



# NEWS RELEASE

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For Immediate Release

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## **Glatfelter successfully launches SAP software in Germany**

YORK, Pa.- August 21, 2002 – Glatfelter (NYSE: GLT), a global supplier of specialty papers and engineered products, announced today the successful implementation of SAP software at the company's operations in Gernsbach, Germany.

This is the second of a three-phase implementation of a new technology infrastructure throughout Glatfelter's global operations. The first phase was successfully launched at Glatfelter's operations in Spring Grove, Pa. and Neenah, Wis. in April.

Through a special project known as IMPACT, Glatfelter is teaming with SAP America, Inc. and Accenture to integrate SAP software into the company's worldwide operations. With this new e-business platform, Glatfelter is positioned to provide customers and employees with accurate, real-time information and to generate improved customer service and operating efficiencies

Glatfelter is using the mySAP™ Mill Products solution and focusing on three key business process areas: Finance, Procurement and Sales. The mySAP Mill Products is designed to manage diverse industry-specific processes. The implementation of SAP software is expected to improve customer satisfaction, increase operational efficiencies, and provide employees with real-time business information. Accenture has served as an advisor to Glatfelter during the company's transformation, which began in 2000.

“We've reached another important milestone with successful go-live in Germany,” said Gerhard Federer, IMPACT Project Manager. “Our team in Gernsbach should be congratulated for their hard work and commitment to launch this project successfully.”

Glatfelter's third phase of implementation of SAP is scheduled for the fourth quarter of 2002 at its facility in Scaer, France. When complete, Glatfelter employees will be able to access strategic business information and link functionality across the company's global operations.

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## ADD 1 – Glatfelter launches SAP in Germany

“We have continued to enjoy working closely with Glatfelter to help them achieve their vision of becoming the global supplier of choice in Specialty Papers and Engineered Products,” said Nigel Blower, partner, Accenture. “This success positions Glatfelter to operate effectively as a global company and respond quickly to new business opportunities. It has been the result of great teamwork in both Europe and the US.”

"The successful implementation of mySAP Mill Products at Glatfelter gave SAP invaluable insight into specialty paper production," said Reinhild Gefrerer, vice president, Mill Products, SAP AG. "The challenge of overlaying Glatfelter's specific business requirements on top of those inherent in mySAP Mill Products was met in a focused manner with regards to meeting implementation goals, timetable and budget. The improved supply chain management processes position Glatfelter well for future business success."

### About Glatfelter

Headquartered in York, Pennsylvania, Glatfelter is a leading producer of value-added specialty papers and engineered products found in tea bags, flooring and furniture laminates, book publishing and digital imaging papers, metallized labels, envelopes, postage stamps, and playing cards. In addition to its manufacturing facilities in the United States, Glatfelter also has operations in Germany, France and the Philippines.

### About Accenture

Accenture is the world's leading management consulting and technology services organization. Through its network of businesses approach – in which the company enhances its consulting and outsourcing expertise through alliances, affiliated companies and other capabilities – Accenture delivers innovations that help clients across all industries quickly realize their visions.

### About SAP

SAP is the world's leading provider of e-business software solutions. Through the mySAP.com<sup>®</sup> e-business platform, people in businesses around the globe are improving relationships with customers and partners, streamlining operations, and achieving significant efficiencies throughout their supply chains.

Any statements contained in this document that are not historical facts are forward-looking statements as defined in the U.S. Private Securities Litigation Reform Act of 1995. Words such as "believe," "estimate," "intend," "may," "will," "expect," "increase," and "project" and similar expressions as they relate to the Company, and statements made with regard to the implementation of SAP software are intended to identify such forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. The factors that could affect the Company's future financial results are discussed more fully in the Company's filings with the U.S. Securities and Exchange Commission (the "SEC"), including the Company's Annual Report on Form 10-K for 2001 filed with the SEC on March 27, 2002. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates.