



SALES POLICY

This Sales Policy provides our customers with important information on various topics relating to purchases of products from Verso Paper Corp. Additional information may be found in the Terms and Conditions of Sale and the Resolution Handbook, both of which are located on Verso's web site (www.versopaper.com).

Order Placement

Customers can place orders with Verso 24 hours a day, seven days a week, through Verso's web site (www.versopaper.com) and by EDI/XML, email, fax (888-293-0958) and mail. Customers also can place orders with Verso by calling their Account Executive (800-258-8852) Monday through Friday (excluding public holidays) between 8:30 a.m. and 5:30 p.m. (Eastern Time).

Minimum Orders

Minimum order quantities are:

<u>Paper Grade</u>	<u>Manufacturing</u>	<u>Stock</u>
Coated Freesheet	5,000 pounds	One Package*
Coated Groundwood	10,000 pounds	N/A
Supercalendered	10,000 pounds	N/A

* Depending on roll size, a package may contain more than one roll.

Order Acceptance

Orders are subject to acceptance by Verso. Verso will issue an acknowledgement confirming its acceptance of an order and setting forth the product specifications and delivery information for the order. Customers are responsible for reviewing Verso's acknowledgements for accuracy and must notify Verso immediately of any requested changes to the information in any acknowledgement.

Order Change and Cancellation

Manufacturing Orders

Verso will provide a Last Date to Change (LDC) for a manufacturing order at the time that we issue an order acknowledgment. Customers may change or cancel a manufacturing order on or before the LDC, but may not do so after the LDC.

Quick-Turn and Stock Orders

Customers may not change or cancel a quick-turn or stock order after Verso issues an order acknowledgment.

Over- and Under-Run Order Tolerances

<u>Quantity</u>	<u>Tolerance</u>
5,000 – 9,999 pounds	+/- 10%
10,000 – 43,999 pounds	+/- 5%
44,000 – 249,999 pounds	+/- 3%
250,000 – 749,999 pounds	+/- 2%
750,000 pounds and over	+/- 1%

If an order requests a quantity that is “Not Less Than” or “Not More Than” a specified quantity, then the above tolerances are doubled to the nearest roll.

Billing Weight

All paper grades are invoiced at their actual gross weight.

Invoicing and Payment

Verso's invoices are generated at the time of shipment and will be delivered through Verso's web site (www.versopaper.com), automated fax, EDI/XML, email or mail. Customers may pay Verso's invoices by certified check, electronic draft, electronic funds transfer, company check, wire transfer or letter of credit.

Transit Damage

Verso provides the Easy Claim service to address cases in which its products are damaged during transit to customers' facilities. Information concerning the Easy Claim service may be found in the Resolution Handbook located on Verso's web site (www.versopaper.com).

Product Returns

Defective Products

The return of defective Verso products – whether they be manufacturing, quick-turn or stock items – is addressed in the Resolution Handbook located on Verso's web site (www.versopaper.com).

Non-Defective Products

Verso does not accept returns of non-defective manufacturing or quick-turn products. Verso will accept returns of non-defective stock items, provided that (1) the return is approved in advance by the customer's Inside Sales Representative at Verso and (2) not more than 30 days elapse between the product's original delivery and its return to Verso. All returned stock items will be subject to a \$15/cwt restocking and handling charge as well as freight charges for both delivery and return.

Additional Information

This Sales Policy, as well as the Resolution Handbook, are incorporated by reference into and supplement the Terms and Conditions of Sale.

Verso may change this Sales Policy at any time without notice.