



Boisbriand, January 4, 2017

To: Our Valued BMI Customers

Subject: Copper Fittings Price Increase Effective February 1, 2017

On November 25, 2016 we informed you of an impending price increase of 9% on all copper fittings.

Conditions have somewhat changed and the cost of raw material remains significantly higher. Therefore, the increase will now be more in the 10-11% area.

Since we are also changing our price structure, the increase will not be linear.

Attached you will find our new price sheets, effective February 1st 2017.

These changes will necessitate a change in your discount structure. As such, your BMI representative will contact you accordingly before January 15th, 2017.

We thank you for your understanding and your continued support.

Best Regards,

A handwritten signature in black ink, appearing to read 'Mike Lavoie', with a stylized flourish at the end.

Mike Lavoie
Vice President – Business Development