



January 6, 2022

WSU Procurement Department
RE: Delivery Fee Adjustment 1/15/2022

WSU Procurement Team,

Roy Smith Company values your business and appreciates the partnership we have had serving the liquid Nitrogen needs across the WSU campus.

Due to increased costs in labor, fuel, logistics and transportation, we must issue a price adjustment for delivery fee charged per trip at WSU.

Effective January 15, 2022, we will begin charging below prices for delivery to WSU labs.

DELIVERY FEE: \$55.00/TRIP

We have done our best to offset these costs and will continue to provide the same level of service and responsiveness WSU has come to expect.

We appreciate your business and look forward to growth in the future.

Please contact me with any questions.

Regards,

Ryan Murphy
Vice President
Roy Smith Company
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