



2018

John Snyder, CEO

What is PAGE?

- PAGE is a Purchasing COOPERATIVE for privately owned newspapers and newspaper groups
- Members must be a daily or non-daily general interest newspaper or be part of a group with a daily or non-daily general interest newspaper

Stated Values of PAGE Cooperative

- PAGE Cooperative is committed to focused & effective communications at all levels with a strong focus on our members. We strive for trustworthiness, efficiency and innovation in our industry.
- Each member-owner shares equally in the ownership and control of the PAGE Cooperative.
- All members – regardless of size – are treated equally and receive the same pricing from the same supplier.

Newsprint

- Since 2006 PAGE has partnered with Cox Newsprint Supply to Purchase Newsprint.
- From that point thru April of 2018 PAGE used a blended price with differences only for Eastern and Western regional pricing.
- Current marketplace has changed that concept with significant differences per suppliers affected by CVD's and ADD's

Newsprint 2

Additional Cost of Tariffs based on April pricing with an average \$95/Freight

Canadian Supplier	CVD Rate	ADD Rate	Total %	MT \$	CVD +	ADD +	Total +
Catalyst	6.09%	22.16%	28.25%	770.00	41.11	149.58	190.69
Kruger	9.93%	22.16%	32.09%	709.03	60.97	136.07	197.04
Resolute FP	4.42%	0.00%	4.42%	688.03	26.21	0.00	26.21
White Birch	0.65%	0.00%	0.65%	691.03	3.87	0.00	3.87
Tembec	6.53%	22.16%	28.69%	731.03	41.53	140.94	182.48
Alberta	6.53%	22.16%	28.69%	721.03	40.88	138.73	179.61

Newsprint 3

Price Increase Announcements for Q4-2017, Q1-2018, Q2-2018														
Supplier	Region	Newsprint	Newsprint	Newsprint	Newsprint	Newsprint	Newsprint	Newsprint	Newsprint	Newsprint	Totals	HiBrites		
		45.0 gsm	45.0 gsm	45.0 gsm	45.0 gsm	45.0 gsm	45.0 gsm	45.0 gsm	45.0 gsm	45.0 gsm				
		October	November	December	January	February	March	April	May	June				
Alberta	East	\$32		\$16	\$16		\$22	\$55	\$55		\$196			
Kruger	East	\$32		\$16	\$16		\$30	\$35	\$35	\$40	\$204			
Resolute ^	East	\$32		\$16	\$16		\$22	\$22	\$22	\$22	\$152	\$20/ST	\$20/ST**	
Tembec	East	\$32		\$16	\$16		\$22	\$65	\$65		\$216			
White Birch^	East	\$32		\$16	\$16		\$22	\$25	\$19	\$22	\$152	\$25/ST	\$15/ST	
Alberta	West	\$32		\$16	\$16		\$22	\$55	\$55		\$196			
Catalyst	West	\$32		\$16	\$16	\$32		\$115			\$211	\$115/ST HB 65 and HB 70		
Catalyst Increases are for Q3/26												\$130/ST HB 80		
NORPAC **	West	\$32		\$16	\$16		\$21	\$22	\$22	\$22	\$151		\$40/ST	
Resolute^	West	\$32		\$16	\$16		\$22	\$22	\$22	\$22	\$152			
All other basis weights will increase according to past formulas. Hibrite increases include all brightness levels.														

All other basis weights will increase according to past formulas.

HiBrite increases include all brightness levels.

^ June Increase is for June 15.

** Noted June Increase is actually July 1.

Summary for 80 brite 35# Short Tonne Pricing

Increase		
July	2017	
August	2017	
September	2017	
October	2017	35.00
November	2017	
December	2017	
January	2018	
February	2018	35.00
March	2018	25.00
April	2018	25.00
May	2018	15.00
June	2018	
Increase thru May		135.00

Newsprint 4

- There are two major problems that are running concurrently: Tariffs and Market Tightness
 - CVD's and ADD's
 - Final Hearing in July
 - Final Decision in August/September
 - Regional Tightness
 - Too much capacity shut down
 - Production Issues
 - Trucking Shortages and Costs
 - Some help may be on the Way

Newsprint 5

- NNA Website
(<https://www.stopnewsprinttariffs.org>)
- Print Act 2018
 - Encourage your local and state officials to support

Your Questions & Comments



www.pagecooperative.com