



February 21, 2022

UPDATED PRICING INFORMATION

Dear Valued Customer,

The petroleum industry continues to experience unprecedented times regarding allocation, shortages and the rapid escalation of material costs. Due to the continued rising cost of base oils, additives, freight, packaging and other raw materials associated with finished lubricants, we are forced to implement a price increase of up to 15% on all products. This increase will be effective on all orders placed on or after March 14, 2022.

Please note:

- New pricing will be effective for all orders placed on or after March 14, 2022.
- The last day to order at the old price will be Friday March 11, 2022.
- This increase will impact lubricants and chemicals.
- Customers will be restricted to normal purchasing levels.
- Placing large order quantities immediately prior to the price increase date is strongly discouraged and may not be accepted.
- No delayed shipments will be honored and if an order is delayed due to lead times of raw materials, available trucks or delays out of our control the price in effect at time of shipment will be used.

Material supply of every kind continues to tighten and inbound material delays have become normal. We strongly encourage customers to get orders placed as soon as possible, that is the only way we can guarantee product at pre increase price levels. Lead times for outbound finished lubricants will be extended with increased ordering, please plan accordingly. Your Sales Representative will contact you to provide more details as it relates to your business.

North American Lubricants continually works to mitigate cost increases and its impact to your business. We appreciate your business and hope this information provides an understanding of the current market conditions.

Sincerely,

A handwritten signature in black ink, appearing to read "Aaron Read", is positioned above the printed name.

Aaron Read
President
North American Lubricants

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