



Blue Ash, May 14th, 2019

Subject: New Tariffs Imposed on Products Imported from China

Dear Valued Customer,

On May 9th, 2019, the US Commerce Department announced that tariffs on selected Chinese products would increase from 10% to 25%.

Regrettably, this announcement leaves us no choice other than increase our prices accordingly by 13.6%.

Due to our current inventory levels, we are able to postpone this new increase until June 24th, 2019.

However, BMI reserves the right to limit quantities in the event of orders exceeding your normal buying pattern. Furthermore, please be advised that effective immediately, no back-orders will be accepted at current prices.

We understand that negotiations are still ongoing and that this situation may change. If this is the case, a further announcement will be made accordingly.

New price sheets should be available before June 21st, 2019. A notice and e-links will be sent at that time.

Thank you for your understanding and continued support.

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

Mike Lavoie
Vice President – Business Development