



Castrol Automotive & Heavy Duty ADJUSTED 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 20, 2019, certain Castrol and BP branded passenger car, commercial and synthetics finished lubricants will have a price increase of up to 8%. 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. Castrol appreciates the challenges associated with managing two price increases in a short period of time, the May 13th increase will be combined with this most recent increase for a total of up to 14% taking effect on May 20th.

Please note the following:

- All orders received on or after May 17th will be invoiced at the new price. Orders must be received by BP Lubricants USA Inc. before 5 pm central time on May 17th 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 17th.
- Orders placed on May 20th 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 again for your continued support.

Best Regards,

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

Mike Munro
General Manager North America