

Proficient, Collaborative, Responsive:

A 35+ Year Logistics Partnership



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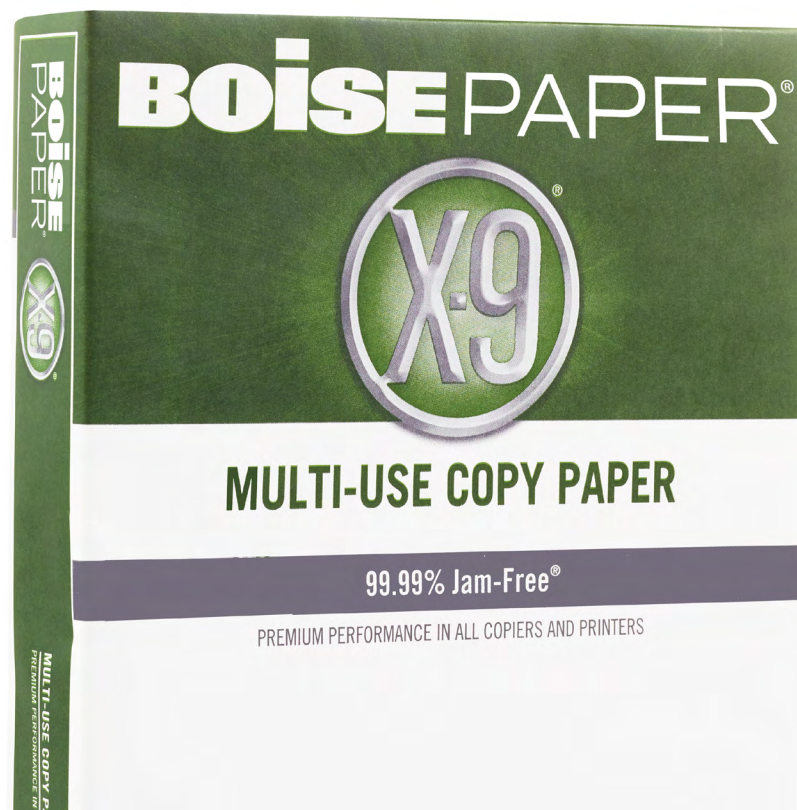
It's not every day you see a long-term logistics partnership. In fact, it's not uncommon for businesses to change 3PLs, even when they say they're happy. That's why the Boise Paper and WSI partnership has beaten the odds.

For more than three decades, WSI has helped Boise Paper solve core challenges. What began as a relationship used to help reduce freight costs and improve service levels has evolved into a deeply integrated operational alliance.



Over the years, WSI helped Boise Paper achieve:

- ✓ **2-3 day lead times**
Reduced from 30+ days
- ✓ **0%**
Damage to sensitive paper rolls
- ✓ **Scaled to handle a 180% surge in volume during Boise Paper's back-to-school peak**

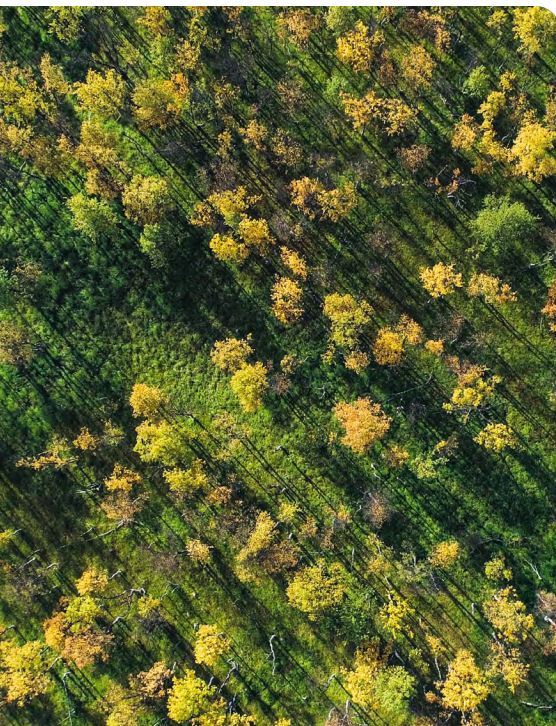


Boise Paper: Quality You Can Trust

Boise Paper is one of the most trusted names in the office products industry, manufacturing high quality paper in the United States for over 100 years. As a proud division of Packaging Corporation of America (PCA), Boise Paper combines the strength of a Fortune 500 parent with the legacy of dependable American manufacturing.

In operation for almost **115 years**, the International Falls, MN mill produces **500,000 tons** of office, printing, and converting papers annually with an emphasis on the highest level of customer service and operational excellence.

Boise Paper's commitment goes beyond product excellence. The company supports sustainable forestry, invests in American jobs, and works to strengthen communities through partnerships such as Reach Out and Read®. Boise Paper's promise reflects reliability, responsibility, and quality you can trust.



