

INTERNATIONAL PAPER

Corporate Policy Guide

Title: Industry, Trade and Professional Associations	Number: 406
Effective: June 1, 2010	Supersedes: January 1, 2006

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1.0 Objective: To establish the Company's policy with respect to Industry, Trade and Professional Associations.

2.0 Scope: This policy applies to all International Paper Company locations and its subsidiaries.

3.0 Policy:

The Company supports membership in selected 501(c)(3), tax-exempt industry-related organizations whose objectives are: to improve the business climate and opportunities, the education and environment in the communities where the Company operates; to advance knowledge and research in disciplines related to the Company's operations; to increase the efficiency and effectiveness of the private sector of the economy. More specifically, organizations and associations which the Company supports are:

- Industry and trade organizations/associations with activities that are directly related to the Company's businesses or operations.
- Professional associations which increase knowledge and skill levels directly related to employee's functional duties at the Company.

Industry and Trade Association Membership Purpose:

- Increase knowledge of industry, industry practices and trends;
- Increase knowledge of competitors, practices and trends;
- Increase customer contact, improve customer relations;
- Increase knowledge, skills of employees (professional associations).

Designated Liaison:

In ongoing programs, at least one employee must monitor and work with the association/organization.

Cost-Benefit Analysis:

One or more of the association's/organization's initiatives or activities in the past two years must meet the Membership Purpose criteria outlined above.

Payment Review:

Payment approval from a business or staff budget must be granted only after ensuring compliance with this policy.

When a facility or division is sold or closed, connected memberships must be cancelled.

Payment Approval:

<u>Amount</u>	<u>Approving Authority</u>
Up to \$25,000	International Paper Senior Vice President or Executive Vice President
Up to \$500,000	International Paper Chairman and Chief Executive Officer
Above \$500,000	International Paper Board of Directors

Instructions for obtaining reimbursement of membership fees for the aforementioned associations/organizations are contained in Financial Policy Manual No. 20115, Travel and Entertainment.

4.0 Contact: Any questions or interpretations regarding this policy should be directed to the Senior Vice President, General Counsel and Secretary in Memphis, Tennessee.

5.0 Procedures: None

6.0 Other Company Guidance Documents: FPM No. 20115, Travel and Entertainment.

7.0 Revision History:

DATE	MODIFICATION
June 1, 2010	<ul style="list-style-type: none"> • Revised "Payment Approval" to conform with changes in FPM 40250
January 1, 2006	<ul style="list-style-type: none"> • Routine review • Reorganized into the following sections to conform to standard template: Objective, Scope, Policy, Contact, Procedures, Other Company Guidance Documents and Revision History
September 1, 1999	<ul style="list-style-type: none"> • The number of the policy has been changed from 8-A to 406 under the notational system.