



Boisbriand, June 20, 2017

Subject: Malleable Iron Fittings; Categories 20, 35 & 36

Dear Valued Customer,

The government of China has taken serious measures to reduce pollution created by those manufacturing centers where coal-fired energy is no longer tolerated.

While we applaud these measures, they come with a cost. Foundries are now required to convert to electrical or natural gas sources and, this is considerably more expensive.

Therefore, these new measures together with increasing labour costs leave the factories with no choice but to increase their prices.

Please be advised that effective September 15th, 2017, BMI Canada Inc will increase the price of Malleable Iron Fittings by 10%.

BMI is proud to inform you that we source these products from an Eco-Friendly manufacturing center.

Thank you for your understanding and continued support.

Best Regards,

A handwritten signature in black ink, appearing to read 'Mike Lavoie', with a long horizontal stroke at the end.

Mike Lavoie
Vice President – Business Development