CHANGE IN HUNTER PANELS FLAT POLYISO PRODUCT QUOTING

TO: Hunter Panels Personnel, Sales Reps, Customers  
FR: Ed Krusec  
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Prior to 2004 Hunter Panels quoted all flat Polyiso products as a per square (100 square feet) price. This practice had been the norm throughout the industry until volatility with raw materials precipitated Hunter Panels, along with the other Polyiso manufacturers, to alter the way product was quoted. The result was board foot pricing. Since then, the polyiso industry has continued to quote flat stock Polyiso panels to the market as a board foot price.

**Effective January 1, 2015, Hunter Panels will quote all non-tapered H-Shield Polyiso products at a price per square.** For our customers, this will eliminate the added step of multiplying the board foot cost by the product thickness to arrive at a per square cost.

This small deviation will not affect Hunter Panels Tapered Polyiso products. It will affect the following Hunter Panels’ flat stock Polyiso products:

- H-Shield
- H-Shield HD
- H-Shield HD Composite CG
- H-Shield CG
- H-Shield F
- H-Shield Premier
- H-Shield NB
- Cool-Vent
- H-Shield Straight Cut
- H-Shield Bevel Cut

Should you have any questions or require additional information, please contact me directly at 888-746-1114 or email at Ed.Krusec@hpanels.com.

Your loyalty to Hunter Panels is our most important consideration and we will continue to support your efforts to sell our products with the best sales force, most responsive service and highest quality products.

Thank you for supporting Hunter Panels.