



May 14, 2018

Dear Valued Customer,

In February 2018, Blue Water Industries acquired Hoover, Inc. We would like to take a moment and welcome you to the Blue Water family. It is our goal to provide you, our customer, high quality products with friendly and accurate service.

We are well aware that acquisitions and change may bring on concerns or questions. We stand ready and are always available to answer any questions you may have. Some general information for you is provided below:

- ❑ **Our name:** Blue Water Industries\*  
Please visit our web page at <http://www.bluewaterindustries.com> to download our W-9 for your records under the heading **Welcome Middle Tennessee, Alabama, and Mississippi Customers.**
- ❑ **Our dedication to quality:** We strive to deliver the highest quality products.
- ❑ **Our dedication to customer service:** We understand that without you, our customer, we do not exist.
- ❑ **Our regional office:** Our regional office will be close to our customers. You can contact our regional staff in LaVergne, TN at (615) 793-2600.
- ❑ **Our payment address:** Payments for all purchases going forward (including both current and past) should be sent to the same P.O. Box address: Blue Water Industries, P.O. Box 400, LaVergne, TN 37086  
Please update our name in your system to Blue Water Industries. In addition, when mailing payments, please include some type of remittance advice listing invoice numbers and dollar amounts.
- ❑ **Your sales representatives will not change** and are available to answer any questions during the transition. Please feel free to call Tom Hoover Jr, Wayne Nobles, Trevor Daniels, Ron Steele, Mike Wynn, or Gable Todd. In addition, if any billing questions arise, you can call them or call into our regional Nashville office at (615) 793-2600.

It is necessary for us to update our records by having you complete a credit application. You will find the credit application on our web page, as noted above. Please fill out the application completely and return it to us at the address noted above. If you are a partnership, corporation, LLC, or some other legal entity, it will be necessary that all principals of the company sign the application. Your prompt attention to this matter will ensure that materials are readily available when you require them. Please note that we give credit to commercial accounts only. Consumer accounts will be on a cash sale account paid by cash, check, or credit card.

Additionally, for those accounts whose sales are tax exempt, the State of Tennessee, Alabama and Mississippi require that we update your exemption certificate. When you return the completed credit application, please include a new exemption certificate applicable to your situation made out to **BWI MTN II Inc. dba Blue Water Industries** and appropriately signed.

We feel strongly that Blue Water Industries will bring many positive changes to these operations and are excited about the opportunities available. We look forward to being of assistance to you. Should you have any questions, please feel free to contact us at (615) 793-2600.

Sincerely,

**Blue Water Industries**

Edward L. Baker II  
Chief Executive Officer