

May 3, 2022

Wayne State University
Attn: Loretta Davis-McClary
5050 Anthony Wayne Dr
Detroit, MI 48202-3902

Dear Loretta Davis-McClary,

At Airgas, we sincerely appreciate your business and we consider it our privilege to safely serve your needs each day. To achieve these goals and provide you with the right combination of products, services and expertise while meeting and exceeding the rigorous safety requirements of our industry, we constantly invest in our experienced, well-trained workforce, unmatched supply chain and multi-channel distribution network, and unrivaled comprehensive offering.

While we try to mitigate rising costs wherever possible, we must periodically adjust prices in response to unavoidable cost pressures, and like most, we are experiencing the impact and significant sourcing cost increases for helium due to:

- Global supply shortage due to Gazprom and BLM outages coupled with maintenance and disruptions at other large sources.
- Significant growth in demand as recovery from the COVID 19 pandemic continues.
- Increased investment in our helium supply chain, including new equipment needed to move helium across longer shipping routes and time.
- Increases in costs due to inflation, shipping/distribution costs, labor and short term sourcing costs.

Due to these impacts, we will be adjusting our current price by up to 39% effective 15 days from the date of this letter or per the notification term specified in your Agreement. Delivery, rental, and other service fees will also be adjusted in accordance with the terms of our contracts.

Airgas remains committed to helping our customers find long-term success in their business. Our success is built around yours and therefore we aspire, as an industry leader, to continue to create value for your company. These price adjustments will allow us to maintain our high standards of product quality, customer service, reliability, expertise and safety, that we are proud to provide you.

If you have any questions or require additional information, please contact your local Airgas branch or sales associate.

Regards,



Jeff Cass
President, Great Lakes Region