

January 3rd, 2020

To: All Valued TOTAL Specialties USA Customers

Re: Finished Lubricant Product Price Increase Announcement

As a result of the continued escalation of logistics costs, taxes on imports and increase in some raw materials used in the manufacturing and distribution of finished lubricants, effective Monday, February 3rd, 2020, prices on TOTAL branded lubricant products will be adjusted.

On the effective date, product prices will increase by the following.

- Grease: \$.06/LB
- Nevastane Range: \$.40/gal
- Quartz 9000, INEO & Racing: \$.25/gal
- All other products will increase by \$.15/gal

Orders must be delivered by the close-of-business on January 31st in order to capture existing pricing; customary lead times will apply. To ensure timely product delivery, please submit purchase orders as early as possible.

We continue to be committed to providing the highest possible value to our customers and will pursue all practical opportunities available to stay market competitive. We truly appreciate your business and understanding during these changes.

You will be contacted by your local account manager in the coming days in order to review specific price changes. Thank you for your business and support.

Sincerely,

Franck Bagouet
Senior Vice-President Lubricants
Total Specialties USA, Inc.