



Wayne Ederer
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January 23, 2018

Dear Valued Chevron Lubrication Marketer:

Chevron is announcing a general price increase of all concentrated and diluted products up to 5% due to increasing costs of Ethylene Glycol impacting the manufacturing of our products. This price movement will be effective on March 1st, 2018. In certain instances, specific products may increase in amounts that are outside of this range.

We understand and appreciate the efforts required by our Marketers to communicate this increase to your customers. Our posted price changes by material will be available in Business Point by January 26th, 2018.

Please note:

- To manage our order fulfillment and to provide the ability to meet the needs of all our customers, we would appreciate that you place your orders consistent with historical order patterns. To serve all Marketers, we will be limiting orders delivered between January 24 and February 28 to 110% of your average monthly volume over the last twelve months. Marketers that exceed the above limit will be billed at the new posted price levels via debit note for the difference between the current prices and new effective prices as of March 1st, 2018.
- Your average monthly volume is defined as your average monthly purchases from January 1, 2017 to December 31, 2017. Details regarding your average monthly volume are available to you through your LBST Customer Sales Associate.
- Please plan accordingly as large order quantities placed the week prior to the increase will be reviewed and may not be accepted by Chevron to better meet all customers' needs.

The Chevron Lubricants sales staff is committed to meeting your needs. Your Business Consultant will contact you with more details and supporting information.

As always, thank you for your business.

Sincerely,

Wayne Ederer
Manager – Lubrication Marketers