



May 14, 2018

Dear Valued Vendor,

In February 2018, Blue Water Industries acquired Hoover, Inc. We would like to take a moment and welcome you to the Blue Water family and notify you of the following method we will use to pay you for goods and services.

Normal payment terms for all purchases by Blue Water Industries will not change. Our standard purchase order terms and conditions can be found on our web page at <http://www.bluewaterindustries.com>. You will find a link under the heading **Welcome Middle Tennessee, Alabama and Mississippi Vendors** to download the terms. These terms and conditions will apply to all purchases. Invoices should continue to be sent in the same way as what you are currently doing. Please ensure that you update our name to Blue Water Industries (we have legally changed our name from Hoover, Inc. to BWI MTN II Inc. d/b/a Blue Water Industries).

In order for Blue Water Industries to promptly pay you and comply with all Federal, State, and Local regulations, we ask you to fax (or email) the following information to our Accounting Staff at (615) 793-2614 (or smosher@bluewaterindustries.com) as soon as possible:

- ❑ **W-9:** A blank form is available on our web site, as noted above. Please fax a signed copy to our LaVergne Office at (615) 793-2614 as soon as possible.
- ❑ **Insurance Certificate (ACORD Form):** Please ensure that Auto, General, and Workers' Compensation insurance forms are included. If you have any questions or concerns, please call Greg Muncy, our Safety and Health Manager at (865) 617-0154 or our accounting staff at (615) 793-2600. If you go to our web page as noted above, you will find additional information as to our requirements.
- ❑ We realize that acquisitions and change may bring on concerns or questions. Please send any additional information requests or questions to Sherry Mosher at smosher@bluewaterindustries.com and she will get the requested information to you as soon as possible. Our request in this transition is for you to continue to provide your materials and services while the paperwork is processed. Sherry is available to address any problems at (615) 793-2600.

Sincerely,

Blue Water Industries

Edward L. Baker II
Chief Executive Officer