



Washington Movers Conference

James R. Tutton, Jr.
Executive Director

P.O. Box 98767
Lakewood, WA 98496
Tel: (253) 328-5641
Cell: (206) 499-9216
e-mail: jim@wmc-movers.com

January 7, 2021

Mr. Mark Johnson
Executive Director/Secretary
Utilities & Transportation Commission
P.O. Box 47250
Olympia, WA 98504-7250

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RECORDS MANAGEMENT
JAN 12 2021
STATE OF WASH.
UTIL. & TRANSP. COMMISSION

Dear Mr. Johnson,

The Washington Movers Conference (WMC) is pleased to request a simple rate change to UTC HHG Tariff No. 15-C, ITEMS 195, 196 and 225.

An extremely strong demand for corrugated boxes and packaging due to the pandemic and increased use of these products by e-commerce has driven up the cost of corrugated nationwide. This in-turn impacts Moving Industry Suppliers of boxes, cartons, and packaging who are now forced to raise their prices for cartons, boxes, dish packs, etc. by 9-percent. See attached notices.

Regulated intrastate moving carriers, tied to the UTC HHG Minimum – Maximum Rate Tariff No. 15-C for services provided, need appropriate rate relief to maintain industry standard operational profit ratios.

I am, as always, available for comment and discussion. Quick action would be appreciated.

Thank you for your consideration.

Sincerely,

James R. Tutton, Jr.
Executive Director

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**PIONEER
PACKAGING**

Seattle • Portland

November 24, 2020

To our Valued Customers,

Extremely strong demand for corrugated boxes and packaging, driven by exponential growth of the direct to consumer (DTC) distribution model over the last several years, has driven up the cost of corrugated nationwide. Linerboard paper manufacturers are barely keeping up with demand. These forces have led to an increase of \$50/ton in the published average cost of 42lb linerboard and corrugated medium. This has resulted in all manufacturers announcing price increases of 9-12% for corrugated boxes and sheets effective in December 2020.

For all regular stock items, both generic and custom prints, Pioneer Packaging will raise our sell pricing 9% on corrugated cartons and 11% on corrugated sheets and fanfold. These increases will be effective with orders placed on or after January 4, 2021. For non-stock make and ship orders, the cutoff to place orders at current pricing is Friday, December 18, 2020.

We understand the pressure cost increases put on all businesses. We value your business and trust in us. Your Pioneer Sales Representative will be in touch to discuss additional increase details and ways to potentially mitigate part of the increase through packaging redesign and packaging machinery automation.

Best Regards,

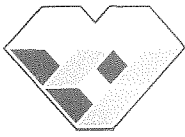
PIONEER PACKAGING

Mike Steele, President

Cell: 206/225-9944

Email: msteele@pioneernw.com

Seattle: (253) 872-9693 • (800) 248-3269 • Fax: (252) 872-0803
Portland: (503) 885-2565 • Fax: (205) 692-8469



**Victory
Packaging**
A WestRock Company

3555 Timmons Ln, Ste 1400
Houston, TX 77027

Office: 713.961.3299
victorypackaging.com

December 1, 2020

Dear Valued Customer,

On Friday, November 20th, the Pulp and Paper publication confirmed the \$50 per ton linerboard increase that had previously been announced by all major corrugated manufacturers. Key reasons behind the increase are the ongoing pandemic that has caused box shipments for e-commerce to increase significantly relative to capacity constraints, declining inventories and ever-increasing transportation and labor costs. Due to this commodity market movement, Victory Packaging will be raising corrugated prices 9% for all purchases after January 1st, 2021. All customer contracts with specific price movement language will be honored. While we understand that increases are painful, we cannot ignore material costs when commodity prices fluctuate.

Victory Packaging remains committed to working with you to reduce your total costs of buying and using packaging. We truly appreciate our partnership. Your sales representative will answer any questions regarding this increase and trends in the paper market. Please do not hesitate to call your local Victory Packaging representative with any questions.

Sincerely,

Umar Abbas
Executive Vice President
Victory Packaging

"Since 1913"

WASHINGTON MOVERS CONFERENCE

P.O. Box 98767 Lakewood, WA 98496

TACOMA WA 983
OLYMPIA WA
7 JAN 2021 PM 2 L



FOREVER / USA

MR. MARK JOHNSON
EXECUTIVE DIRECTOR / SECRETARY
UTILITIES AND TRANSPORTATION COMMISSION
P.O. BOX 47250
OLYMPIA, WA 98504-7250

98504-7250

