



April 22, 2011

TO: Our Valued Customers

SUBJECT: Energy/Fuel Surcharge on Delivered Price Orders

With the exception of 2009, diesel fuel prices have continually escalated since a 10 year historical low in 2003 (*attached*). Over that time, freight providers have repeatedly increased their total invoice charges due to the rising costs of fuel. Factoring in the continued outlook on fuel prices, Berry Plastics is no longer able to absorb these cost increases and must implement a fuel surcharge program across our Core Products business.

**Effective with shipments on or after May 1<sup>st</sup>, 2011, Berry Plastics will apply a fuel surcharge to all delivered price orders.**

The surcharge amount will be applied as a percentage of the order invoice amount by mileage according to the table below. Berry Plastics will evaluate fuel trends monthly using the weekly National Average Diesel price as reported by the U.S. Department of Agriculture available at <http://tonto.eia.doe.gov/oog/info/wohdp/diesel.asp> and communicate changes when necessary.

Fuel Surcharge	
% of Invoice	Mileage
1.0%	500 Miles & Under
2.0%	501-1,500 Miles
3.0%	Over 1,500 Miles

Your Berry Plastics sales professional is available to discuss any questions, concerns and details regarding this new policy. We appreciate your support and look forward to continued business.

Sincerely,

Tom Radle  
VP Product Management  
Berry Plastics

## Diesel Fuel Price History

