

May 22, 2025

Dear Paula and PFA members,

Balloon Time helium tanks are proudly made in the USA, with most components sourced domestically. However, we're facing rising costs due to evolving regulations — including state mandated Extended Producer Responsibility (EPR) programs that transfer the cost of pressurized cylinder recycling and disposal to manufacturers and potential restrictions on helium balloon usage. To ensure we continue offering safe, compliant, and environmentally responsible products, we are implementing item-specific price adjustments on Balloon Time® helium tanks and accessories. Adjustment levels differ by product family because each is affected by a unique mix of cost pressures.

The majority of helium tanks have price adjustments ranging up to 6%. Exceptions include the Mini Helium Tank with increases up to 12% and Air Inflator up to 20% (globally sourced and subject to tariff and commodity cost increases).

The table below lists the products you purchase from Worthington Enterprises that will be included in the upcoming price adjustment announced **May 22, 2025**. New pricing listed is effective 30 days from this notice or as current contracts allow.

### Products Impacted by Price Adjustment

Retailer Item #	Worthington Item #	Description	Current Price	% Increase	\$ Increase	New Price	Shipment Effective Date
MB0004216	437147	US Jumbo Tank ALC - 60 count w/o Bllns	\$ 40.00	2.30%	\$ 0.92	\$ 40.92	7/21/2025
MB0004218	448121	US Standard Tank ALC - 100 count w/o Bllns	\$ 32.25	2.60%	\$ 0.84	\$ 33.09	7/21/2025

As we manage through these evolving conditions, please note that we will not be able to accept OTIF-related deductions that result from delays directly tied to these supply chain disruptions. We are committed to open communication and will proactively notify you of any impacts that could affect order timing.

Balloon Time is your trusted partner in portable helium, backed by U.S. manufacturing, responsive service, and retailer-focused programs. We're committed to helping you grow the category with reliable supply, strong merchandising, and consumer-driven solutions.

Thank you for your continued trust and partnership.

Kim Lyons  
Brand General Manager- Outdoor & Celebrations