

COOPERATIVE SERVICES OF FLORIDA 61-  
2780 CLEVELAND AVE  
FORT MYERS FL 33901-5858

LifeGas  
A Division of Linde Gas NA, LLC  
200 Somerset Corp. Blvd. #7000  
Bridgewater, NJ 08807  
Phone: 866-543-3427

November 23, 2018  
Customer ID: 33147

Dear Valued Customer,

Linde appreciates your business and looks forward to continuing to serve your medical gas requirements in the coming years. Safety, quality and reliability for our customers remain top priorities. Linde maintains a strong network of plants, distribution equipment, cylinder supply, and bulk medical supply systems, in order to continue to serve you with a focus on those values.

Linde continues on its journey of productivity improvement, cutting cost and waste, improving operating efficiency, and enhancing supply network reliability. While these efficiency gains help minimize costs, they do not eliminate increases in all areas. The capital requirements for these upgrades are significant. In addition, labor, compliance, and costs for raw materials such as power continue to rise as a result of federal and state regulations, thus requiring investments in renewable energy sources and reduced carbon emissions.

Nationwide, over the past several years, diesel prices have consistently increased. To help offset significant increases in Linde's distribution costs and in accordance with Linde's Energy/Fuel Surcharge program, the surcharge will be adjusted to \$8.71 per delivery on January 1, 2019.

Globally, the helium supply chain has been dramatically impacted by several factors in the previous 12 months. The two largest contributing factors are: (1) the surge in helium costs driven, in part, by the results of the US BLM's crude helium auction held in August 2018, which yielded unprecedented increases for FY 2019 crude helium costs purchased from the US government reserve and (2) additional costs to procure and transport helium to the US from sources in Africa and the Middle East, to support the transition of a more global model of helium supply to Linde's US customers as the depletion of the US BLM system progresses toward its legislated end in 2021.

In order to provide a strong foundation for our customers into the future, Linde will continue to invest in our North American business to help drive safety, reliability, and continuous improvements in your customer experience. To support continued investments and to help offset cost increases, Linde will implement a price adjustment per the terms and conditions of our agreement.

Should you have any questions, please feel free to contact your medical sales representative Tierra Smith, call us at (866) 543-3427 or email us at [sales@lifegas.com](mailto:sales@lifegas.com). Thank you for your support and we appreciate the opportunity to provide valued solutions and service excellence.

Sincerely,



Brian Novak  
Healthcare Sales and Marketing Manager  
LifeGas, A Division of Linde Gas North America, LLC

Visit us Online: [www.linde-healthcare.us](http://www.linde-healthcare.us)  
Order Online: [my.linde.us](http://my.linde.us)



