



Blue Ash, Monday, May 3, 2021

Subject: Revised Price Increase Notice

Dear Valued Customer,

2021 continues to be a year of turmoil and surprises as supply and pricing are extremely volatile.

Last week, the government of China has announced that it is withdrawing its export subsidy of 13% on steel and iron products. This became effective, with little if any notice, on May 1st, 2021. Our China vendors therefore have no choice other than enforce an immediate 13% price increase on all shipments as of that date.

As a result of this drastic and unexpected change, BMI USA Inc is revising its previously announced price increase on May 21st, 2021.

- Steel pipe nipples, black and galvanized, categories 10, 11 and 12, will now increase 20%
- Merchant steel couplings, black and galvanized, category 41, will now increase 20%
- Malleable iron fittings, black and galvanized, categories 20, 35 and 36, will now increase 13%

Please take note that there is no extra price adjustment on Pre-Cut steel pipes as these items are not sourced from China. The price increase remains as previously announced at 8%.

BMI USA Inc will continue to accept orders before May 21st; however, we reserve the right to limit quantities based on your buying pattern and our inventory levels.

We thank you for your support and understanding and assure you of our ongoing commitment to provide you with exceptional service and high-quality products at a fair price.

Best regards and stay safe.

A handwritten signature in black ink, appearing to read 'Garth Anderson', is written over a horizontal line.

Garth Anderson
Director of Sales, North America
BMI USA Inc.



Blue Ash, Monday, May 3, 2021
Blue Ash, Monday, March 15, 2021

Subject: Price Increase Notice

Dear Valued Customer,

The cost of raw materials, labor, freight, etc., continues to escalate at a level that we have not seen for quite some time.

We are being notified of cost increases on a regular basis by our manufacturing locations.

As such, we have no choice other than announce a further series of price increases, effective May 21st, 2021, as follows:

Brass Pipes & Nipples - Lead Free, category 04:	+10%
Brass (Bronze) Threaded Fittings - Lead Free, category 06:	+7%
Dielectric Unions & Flanges - Lead Free, category 07:	+5%
Marvel Waste Connectors & CPVC Brass Adapters, category 28:	+10%
Chrome Plated Valves - Lead Free, category 09:	+5%
Brass Ball Valves, category 13:	+5%
Brass Valves, category 14:	+10%
Steel Pipe Nipples, Black and Galvanized, categories 10-11-12:	+20%
Steel Pre-Cut Pipes, Black and Galvanized, categories 10-11-12:	+8%
Merchant Steel Couplings, Black and Galvanized, category 41:	+20%
Malleable Iron Fittings, Black and Galvanized, categories 20-35-36:	+13%
Cast Copper Fittings & Flanges – Lead Free, category 25:	+10%
Wrot & Cast DWV Copper Fittings, category 22:	+10%



Wrot Copper Pressure Fittings, category 37:	+10%
BMI Press - Wrot Copper Press-Fit Fittings, category 47:	+10%
Frost Free Wall Hydrants, category 27:	+10%
Water Hammer Arresters - Lead Free, category 31:	+5%
Push-Fit Fittings - Lead Free, category 38:	+5%
PEX Fittings - Lead Free Brass, category 39:	+5%
Copper Crimp Rings, category 39:	+10%
Lead Free Brass Cold Expansion - F1960 Adapters, category 42:	+10%

Please be advised that due to the current period of uncertainty, we reserve the right to make further adjustments; as necessary.

We thank you for your patience and understanding during this volatile period and assure you of our commitment to continue to provide you with exceptional levels of service and quality products at fair prices.

Our new price sheets will be posted on our website at the earliest opportunity and we will notify you when these are available.

Please do not hesitate to contact your BMI representative or our office should you require further clarification.

Please stay safe,

Garth Anderson
Director of Sales, North America
BMI USA Inc.