



**To:** All Clients

**Sent:** Friday, December 17, 2021

**Subject:** York Analytical Nominal Price Increase in 2022

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York Analytical Laboratories thanks you and your staff for using our services over the past years. We are proud of the relationship that has developed between our firms, and continue our focus on client service. We have made every effort to control our costs without sacrificing quality and good service, but need to do more in order to stay competitive. Increasingly over the past year, our vendors have increased many of our costs for chemicals, utilities, supplies, courier and other items. In the last two months alone another slew of cost increases from key vendors have hit us, including all the other specialty labs we deal with. Additionally, the cost of labor and certifications drastically increased, adding to the cost of performing quality services.

Starting in one month (for all samples received starting January 17, 2022) we are instituting an 8.5% price increase on all analyses. We are pleased that we can continue providing our laboratory services to you with only this slight increase. Based on everything we are seeing and being hit with, our fees remain competitive and include tremendous value as this region's largest independent full-service laboratory.

We greatly appreciate your business and thank you for putting your trust in York Analytical. Our team is here for you and your teams plan for success in 2022.

I will be sending out a further communication at year-end regarding our outlook and focus on 2022.

Best regards,

**Michael J. Beckerich**

President + CEO

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