



**Wayne Ederer**  
Manager,  
Lubricants Marketers,  
Sales

**Chevron Lubricants**  
Chevron Products Company  
55 S Main Street  
Suite 390  
Naperville, IL 60540  
Tel: 630-388-4004  
Fax: 630-388-4001  
Wayneeder@chevron.com

October 18, 2018

Dear Valued Chevron Lubrication Marketer:

Chevron is announcing a coolant price increase of all concentrated and diluted products up to 5% due to increasing costs of raw materials impacting the manufacturing of our products. This price movement will be effective on November 19<sup>th</sup>, 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 Friday October 19<sup>th</sup>, 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 October 19 and November 16 to 100% of your average monthly volume from Q4-2017. 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 November 19<sup>th</sup>, 2018.
- 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