

January 11, 2021

WAYNE STATE UNIVERSITY
Attn: LORETTA DAVIS-MCCLARY
5050 ANTHONY WAYNE DR
DETROIT, MI 48202

Dear LORETTA DAVIS-MCCLARY,

At Airgas, we sincerely appreciate your business and consider it our privilege to safely serve your needs each day. In order to provide you with the right combination of products, services and expertise while meeting or 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.

While we try to mitigate rising costs wherever possible, we must periodically adjust prices in response to unavoidable cost pressures. Increases in prices from our hardgoods and safety manufacturers, coupled with rising costs of labor, benefits, and increasingly rigorous safety standards have driven up our operating costs.

Due to these changes, we will be increasing your agreement pricing on gases 3.5% and 2% on fees, effective February 15, 2021. The signed product supply agreement with us details the terms of potential increases. Delivery and other service fees will also be adjusted as necessary.

Airgas is committed to helping our customers find long-term success in their business and maintaining our position as the industry leader in value creation for our customers. These price adjustments will allow us to maintain the high standards of customer service, reliability, expertise and safety that we are proud to provide.

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