



15 Franklin Street – Portland, Maine 04101
Ph: 207.761.5678 / 888.746.1114 Fax: 207.775.1769 / 877.775.1769

June 28, 2018

RE: Price Increase Announcement for Fasteners

To Our Valued Hunter Panels Customers:

As the U.S. economy and inflation continue strong growth in 2018, the demand for steel and aluminum has risen, pushing the costs of both materials higher. In addition, the U.S. Commerce Department's announcement of tariffs on foreign steel and aluminum have shifted more of the demand to domestic producers of these materials, further accelerating the rise in raw material prices. Since the start of 2018, the cost of cold rolled steel and steel rod has risen over 23% and 27%, respectively.

Historically, Hunter Panels has sourced fasteners made primarily from North American steel. This includes raw material that comes from Canada or Mexico, which under NAFTA has been imported duty-free. However, the temporary section 232 tariff exemptions on steel and aluminum that were granted to Canada and Mexico in March, 2018 were not extended on June 1. Due to this, Hunter Panels and our suppliers have incurred a 25% tariff on the cost of wire used to produce steel fasteners.

As a result, Hunter Panels must implement a 12% price increase effective August 1st, 2018 for both Hunter roofing and wall SIP fasteners for the following products:

SIP/WD Fasteners, SIP/SD Fasteners, SIP/HD Fasteners

Should you have any questions please contact me, your respective Hunter regional manager or your local Hunter sales representative.

Sincerely,

Matt Peterson
General Manager
Hunter Panels