Adapting together through decades of change

A strong product doesn't guarantee success. It also takes operational excellence, reinvented over time. Throughout the years, the paper industry has faced everything from rising freight costs and long mill-to-customer lead times to stricter retail compliance and the challenge of scaling retail fulfillment during peak seasons like back to school. Each industry shift requires a new level of agility...for both Boise Paper and its logistics partners.

For more than 35 years, WSI has worked side by side with Boise Paper to evolve systems, processes and capabilities to ensure efficient distribution, specialized handling of sensitive roll paper, and flawless service to customers. The long-term partnership reflects a shared commitment: adapt as the industry changes, and deliver consistent, dependable performance year after year.

From mill to market: A partnership built on performance

Boise Paper and WSI connected more than 35 years ago when Boise Paper needed to reduce freight costs and improve service levels. At the time, paper shipments moved from the International Falls mill in Minnesota down to Chicago, only to be routed back up to Wisconsin. WSI's Appleton location provided a smarter way: shift inventory closer to Midwest customers, cut costs, and improve speed.

What began as a practical move quickly evolved into a trusted, long-term partnership. By transitioning from manual processes to fully integrated systems, Boise Paper and WSI streamlined operations, improved visibility, and raised service performance to meet the changing demands of retailers and production sites.

Glen Maryanski, Director of Supply Chain for Boise Paper, said, **"WSI is an extension of Boise Paper and, in a lot of cases, the last touch before it gets to our customer. Performance and service ultimately matter most to us, and WSI delivers on both."**



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Glen Maryanski
Director of Supply Chain
for Boise Paper

WSI as an extension of the Boise Paper team

WSI has grown alongside Boise Paper, ensuring that Boise Paper had the capabilities and processes to meet new compliance capabilities and handle operations in a changing industry. Today, WSI operates three Boise Paper facilities, Appleton, Allentown, and Dallas, which serve both production sites and B2B distribution.



The WSI team works to exceed expectations, especially when handling sensitive products with skill. Maryanski said, “WSI’s Appleton team’s ability to handle that unique roll product is just incredible. On my last visit, I didn’t see a single damaged roll. That speaks to their skill and experience.”

WSI has prioritized leading industry changes, and evolved capabilities to keep Boise Paper’s operations efficient and competitive. Technology and integrations with Boise Paper’s order management platform fully connected to WSI’s WMS for seamless order processing, which has eliminated the old manual workflows.

WSI stays nimble in responding to shifts in demand while delivering white-glove compliance support for retailer-specific requirements such as grocery pallets and specialized labels. They also plan proactively for seasonal peaks, ensuring Boise Paper can scale without disruption during high-volume periods.



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That speaks to their skill and experience.

Glen Maryanski
Director of Supply Chain
for Boise Paper



WSI: Delivering measurable results

WSI has consistently delivered on cost savings, efficiency improvements, and high service levels across the supply chain. “**Proficient, collaborative, responsive**; that’s how I’d describe WSI,” Maryanski said.

The adaptability and operational rigor have translated into clear wins for Boise Paper:

- ✓ **Lead times reduced** from 30+ days to as little as 2–3 days
- ✓ **Peak scaling capacity**, tripling monthly volume during July back-to-school rush without disruption
- ✓ **Zero visible roll damage** during site visits, thanks to experienced clamp truck operators
- ✓ **Consistent on-time delivery**, helping Boise Paper avoid costly retailer fines
- ✓ **Flexible capacity** to manage both expansions and contractions in demand



What’s up next for Boise Paper and WSI?

As Boise Paper continues to adapt to a changing industry, the partnership with WSI will remain central to its operational strategy. The focus ahead is on sustaining fast, damage-free service, strengthening compliance capabilities as customer requirements evolve, and maintaining the flexibility to scale through both peaks and contractions in demand.

For Boise Paper, it’s about more than paper. It’s about living up to a promise of Quality You Can Trust®.

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About WSI

WSI (Warehouse Specialists, LLC) is a leading 3PL provider delivering reliable fulfillment and supply chain solutions nationwide. With the perfect mix of people, processes, and technology, WSI empowers brands to make the most of their supply chain operations. We help retailers optimize their logistics spend, streamline their operations, and improve customer satisfaction via a collaborative partnership. We understand every business is unique. That's why we offer a wide range of customization options and value-added services to meet each partner's specific needs.

About Kase

Kase™, formerly known as ShippingTree and now a part of the WSI® family of brands, is a premier provider of direct-to-consumer, retail, and omnichannel order fulfillment services. Our proprietary fulfillment technology platform was developed specifically with the needs of ecommerce merchants and omnichannel retailers in mind, providing real-time order tracking, order routing, inventory control, and parcel rate selection. Kase goes **Beyond Fulfillment™** to deliver exceptional customer experiences, helping brands keep their promises with every order.