



Valvoline

100 Valvoline Way
Lexington, KY 40509
CHSoale@valvoline.com
valvoline.com

Courtney Soale
Sr. Manager, Installer Channel Pricing and Analytics

January 15th, 2021

Dear Valued Customer:

Please be advised that Valvoline will increase prices on branded lubricant products effective Monday, February 15th, 2021. Orders received on or after the effective date will receive new pricing. Prices will change up to 12% and vary by sku and segment. This price adjustment is a result of rising raw material costs associated with manufacturing and distribution.

All orders shipped prior to February 14th, 2021 will be billed at current prices. Orders shipped on or after February 15th, 2021 will be billed at new prices. Valvoline reserves the right to limit purchases between January 18th and February 14th to 100% of your average monthly purchases for bulk and packaged lubricants. Average monthly purchases will be based on the preceding twelve months. In the event of a shortage of product or raw materials, purchases may be limited to less than 100% of your average monthly purchases. Order delivery dates cannot exceed normal lead times.

Valvoline sincerely appreciates your business as we remain committed to strengthening our relationship by supplying you and your customers with the highest quality brands, products, and services in the industry. Thank you in advance for your cooperation and partnership.

Sincerely,

A handwritten signature in black ink that reads 'Courtney Soale' in a cursive, slightly slanted script.

Courtney Soale
Sr. Manager, Installer Channel Pricing and Analytics