

## Hunter Paine Enterprises Company Overview

February, 2005

## **Hunter Paine Enterprises**

- Founded: November 19, 1999 as a Delaware Limited Liability Company
- Mission:

"Create a leading materials technology company and market the first structural wood replacement composite engineered for use in the construction, transportation and logistics industries."

- Committed to:
  - Leading Edge Technologies
  - Creating Value for HPE Stakeholders, Customers and End-Users
  - Sustainable Growth
  - Ecologically Balanced Businesses
  - Attracting and Retaining Excellent People
  - Principle Based, Value Driven Management





# The Hunter Paine Management Team



Front Row: Danna Glauser, Art Roth, Colin Proudfoot. Back Row: Eric Campbell, Pat Winters, Rich Wenning



### **Hunter Paine Core Competencies**

Lexite<sup>™</sup> Brand

Developing, positioning, marketing and sustaining a globally recognized market leading brand

Research and Development

Developing products and applications to address emerging market needs and advancing Lexite's™ unique points of technological difference

Intellectual Property

Developing, patenting and protecting Materials and Process Technology Intellectual Property

Supply Chain

Establishing, expanding and maintaining scaleable, sustainable supply chains for Lexite™ materials and applications

Business Development

Establishing and expanding commercial relationships that build and grow the Lexite<sup>TM</sup> franchise



### What exactly is Lexite™?



- First viable structural engineered wood replacement
- Patented material technology
- Environmentally sustainable structural composite
- Made primarily from:
  - Scrap tires
  - Recycled paper
  - Recycled glass



#### **How is Lexite™ made?**

- Lexite<sup>™</sup> product components include:
  - Exoskeleton (outer shell)
  - Core Inner Layer
  - Optional custom external coatings





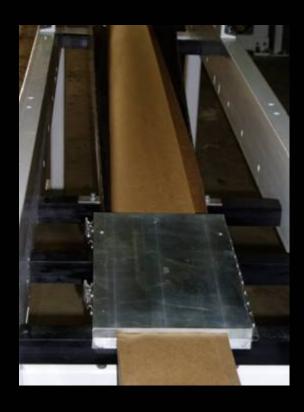
## The Lexite™ Manufacturing Process



Multiple layers of recycled paper and scrim are combined and infused with a binder to create the exoskeleton



## Manufacturing – the Exoskeleton



 Once created, the exoskeleton is creased and folded



## Manufacturing – The Lexite™ Core



 Core materials (foam, scrap rubber tires and others) are blended and then injected into the folded exoskeleton



## **Manufacturing – The External Coating**



- Lexite<sup>™</sup> boards can be embedded with Radio Frequency Identification (RFID) tags
- Once filled, Lexite<sup>™</sup> boards are cured and prepared for shipment to customers



#### The Initial Lexite<sup>TM</sup> Product Portfolio

- Lexite<sup>™</sup> Lead Edge Boards
  - Adds strength to a hybrid wood pallet
  - Extends the service life of hybrid (wood and Lexite™) pallets
- Lexite<sup>™</sup> Strong Pallets
  - Lexite<sup>™</sup> pallets last up to five times longer, or more
  - Durability yields a lower total cost of ownership
- Lexite<sup>™</sup> Smart Pallets
  - Customer requested RFID tags are embedded into Lexite™
  - Embedding prevents damage and tampering
- Lexite<sup>™</sup> Custom Pallets
  - Ideal for heavy or bulky shipments
  - Designed and cut to customer specifications



## What makes Lexite™ unique?



- Stronger and more durable than wood
- Dimensionally stable and uniform
- Can be made to custom sizes and specifications
- 100% Phytosanitary
- RFID embedded
- Environmentally Sustainable
- Lower total cost of ownership



#### Lexite<sup>TM</sup>...

- Offers the pallet market significant performance and application points of difference
- Will penetrate high value market niches committed to the closed loop multiple use transport and logistics model
- Is an environmentally sustainable G4 product
- Can expand into other market segments in the logistics, transportation and construction industries

