



B. BRAUN MEDICAL
PRICE ESCALATIONS

B. Braun Medical appreciates and supports EMS Business. Due to the significant changes in the last few years, we have seen significant changes for which we must account.

To continue to manufacture the highest quality products intended to improve and save lives, we must take price increases to offset the significant manufacturing cost increases. Not only have we seen increases in labor, logistics, and transportation, but our raw material suppliers are also passing on their increases while we still face shortages. The increases are between 5 -10%.

Our intentions are to take price increases where we have seen direct impact on our product portfolio. Maintaining long-term pricing, which we consider greater than 12 months, is not sustainable as we still are not clear on when the market should level out. We appreciate your patronage as we continue to support EMS.

Sincerely,

Tyson Wismer

Tyson Wismer
Manager, Corporate Accounts





04/24/2025

Dear Dick Medical Supply Customer,

We are grateful and thankful for your continued partnership with Dick Medical Supply. We value the trust you place in us and our mission remains constant: to provide quality products, great customer service with unbeatable pricing.

Unfortunately, we continue to see price increases on all raw materials used in our assemblies. This is not related to any tariffs that have also come up in recent months. We strive for consistency and have held pricing for as long as possible, however, we have reached a point where it is no longer possible. Remarkably, this is only our 7th price change in 23 years! Effective 6/1/2025 an 8% increase will be in effect. Updated prices on affected items are enclosed. Custom items are subject to the change as well.

For any inquiries, regarding the price change, do not hesitate to call us at 614-444-2300. Thank you for your continuing patronage and support.

Sincerely

A handwritten signature in black ink that reads "Greg Kneeland". The signature is written in a cursive, flowing style.

Greg Kneeland

Executive Vice President



3/17/25

Dear Valued Partner,

Thank you for your continued partnership. Dukal remains committed to providing you with the market leading value you have come to expect. Every Dukal team member is working tirelessly to minimize the impact of the recently imposed tariffs affecting imports from US trading partners around the globe. Depending on the item the new tariff impact ranges from 20% to 45%.

Mitigating the risk of tariffs has been a core mission of Dukal over the last 5+ years. Over the past few years, we have made great strides by moving production and diversifying the geographical locations of our supply chain by establishing dual sources in key categories. These moves have mitigated tariffs on hundreds of Dukal products allowing us to maintain our prices in these categories.

However, there are still categories where even with the added tariffs, China remains the best value option. It is on these items that we are forced to revise pricing effective immediately.

We urge you to work with your Dukal sales team member to identify new categories where we can work with you to help mitigate the increases you are seeing from other vendors. For example, our cotton gauze products are not being hit with the tariffs. This could present a great opportunity for us to expand our partnership.

We understand the importance of maintaining competitive pricing and will continue to find solutions that support our mutual success. Please note, as we strive to offer the best fill rates possible, "Bulk Buys" or "Stock Piling" will not be supported during this time.

A Dukal sales team member will be in contact with you to implement the above referenced pricing.

Thank you again for your ongoing support. We are in this together.

Regards,

A handwritten signature in black ink, appearing to read 'Chris Brooks', with a long, sweeping flourish extending to the right.

Chris Brooks,

Senior Vice President of Sales

Dukal, LLC.



January 23, 2025

Attn: Henry Schein EMS Contracts Department

Subject – Dynarex Products Impacted by Government Tariffs

This letter will serve to confirm the need for price increases on the Dynarex products listed below because of impacts caused by new federal government tariffs. These price changes were effective January 1, 2025. The increases range from 10-60%

Thank you for your understanding and continued support.

John Moulden
Senior VP/Sales
Dynarex Corporation

April 1,2025

To Whom It May Concern,

Due to the recent increased tariffs , Henry Schein costs have increased effective May 1, 2025 on average of 15-70%. We strive to maintain competitive pricing at all costs and only increase when necessary.

We greatly value you as a customer. If you haver any questions, please don't hesitate to contact us. Thank you for your understanding during these difficult times.

Sincerely,

Julia Strange
Supervisor, EMS



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4/24/2025

Dear valued partner,

We value our longstanding relationship and the opportunity to support your vital efforts in delivering lifesaving products to healthcare providers nationwide. It is in that spirit of transparency and partnership that I am writing to inform you of an upcoming change in our pricing within our broad portfolio due to significant increases in our input costs.

We recognize the burden that such increases can place on your business and customers, and we want to assure you that this decision was made only after exhaustive internal review and consideration of all alternatives. We have sought to limit the amount of the specific price increases by taking internal actions wherever possible. Further, we are committed to monitoring overall economic conditions on an ongoing basis and will make adjustments as necessary.

Effective 60 days from the date of this letter, Laerdal Medical will be implementing a price increase of 5% across our entire product portfolio. An updated price file will be provided no later than May 7th, 2025.

Should you have any questions or wish to discuss the specifics of this change in further detail, please do not hesitate to contact Bill Welch or your Laerdal account representative. We remain committed to supporting your mission and to working together to minimize any disruption to the essential services you provide.

We appreciate your understanding and continued partnership.

Sincerely,

Neil Weber
President
Laerdal Medical



P.O. Box 1951
Inverness, FL 34451
800-903-6199

November 12, 2024

To Whom it May Concern:

Due to increased shipping and raw material costs, a price increase will be issued January 1, 2025 on all Leonhard Lang recording chart papers.

Thank you,

Grace Ellis
Operations Manager
800-903-6199 ext. 1

Connect with Quality

Dear Henry Schein,

We truly value our partnership and the trust you place in MedSource. Our goal has always been to provide high-quality products, reliable service, and competitive pricing.

Due to the continued rise in tariffs, raw material costs, and shipping expenses, we can no longer fully absorb these increases. As a result, we have implemented a price adjustment of 12-35% on many of our products effective on **July 1, 2025**.

We understand the impact that price changes can have, and we've worked hard to keep this adjustment as minimal as possible. This step is necessary to ensure we can maintain the level of quality and service you expect from us.

We greatly appreciate your continued support and partnership. If you have any questions or need updated pricing information, please don't hesitate to reach out.

Sincerely,
Holli Reimers
Sales Support Specialist
MedSouce

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MEDSOURCELABS
USA • EUROPE • UAE 



October 15, 2024

Dear Valued Customer,

Over the past two years, AirLife moved significant manufacturing to North America to ensure consistent supply and minimize risk of supply disruption due to geo-political events. We also invested over \$15 million in AirLife Secure: an inventory program designed to ensure supply of the most critical codes. Additionally, wages in Mexico have risen between 15-22% per year for the past five years. Wages on average impact 30% of our costs.

We want to inform you in advance that AirLife will be increasing our prices effective January 1, 2025 with an average increase of 5 -6%.

AirLife is committed to bringing you the quality and service you expect and deserve. We understand the constraints throughout the industry and have minimized this increase to the best of our ability while still providing the best quality and scope of products possible.

We greatly appreciate your continued business and support. If you have any questions, please do not hesitate to reach out to your sales representative.

Kenny Wilson
Chief Commercial Officer

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Grand Rapids, MI 49544



May 21, 2025

Henry Schein EMS Division-

As I am sure you are aware, the tariffs imposed on China have affected many products world-wide and has now impacted Veridian Healthcare. The current 30% tariffs have resulted in increased costs and we cannot absorb the additional costs alone. Therefore, we have increased our pricing to Henry Schein accordingly and will be effective **June 10st**.

We worked very hard to minimize the impact on all items and remain competitive. Thank you in advance for your understanding as we are doing our best to minimize the impact of the tariffs. We appreciate your continued partnership.

William J. Hagan Jr.

Vice President of Sales