



Boisbriand, November 23, 2016

To: Our Valued BMI Customers

**Subject: Copper Fittings Price Increase Effective February 1, 2017**

Please be advised that due to the rising cost of raw materials and labor, we are announcing a 9% price increase on copper fittings, effective February 1, 2017.

BMI will take this opportunity to restructure its list pricing to be more in line with Allpriser and list prices commonly used by most of the industry. Discount changes will need to be made and these will be communicated to you as quickly as possible. The net result will be a 9% increase.

It is expected that list prices and new discounts will be communicated to you around mid-December.

BMI will accept orders until the price increase is in effect but reserves the right to limit quantities to 1/12<sup>th</sup> of your 2016 purchases.

We thank you for your support and understanding. Please do not hesitate to contact us should you require any further information.

Best Regards,

A handwritten signature in black ink, appearing to read "Mike Lavoie", with a long horizontal stroke extending to the right.

Mike Lavoie  
Vice President – Business Development