Price changes COOPERATIVE SERVICES OF FLORIDA 61- - Acct# 33147

<u>Material number</u>	<u>Material description</u>	<u>New price</u>	<u>per</u>	<u>UOM</u>
109509	HELIUM BALLOON GRADE K	672.78	USD 10	CYL
109813	OXYGEN USP K	61.99	USD 10	CYL
109815	OXYGEN USP M	56.21	USD 10	CYL
109820	OXYGEN USP ALUMINUM E	20.49	USD 10	CYL
109822	OXYGEN USP ALUMINUM D	20.49	USD 10	CYL
109828	NITROGEN NF K	77.22	USD 10	CYL
109837	CARBON DIOXIDE USP E	44.55	USD 10	CYL
109840	CARBON DIOXIDE USP K	118.61	USD 10	CYL
109845	NITROUS OXIDE USP E	84.05	USD 10	CYL
109846	NITROUS OXIDE USP K	491.17	USD 10	CYL
109850	AIR USP E	45.91	USD 10	CYL
109851	AIR USP M	105.06	USD 10	CYL
109852	AIR USP K	115.05	USD 10	CYL
109861	HELIUM USP ALUMINUM M-4	166.57	USD 10	CYL
109865	OXYGEN USP (M9) ALUMINUM C	20.49	USD 10	CYL
109928	OXYGEN USP LIQ MP 180 LTR	469.10	USD 10	CYL
109939	NITROGEN NF LIQ HP 180 LTR	485.91	USD 10	CYL
109965	NITROUS OXIDE USP 20#	240.70	USD 10	CYL
110071	OXYGEN MEDICAL USP LIV 2000 E	23.64	USD 10	CYL
110413	OXYGEN MEDICAL LIV2 D SZ	23.64	USD 10	CYL
11242019	CYL CART, 1 E CYL 6105 MED O2 A38	420.25	USD 10	EA
11246220	OXYGEN CYLINDER WASHER BRASS-RUBBER	0.52	USD 10	EA
24092469	LUNG DF 0.3% CO/.5%NE/21%O2/BAL N2 044	968.32	USD 10	CYL
24092485	LUNG DF 0.3% CO/0.3% CH4/21% O2/N2 044	615.77	USD 10	CYL
24092517	MEDICAL MIXTURE 20% O2/HE 044	997.57	USD 10	CYL
24092529	NITROGEN UHP 99.999% 007	666.25	USD 10	CYL
24092662	ANAEROBIC MIXTURE 5% CO2/10% H2/N2 044	741.22	USD 10	CYL
24092817	BLOOD MIXTURE 4% CO2/16% O2/N2 005	593.50	USD 10	CYL
24092821	BLOOD MIXTURE 5% CO2/15% O2/N2 005	579.02	USD 10	CYL
24092828	OXYGEN UHP 99.995% 006	60.48	USD 10	CYL
24094678	ARGON GR4.8 6000 PSIG 046	873.60	USD 10	CYL
24104660	BLOOD MIXTURE 0.5% CO2 N2 BAL 005	579.02	USD 10	CYL
25002700	NITROGEN NF TRANSFILL LITER	20.50	USD 10	L
P110106	NITROUS OXIDE 10# CRYOCATH<50PPM H2O	1,575.94	USD 10	CYL
26001552	RENT HELIUM-INDUSTRIAL-LRG	22.07	USD 10	CMO
26001556	RENT OXY MEDICAL - SMALL	12.61	USD 10	CMO
26001565	RENT OXY MEDICAL - LARGE	22.07	USD 10	CMO



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26001573	RENT OXY MEDIC-ALUM-SM	12.61	USD	10	CMO
26001574	RENT NITROUS OXIDE -SMALL	12.61	USD	10	CMO
26001576	RENT OXY MEDICAL - MEDIUM	15.76	USD	10	CMO
26001580	RENT SPECIALTY GAS	28.39	USD	10	CMO
26001581	RENT OXYGEN MEDICAL LG'S	236.40	USD	10	CMO
26001583	RENT SPEC GAS 4500-6000 PSI CYL	22.07	USD	10	CMO
26001589	RENT NITROGENMED LG'S	236.40	USD	10	CMO
26001590	RENT NIT MEDICAL - LARGE	22.07	USD	10	CMO
26001591	RENT CO2 MEDICAL - LARGE	22.07	USD	10	CMO
26001599	RENT CO2 MEDICAL - SMALL	12.61	USD	10	CMO
26001607	RENT ARGON - LARGE	22.07	USD	10	CMO
26001611	RENT NITROUS OXIDE-LARGE	22.07	USD	10	CMO
26001620	RENT HELIUM MEDICAL-SMALL	22.07	USD	10	CMO
26001621	RENT NITROUS OXI-SM-ALUM	12.61	USD	10	CMO
26001622	RENT COMPRSD AIR-MEDIC-LRG	22.07	USD	10	CMO
26001623	RENT COMP-AIRMEDIC-ALM-SM	12.61	USD	10	CMO
26001662	RENT NIT MEDICAL - SMALL	22.07	USD	10	CMO
26001663	RENT COMPRSD AIR-MEDICAL-SM	12.61	USD	10	CMO
26001668	RENT COMPRSD AIR-MEDICAL-MED	22.07	USD	10	CMO
26002724	RENT OXY MED LIV 2000 SM	23.64	USD	10	CMO
33147	Compliance Charge	9.17	USD	1	EA
Z07	Delivery Charge - Linde Truck	15.76	USD	1	EA