

June 6, 2023

Wayne State University
Attn: Procurement & Strategic Sourcing
5700 Cass Ave., Suite 4200
Detroit, MI 48202

RE: Helium Update and Price Adjustment

Dear Procurement & Strategic Sourcing:

This is an update regarding the helium market. Demand for helium continues to steadily grow in different applications worldwide, but product availability remains extremely tight. As part of the global Air Liquide organization, Airgas continues to work to diversify its supply sources to strengthen the helium supply chain and support our customers' helium needs.

Global source constraints remain in place and Airgas continues to experience escalating cost increases from major global helium sources due to demand. One of our domestic sources of supply, the Bureau of Land Management, has been under allocation for the most of the time period since production came back on-line in July 2022. Given the current global supply demand gap, there may be prolonged delay before allocation levels stabilize.

As a result of cost increases from suppliers, Airgas must adjust prices to address these unavoidable cost pressures. **The current price for helium will be adjusted by 15% effective 7/5/2023.** Delivery, rental, and other service fees will also be adjusted in accordance with the terms of our contracts.

If you are interested in assistance with efforts to conserve helium, Airgas can provide an evaluation of your gas delivery system by a specialist skilled at identifying best practices and opportunities for improvement. This process may reduce maintenance costs, improve safety, and increase operational efficiency.

Airgas values your business and regrets the duration and complexity of these challenges. We are continuing to pursue all avenues available to improve this situation. We will continue to provide you updated information promptly as it becomes available.

Regards,

Airgas USA, LLC



Joel Lewandowski
Region President - Great Lakes