



Blue Ash, March 16, 2018

Subject: Price Adjustments Effective May 1st, 2018

Dear Valued Customer,

The cost of labor, raw materials and environmental controls continues to escalate. Changes in foreign currency rates are also becoming a significant factor.

As such, the cost of finished products is increasing and therefore, we have no choice other than announce a price increase, effective May 1st 2018, as follows:

- Malleable Iron Fittings, 150 and 300lbs, black and galvanized (Categories 20, 35, 36) + 10%
- Steel Nipples, 150 and 300lbs, black and galvanized (Categories 10, 11, 12) + 10%

Orders placed on or before April 30th, 2018 will be honored at current prices and discounts. However, BMI reserves the right to limit quantities should your order significantly exceed your historical purchases.

You may retrieve your new price sheets by clicking on the link below:

[BMI USA Malleable Iron Pipe Fittings 150](#)

[BMI USA Extra Heavy Malleable Fittings 300](#)

[BMI USA Welded Steel Pipe Nipples](#)

[BMI USA Extra Heavy Seamless Steel Pipe Nipples](#)

We thank you for your support and assure you that our goal is to give our customers exceptional service, value and quality.

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