

November 13, 2018

WAYNE STATE UNIVERSITY  
ATTN: LEIANN DAY  
410 W WARREN  
DETROIT, MI 48202

RE: Further Declaration of Excuse of Performance/Force Majeure Condition to Customers supplied with Helium (the "Product") from Airgas USA, LLC, successor in interest to Air Liquide Industrial U.S. LP ("Airgas")

ATTN: LEIANN DAY

In March of 2018, Airgas informed you of disruptions impacting the global helium supply of several of our third-party operated helium sources in the United States, including an ongoing allocation of crude helium to sources along the BLM pipeline system. As a result of the disruptions, which were beyond Airgas' control, Airgas declared an Excuse of Performance/Condition of Force Majeure ("Force Majeure"). At that time, we also informed you that for the duration of the Force Majeure (the "Force Majeure Period"), Airgas would not be able to provide you with all of your Product requirements and that we could not estimate how long the Force Majeure Period would continue.

We remain in the Force Majeure Period and we are writing to inform you that additional supply disruptions will require us to again reduce your current allocations.

Currently, Airgas estimates that it may be able to provide you with up to 75% of your normal monthly Product consumption ("Allocated Product"), based on the average monthly volume of Product delivered to you in 2017. During the Force Majeure Period, you continue to be permitted to obtain your Product from other suppliers ("Third Party Substitute Product").

To maintain the highest level of supply to our customers, Airgas will continue to obtain Product from alternative sources ("Alternative Product"). Because Airgas is obtaining Alternative Product outside its normal source of supply during the Force Majeure Period, we will continue to impose a surcharge, and at this time the surcharge remains at \$1.00/ccf for all Allocated Product. This surcharge will be in effect for the duration of the Force Majeure period, although the amount of the surcharge or your product price may change to reflect the additional costs we incur to supply Product to our customers.

Airgas values your business and regrets this situation.

Respectfully,



Jeff Cass  
President, Great Lakes Region

JC:dn

cc: Dominic Crosson