

October 3, 2019

Wayne State University, Procurement and Strategic Sourcing
5700 Cass Avenue
Detroit, MI 48202
ATTN: Ms. Loretta Davis-McClary
Email: Ac2843@wayne.edu

Dear Ms. McClary,

At Airgas, we sincerely appreciate your business and we consider it our privilege to 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 such as:

- Increased investment in our products supply chain, including new sources, new supply points, and new equipment to move products.
- Increased raw materials sourcing costs,
- Increased product distribution costs

In accordance with the Terms and Conditions of our Agreement, we will be increasing prices on Products and Services by 3.5% on November 1, 2019.

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 contact your local Airgas branch or sales representative.

Respectfully,



Jeff Cass
President, Great Lakes Region