

May 2, 2024

WAYNE STATE UNIVERSITY
Attn: Loretta Davis-McClary
5050 ANTHONY WAYNE DR
DETROIT, MI 48202

Dear Loretta Davis-McClary,

At Airgas, we value our role as a partner in the success of your business. Our ongoing investments in our infrastructure are designed to meet and exceed the safety requirements of our industry and maintain our position as the industry leader in value — all to best serve you.

The rising price of raw materials, labor, and medical benefits have led to higher costs for the gases, welding hardgoods, and safety products we buy from our suppliers. The increases have also raised operating costs at Airgas plants and distribution facilities, and increased the costs of cylinders, plants, and equipment.

Additionally, the changing regulatory landscape requires extra steps to ensure environmental and safety compliance, and supply chain disruptions in certain products have resulted in higher production and distribution cost, particularly while natural gas and power costs have begun to rise again.

Due to these impacts, we will be adjusting your pricing on cylinder gas, rental rates, as well as welding hardgoods and safety products, if applicable. Price adjustments may vary from product-to-product based on cost changes we have experienced. Delivery and other service fees will also be adjusted as necessary. Price changes will be effective **June 1, 2024**.

We have worked to mitigate cost pressures and inflation as much as possible, and continue to optimize our industry leading platform. We are taking these actions to address rising costs so that we may reliably provide you with the unmatched products, services, and expertise you have come to expect through our comprehensive distribution network of bulk and packaged industrial, specialty, and medical gases, and related products.

If you have any questions or require additional information, please feel free to contact me.

Regards,

Tim Sullivan
Account Manager, Airgas Great Lakes

CC: Suzanne Yund