



BP Lubricants USA Inc.
1500 Valley Road
Wayne, NJ 07470-2040
973.633.2200

June 26, 2018

Dear Valued Customer,

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

Effective August 6th, 2018, certain Castrol and BP branded passenger car, commercial and synthetics in all package types will have a price increase of up to 9%. 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 August 6th will be invoiced at the new price. Orders must be received by BP Lubricants USA Inc. before 5 pm central time on August 3rd 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 August 3rd.
- Orders 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, appearing to read 'Michael S. Munro', written in a cursive style.

Michael S. Munro
General Manager North America