

## Cisneros, Kimberly

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**From:** Kuhlman, Karl  
**Sent:** Friday, November 18, 2022 4:24 PM  
**To:** Cisneros, Kimberly  
**Subject:** FW: [EXTERNAL] 2023 CPI increase

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**From:** Todd LeDuc <Todd.LeDuc@lifescanwellness.com>  
**Sent:** Friday, November 18, 2022 4:21 PM  
**Subject:** [EXTERNAL] 2023 CPI increase

Dear Valued Life Scan Partner,

Please know that we value our continued partnership with your organization and our shared mission of comprehensive early detection. As an industry leader, for twenty-five years, in first responder early detection NFPA enhanced physicals, our mission is to continue providing the highest quality services to our customers. We have also worked diligently to contain costs on order to offer our services at an affordable price point throughout our years of operations.

However, like most organizations, we have been impacted by significant and sustained cost increases that continue to substantially impact our business. While we have attempted to absorb these significant price increases, we had to make the difficult business decision to adjust our prices to reflect the rising costs that we are experiencing.

Effective January 1, 2023, we are raising our rates 8% for all services.

We did not make this decision lightly, and trust that it will be understood as a necessary measure to ensure that we provide the high-quality services you have been accustomed to. Accordingly, please forward this email to the appropriate personnel within your organization as needed.

I appreciate your consideration in this matter. Please contact me should you have any questions or comments, and please confirm whether this email will suffice for the rate increase.

We thank you for your continued business and look forward to working together in 2023 and beyond.

Stay Safe,


Todd



Todd LeDuc

Chief Strategy Officer | Retired Fire Chief

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*Saving the Lives of America's Heroes*

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