



Castrol WD Communications

May 10th, 2021

## Castrol Automotive & Heavy Duty Pricing Announcement

Dear Valued Customer,

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

Effective July 15, 2021, certain Castrol and BP branded passenger car, commercial and synthetic finished lubricants will have a price increase of up to 10%. These pricing adjustments are primarily attributable to rising costs of raw materials and packaging.

- BMW and EDGE Professional Jaguar Land Rover/Volvo exclusive products are excluded from this pricing action (please see table below).
- ePODS SKUs increase will be effective on August 13, 2021.

Please note the following:

- All orders received after July 14, 2021 will be invoiced at the new price. Orders must be received by BP Lubricants USA Inc. by 5 pm CST on July 14, 2021 to receive the pre-increase price and will be shipped within the standard lead time.
- Castrol reserves the right to limit monthly purchases between May 10 and July 14 to 100% of your average monthly purchases for bulk and packaged lubricants. Average monthly purchases will be based on the preceding months: November 2020 – April 2021. In the event of a shortage of product or raw materials, purchases may be limited to less than 100% of your average monthly purchases.
- A detailed price list by product will be published and communicated in the coming weeks.
- 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 Distributor Business Manager.

Thank you for your continued support.

Best Regards,

A handwritten signature in black ink that reads "Andrew Della Bella".

Andrew Della Bella  
PCO & HD US Distributor Sales Director