

March 26, 2021

Dear Valued Rainin Customer:

We are encouraged by the increasing availability of COVID-19 vaccines and the very positive effect they are having on virus-related illness and the loosening of COVID-related restrictions. Even so, as the uncertainty of the pandemic continues into 2021, it is clear that the "return to normal" for all of us is still a ways off.

Since March 2020, Rainin has implemented an extraordinary number of process changes designed to not only sustain and expand pipette and tip production but to also help assure the continued health and safety of our employees. And throughout the pandemic we have worked very closely with our supply chain partners, each of whom face similar hurdles, to assure the continuity and timely delivery of the many components and raw materials used in our products.

A key component of our tip products is raw virgin polypropylene, the demand for which has increased significantly during the pandemic. At the same time, recent storms in Texas have limited production of the source material needed to produce the medical-grade polypropylene required for pipettes and tips. The result is a 75% increase in polypropylene prices over the past year. As such, we are applying a temporary surcharge to all Rainin tip, instrument and accessory orders. The surcharge will take effect April 2, 2021 and be applied to the Total Net Price by product category of new orders as shown below.

- Pipette tips 4.75% surcharge
- Instruments 2% surcharge
- Accessories 2% surcharge

We value your business and appreciate your trust in Rainin products. Since the onset of the pandemic and in the face of unprecedented demand, we have worked very hard to be transparent about product availability and delivery, and to work with our customers on alternatives to minimize the impact on your operations. It is in this same vein that I want you to be aware of this temporary pricing action that we are taking.

For more information please contact your sales representative or our customer support team at 1 800 472 4646.

Sincerely,



Werner Maas

General Manager, Rainin

www.shoprainin.com