ensure security of supply to you. While supply is secure at this time and we continue to produce packaging products, the costs of certain key raw materials have escalated past a point of absorption.

- Propylene and polypropylene used in carton sealing tape, water-activated tape, and some adhesives are up almost 25%
- Adhesives used in tape manufacturing are experiencing increases from 6% to 10%
- Pulp and paper costs, while not directly affected by either hurricane, have increased 10% since January
- Freight has also been negatively affected by these events with spot rates for truckload moves increasing as much as 10%

Due to these circumstances, IPG will be implementing the following price increases:

Product	% Increase
Hot Melt Carton Sealing Tape	9%
US-produced Acrylic and Natural Rubber Carton Sealing Tapes	7%
Water-Activated Tape	7%
Sheathing Tape	7%

This increase will go into effect November 1, 2017, on all into-stock and end-user deviated contract pricing. All orders must be received by 5:00pm EST on October 31, 2017, and will be measured against customer historic demand for the past 12 months and could be limited to a 30-day average within the same review period. Updated price lists will be available on our B2B site at 5:00pm EST on October 1, 2017.

Thank you for your understanding and cooperation during this difficult time. We appreciate your business and loyalty.

Sincerely,

Shawn Nelson
SVP Sales & Marketing
Intertape Polymer Group





October 9, 2017

To Our Valued Customers,

Pursuant to our recent price increase announcement regarding Carton Sealing Tapes, the recent hurricane activity in the southeast continues to further impact raw materials being supplied from the region*. Some of the raw materials experiencing these increases include:

- Polyethylene
- Polypropylene
- Acrylic Adhesives
- Styrene (Latex)
- Paper & Pulp
- Aluminum Ingot

The situation is applying additional pressure on many of the raw materials used in the production of our industrial tape offering. IPG continues to monitor this situation and, as a result, we are making additional pricing changes in response to these events.

Effective November 6, 2017, IPG will be adjusting its prices on the following range of Industrial Tapes:

INDUSTRIAL TAPES	% OF INCREASE
Cloth Tapes	7%
Masking and Flatback Tapes	6%
Foil Tapes	7%
Filament and MOPP Strapping Tapes	6%
PFR Tapes	6%

This adjustment will affect all into stock and end user deviated contract pricing. All orders must be received by 5:00pm EST on November 5, 2017. Orders will be measured against customer historic demand for the past 12 months and could be limited to a 30-day average within the same review period. Updated price lists will be available on our B2B site at 5:00pm EST on October 13, 2017.

Thank you for your understanding and cooperation during this difficult time. We appreciate your business and loyalty.

Sincerely,

Shawn Nelson
SVP Sales & Marketing
Intertape Polymer Group

* Source Data Independent Commodity Organizations: CMAI, ICIS, CDI, OCC, PPW &, RISI.