



Important Announcement

JULY 2022 SUPPLEMENTAL PRICE INCREASE

Dear Client,

Due to the extreme inflationary pressures related to ongoing supply chain issues, shipping cost increases, severe labor shortages, and pay increases needed to retain our labor force, we have been forced to adjust to these circumstances and must implement a supplemental price increase effective **JULY 9, 2022**. Effective July 9, 2022 a 4.5%* price increase will be applied to all negotiated and list pricing. Your new July 2022 customer-specific pricing reflecting this fee increase will be available through **LABConnect™** to be posted June 1, 2022. This pricing will be fixed for the remainder of the 2022 calendar year.* Written formal contract obligations will be honored. Please contact your Sales Account Representative if this applies to your account.

To aid in the price transition, EMSL will be offering a **10% discount** on the lab analysis fee for new EMSL App users for the initial 6 months, then a **continued discount of 5%** after the 6 month introductory period. This discount is only valid for tests currently available via the EMSL App. Tests available through the EMSL App include Asbestos, Mold, Lead, Lead in Drinking Water, *Legionella*, Silica, and Metals in Air. Please note, this EMSL App discount is not available for pre-paid kits.

Once again, thank you for your patronage and we look forward to our continued business relationship in 2022 and beyond.

Sincerely,
Peter Frasca, Ph.D.

A handwritten signature in black ink that reads 'Peter Frasca'.



Peter Frasca, Ph.D., President



* Some select items may require a higher adjustment, which will be addressed on a case-by-case basis with your account manager. We also reserve the right to conduct rate adjustments/negotiations for special circumstances such as industry and/or regulatory changes to analytical protocols that affect costs or changes in the scope of work under which the original pricing was offered.