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January 18, 2019

To: Hunter Panels Sales Reps and Customers
Date: Friday January 18, 2019
Re: Deficit Freight Increase – Effective February 15, 2019

The cost to move freight in North America continues to rise, this also impacts deficit freight rates. In 2017 & 2018 we incurred significant freight increases and as previously communicated this unfavorable trend will continue in 2019. Nevertheless, the Hunter Panels deficit freight rate that we invoice on less than full truckloads of both roof and wall polyiso insulation has remained at \$35 per vacant bundle spot since 2015.

Accordingly, effective February 15, 2019 the deficit freight rate will increase to \$38 per vacant 4x8 bundle space on less than full truckload quantities of insulation. A truckload of insulation is 24 4x8 bundles or 48 4x4 bundles or any combination of the two sizes that fills the truck. These new charges will apply on all shipments from this date regardless of the date of order receipt.

Please direct questions to me or your Regional Sales Manager. Thank you for your continued support of Hunter Panels Polyiso.

A handwritten signature in blue ink that reads "Matt Peterson".

Matt Peterson