



Dear Valued Hach Customer,

Thank you for being a loyal Hach customer. We appreciate your business and patience during these challenging times. We are committed to working with you to achieve the highest level of water quality.

As you likely know most industries, including water quality, continue to experience rising inflation caused by global supply chain disruptions related to labor shortages, transportation costs and material availability including electronic component shortages.

At Hach, we are committed to providing you the products, services and support you need to meet regulatory requirements and process consistency. In response to the highly volatile market conditions we continue to experience, we are instituting a supply chain surcharge for all products for a limited time. Please see details below:

- 12% surcharge on all shipments
- Effective January 7, 2022

As soon as we see inflation slowing and supply chain costs decrease, we will remove the surcharge. Since our fuel and freight charges have significantly increased, we will also raise freight charges where we are unable to cover our costs. Effective as of the above date, all open quotes for which no order was issued yet are cancelled. Hach will issue new quotes to include the 2022 price list and to cover the above changes.

Please understand our decision to implement the above actions was not made without a significant amount of internal deliberation and external benchmarking. We appreciate your continued business and trust. Our priority is to ensure continued excellence in serving our customers.

We assure you that we are continuing to implement initiatives to mitigate additional increases in this time of economic uncertainty. Our commitment to your business is unwavering.

As always, if you have any questions please call your Hach contact or our Customer Service Team. We are more than happy to assist with any questions regarding this price announcement.

Thank you again for being a valued customer. We truly appreciate your business and value you as both a customer and a partner.

Sincerely,

Divya Mittal
VP Global Sales & Commercial Operations