



To: Valued Glatfelter Carbonless Sheets customers
From: Melissa Klug, Director of Marketing, Printing & Carbonless Papers Division
Re: New packaging for Excel® Heavyweight Carbonless and Xcelerator® PLUS Digital Carbonless products
Date: January 27, 2009

Glatfelter has a deep commitment to environmental responsibility, as evidenced by our triple chain of custody certifications under the three major forestry standards; by being the first and only carbonless manufacturer to have a product line fully FSC® certified (our Xcelerator® PLUS Digital Carbonless product); and through our NatureSolv™ environmentally responsible carbonless capsule system. These are just a small number of the ways Glatfelter strives to be kind to the world around us, while also manufacturing the best carbonless product on the market.

Our commitment to being stewards of our environment continues with our introduction of new carbonless sheet product packaging, featured below, for our Excel® Heavyweight Carbonless and Xcelerator® PLUS Digital Carbonless products. The packaging design provides a distinctive, fresh new look and features our NatureSolv™ logo so printers know they are receiving the pinnacle of responsible carbonless technology. Additionally, it features a dramatic reduction in percentage of ink coverage versus our prior packaging, allowing us to continue to minimize our impact on the environment in meaningful ways.

Although the product packaging is new, the carbonless products they contain are the same outstanding, high-quality papers you have come to rely upon to provide your printing customers. Nothing about these products or their manufacture has changed—only the packaging.

We are working through our remaining inventory of the blue carton packaging in our warehouse. There will be a time period in which you will receive two different types of packaging, depending on the amount of inventory we have on hand. We apologize in advance for any inconvenience this may cause. Please understand that we are unable to accept any inventory returns based solely on the packaging design changes.

For additional product photographs, including a detailed look at the carton and ream labels, and the ream wrap, or any other question regarding this memo, please contact me at melissa.klug@glatfelter.com, or 740.649.3005. For any other questions, please contact your Glatfelter Territory Manager. As always, we sincerely thank you for your continued loyalty to Glatfelter products, and look forward to a great 2009!

Product photographs included on following page



Packaging design features include:

- Distinct color palettes for each grade
- NatureSolv™ branding on ream wrap and cartons
- FSC chain of custody information prominently featured on Xcelerator® PLUS Digital Carbonless

