



Subject: Important Notice: Upcoming Price Adjustments Effective

January 1, 2026 Dear Valued Customer,

At Aspen Surgical, we are committed to delivering quality and service in all our products. Due to the ongoing increases in costs with the broader economic impact of inflation, we must occasionally make necessary adjustments to our pricing.

Effective January 1, 2026, price increases will affect products throughout the Aspen Surgical portfolio. We have enclosed an updated price list.

Our decision to adjust pricing is not taken lightly. The following factors have contributed to the increase:

- **Increased Costs:** The costs of transportation, raw materials, sterilization, and labor have all increased significantly in recent years.
- **Inflation:** Broader economic inflation has impacted our cost structures. We have absorbed most of these costs but cannot absorb all the cost increases we have experienced.
- **Mitigated Past Price Increases:** In 2026, we selectively raised prices on a few product codes to minimize customer impact.

We understand the impact of price adjustments on your operations and have implemented several strategies to mitigate these effects, including:

- **Insourcing Products:** To improve cost control measures.
- **Product and Packaging Redesign:** To optimize efficiency.
- **Evaluation of Raw Material Suppliers:** To ensure cost-effectiveness without compromising quality.
- **Investments in eCommerce Capabilities:** To streamline purchasing processes.

Please update your pricing system to reflect the attached pricing for all orders placed after **January 1, 2026**. This will help prevent any discrepancies and ensure a smooth transition.

If you have any questions or need further assistance, please contact your Aspen Surgical Sales Representative. We remain committed to providing high-quality products you trust and advancing the entire perioperative experience. We appreciate your partnership and continued support.

Warm Regards,

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