

November 6, 2019

Wayne State University
ATTN: Mr. Kenneth Doherty, Wayne State University, Procurement and Strategic Sourcing
5700 Cass Avenue
Detroit, MI 48202

Dear Mr. Kenneth Doherty, Wayne State University, Procurement and Strategic Sourcing:

At Airgas, we sincerely appreciate your business and consider it our privilege to serve your helium needs each day. Our Team makes every effort to provide you with the right combination of products, services and expertise in a cost efficient manner.

We have done our best to mitigate rising costs in the helium market whenever possible, but we continue to see 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, driven by the US Bureau of Land Management as well as other domestic and global sources.
- 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 an average of 25% on December 1, 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:sy

cc: James Loeffler