

May 1, 2026

Dear Customer,

We sincerely appreciate your continued partnership.

This letter serves as an advance notice of upcoming pricing adjustments that will take effect **June 1, 2026**. These adjustments are necessary due to sustained increases in operating costs across several areas of our business.

Ongoing challenges in global energy markets and related economic conditions continue to impact transportation, input material, and utilities costs. Key factors contributing to pricing adjustments include:

- **Transportation:** Diesel and fuel prices increased significantly, raising freight and distribution costs with some of these increasing by more than 30% this year.
- **Raw Materials and Packaging:** Many of the materials used in our products are petroleum-based or require energy-intensive processing with some of these increasing by 50% this year.
- **Specialty Metals:** Continued price volatility, supply constraints, and geopolitical disruptions have created inflationary pressure across specialty metal markets. Because metal production is highly energy-intensive, these factors continue to affect material costs.
- **Utilities:** Rising electricity and natural gas cost indices have increased manufacturing expenses across our operations.

We recognize that price adjustments can be challenging and want to assure you that we are taking every possible step to minimize the impact on your business.

Our priority remains delivering the quality, reliability, and service you depend on, while maintaining transparency as a trusted partner. We will continue to monitor market conditions closely and provide updates as appropriate.

If you have any questions or need additional information, please contact your sales representative.

Your continued support and partnership are appreciated.

Sincerely,



Ashish Nanda
President, Cole-Parmer



Stuart Smith
President, Environmental Express



Mike Harkins
Vice President, Zeptomatrix