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Date: March 23, 2020

To: Our Valued Customers

Re: Current Economic Conditions

In the almost 30 years I have been in this industry, I have never experienced times like this. COVID-19 is affecting our families, businesses and currencies. In the past week, we have seen our dollar weaken by over 10%. This change in currency is forcing us to review pricing and therefore announce several price changes which will come into effect early to mid April.

As you are aware, we have price changes coming into effect on March 30th, 2020. Once those changes are in place, we will once again, be reviewing list prices and advising of further changes. These next changes will reflect any supplier increase as well as the currency change. We will, of course, do our best to limit these changes the best we can. Because these price changes impact us immediately, we will be unable to offer our usual 30 day notice. Boshart Industries will continue to reserve the right to limit orders so that not to exceed 1/12th of your annual purchases in any given category.

Please watch for future updates on this.

Your business is very important to us and I hope you understand our position. We are here to help and working diligently to ensure we have stock on our shelves to fulfill your needs.

Should you have any questions, do not hesitate to contact us.

In the meantime, please stay safe and let's work together to flatten the curve.

Regards

Julie Storey
President