

December 10, 2018

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

Dear LEIANN DAY

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 helium supply chain, including new sources, new supply points, and new equipment to move helium.
- Increased sourcing costs, some of which is driven by the substantial increase in average auction price for the US Bureau of Land Management's August 2018 helium auction.
- Increased helium distribution costs due to greater amount of helium imports from the Middle East and Europe.

Due to these unprecedented changes, we will be increasing prices on bulk and packaged helium by as much as 40% on January 15, 2019. Delivery and other services 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 contact your local Airgas branch or sales representative.

Respectfully,



Jeff Cass  
President, Great Lakes Region

JC:dn

cc: Dominic Crosson