



Barry Hamel Equipment Ltd | Head Office
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December 1st, 2022

To our Valued Customers,

Over the past 18 months Barry Hamel Equipment Ltd. has managed cost increases that surround all the aspects of the gas supply chain, with the thought to minimize the impact to our customers. This continues to be our main directive. However, general operating expenses have risen 30-50% since 2021 along with new concerns (labour shortages, war, data security) which are sure to continue to affect costs through 2023. Production costs for Industrial gases are closely tied to the Energy Sector, which has seen 20% increases through 2022. For the coming year, our cost increases for 2023 is about balancing these factors and keeping each category competitive, without over compensating with a general percentage increase (even though our increases still won't reflect our costs incurred).

Effective January 1st, 2023 price increases will be implemented as follows:

Gas Products (all cylinder, bulk and liquid gases)	3 to 8%
Rental (all cylinder, tanks and bulk packs)	5%
Delivery Rates	10%
Welding Consumables and Filler Metals (not including surcharges)	3 to 5%

It's important to acknowledge that we continue to diligently monitor the changing conditions as well as the significant 'added value' that we continue to provide our customers by:

- only extending the surcharges from suppliers without further mark-ups.
- using our purchasing advantages to assure competitive costs for welding products
- providing a single Regulatory Compliance fee for order processing compared to competitors numerous (i.e. Haz Mat, Fuel Surcharge, Labour Shortage, Paper invoicing, non usage, etc).
- Providing Quality Professionals in all aspects of our operations; in continuing the excellent customer service and supply you have grown to expect from Barry Hamel Equipment Ltd.

We truly appreciate your patience and understanding through these challenging times and I personally thank you for your continued business and loyalty moving forward.

Sincerely,

Steve Curr

General Manager

Barry Hamel Equipment Ltd.