



January 26, 2018

To: All Valued TOTAL Specialties USA Customers

Re: Finished Lubricant Product Price Increase Announcement

As a result of the escalation in costs of Base Oils, Additives and other materials used in the manufacturing of lubricants, effective Monday, February 26th 2018, prices on TOTAL branded lubricant products will be adjusted.

On the effective date, product prices will increase from 4 to 8% for most products. Orders must be delivered by the close-of-business on February 23rd in order to capture existing pricing; customary lead times will apply. To ensure timely product delivery, please submit purchase orders as early as possible.

We continue to be committed to providing the highest possible value to our customers and will pursue all practical opportunities available to stay market competitive. We truly appreciate your business and understanding during these volatile market conditions.

You will be contacted by your local account manager in the coming days in order to review specific price changes. Thank you for your business and support.

Sincerely,

A handwritten signature in blue ink, appearing to read "Christophe Doussoux", written over a light blue horizontal line.

Christophe Doussoux
Senior Vice President, Lubricants
TOTAL Specialties USA

TOTAL Specialties USA, Inc.
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