

May 31, 2018

PRICE INCREASE NOTIFICATION

Dear Valued Customer:

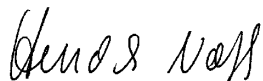
This letter serves as a notice regarding the 5-8% price increase that Fuchs Lubricants Co. will put into effect June 18, 2018. This increase is directly related to the continuing escalation in raw materials as well as the significant rise in the cost of freight and containers.

Specifically, the cost of base oils and petrochemical additives for all lubricants continue their upward (18) month trend. Additionally, the cost of freight, due to market capacity, ELD implementation and fuel, has resulted in an 8-12% increase on contracted rates. Spot rates have increased up to 30% which is also customary for climate-controlled movement. Containers, such as steel drums and one-way bins used for Fuchs products, have also risen sharply up 8-10%.

Your sales representative will contact you shortly to provide an updated pricing schedule on the products you purchase.

As always, we are grateful for your continued business and look forward to providing for and servicing your lubricant needs in the future.

Best Regards,



Hendrik Noth
Vice President – Sales
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