



May 14, 2018

Dear Sir or Madam,

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

We are well aware that acquisitions and change may bring 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:** We have legally changed our name to BWI MTN II Inc. dba Blue Water Industries. We ask you to sign below and e-mail a signed copy of this letter to Pam Eatherly at [peatherly@bluewaterindustries.com](mailto:peatherly@bluewaterindustries.com) (or fax to 615-793-2614). In addition, please visit our web page at <http://www.bluewaterindustries.com> under the heading **General Contractors / Sub-Contractors** to download our W-9 for your records.
- Our dedication to quality:** We strive to deliver the highest quality products and service.
- 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 work completed 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 contacts will not change** and are available to answer any questions during the transition. Please feel free to call Tom Hoover Jr, Pam Eatherly, or Brad Bynum. In addition, if any billing questions arise, call Brad or Pam at our regional LaVergne 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 our materials and service is readily available when you require them. Please note that we give credit to commercial accounts only.

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

*Hoover, Inc. has changed its name to BWI MTN II Inc. By execution below, you acknowledge that all references to Hoover, Inc. in any contract between you and Hoover, Inc. shall be deemed to refer to BWI MTN II Inc. Except as provided by this amendment, the terms and conditions of all contracts between you and Hoover, Inc. remain in full force and effect.*

\_\_\_\_\_  
By: \_\_\_\_\_

Name: \_\_\_\_\_

Date: \_\_\_\_\_