



Pricing Announcement

Dear Valued Customer,

BP Lubricants USA Inc. is committed to providing you with industry leading products, services, and expertise you need.

Effective May 14, 2018, Castrol and BP branded passenger car, commercial and synthetics in all package types will have a price increase of up to 10%. In some instances, price changes for certain products may fall outside of this percentage amount. These pricing adjustments are attributable to continuous rising costs of base oils, additives, packaging, and transportation.

Please note the following:

- All orders received on or after May 14th will be invoiced at the new price. Orders must be received by BP Lubricants USA Inc. before 5 pm central time on May 11th in order to receive the pre-increase price and will be shipped within the standard lead time.
- You will receive a detailed price list by product in the coming weeks.
- We will allow pre-buy up to 105% of your normal volume for these impacted products until May 11th.
- Orders placed on May 14th and thereafter, or those that exceed 105% of rolling twelve month average monthly purchases, will be invoiced with the new prices. All other terms and conditions remain unchanged.

As always, we sincerely appreciate and value your business. Should you have any questions, I encourage you to contact your Castrol Representative.

Thank you for your continued support.

Best Regards,

A handwritten signature in black ink that reads 'Michael S. Munro'.

Michael S. Munro
General Manager North America