



December 15th, 2024

To our Valued and Loyal Customers,

The year 2025 will definitely have a different economic feel globally, as we prepare for potential policies being promised by the new Trump Administration. Tariffs on outgoing products to the US, Canada's response/counter with tariffs of its own to incoming US products, the volatility of the CAD/USD dollar will all have an impact throughout the entire supply chain. Additionally, there is the potential for further measures from both countries on China's exporting of products to North America and the repercussions.

We understand customers are facing the same economic challenges and uncertainty. Our motivation is to support the Canadian Market by managing our costs through this challenging year, and continue to provide our customers with a competitive edge. Rather than over 'padding costs' for market outcomes that may or may not happen, we will endeavour to proactively monitor the business landscape to help minimize any aftereffects. To do this, we may need to implement additional increases throughout the year to certain categories of products.

In the Industrial Gas Industry, the largest increased costs have been Labour, higher demands, and raw materials. The regular influences such as shipping, power, land value/rent remain steady alongside the inflation rate. Locally, we have yet to see the effect to our transport/freight, and delivery costs, as negotiations continue.

Effective January 15th, 2025 Gas price increases will be implemented as follows:

Gas Products (all cylinder, bulk and liquid gases)	3 - 5%
Carbon Dioxide, Acetylene, Helium, Hydrogen	4 - 8%
Delivery and Rental (all cylinder, tanks and bulk packs)	5 - 8%

Barry Hamel Equipment remains transparent in its approach to business with no hidden fees or charges on the invoice. Our single 'Regulatory Compliance' fee will increase from \$8.30 to \$8.90 in comparison to the numerous fees (i.e., Hazardous Material Charge, Fuel Surcharge, Non-Usage,) our competitor's tax orders with. Important to note, throughout 2024/2023 we have seen almost all of the Manufacturer Surcharges disappear. As expected, most surcharges were blended into the new cost. This may have gone unnoticed, as Barry Hamel Equipment did not mark up the surcharges previously, which kept your price adjustments minimal.

We are proud of our respected reputation and partnerships we've established throughout the industries. We remain the same quality people and services you've grown to expect from Barry Hamel Equipment Ltd.

Sincerely,

Steve Curr
General Manager
Barry Hamel Equipment Ltd.