

February 18, 2022

To Our Valued Customers:

As we continue to find ourselves in the middle of unprecedented times regarding the increased cost of raw materials, while at the same time trying to navigate under the *force majeure* allocations dictated by our raw material suppliers, it is necessary to raise our prices once again, due to the continuing increases of most every raw material that we source, combined with substantial increases in the cost of labor, transportation and insurance.

Effective Monday, March 7, 2022, the price for all Oils, Chemicals, Brake Fluids, Antifreeze, Greases, and all other products for our Brands, as well as for all private labeled products, will increase up to 15 percent. In addition, prices will increase on all Freight Charges, Pallets, Empty Containers, Dunnage and other miscellaneous materials. Your district sales director will be in touch with you shortly to provide you with the increase on each of the products you are purchasing.

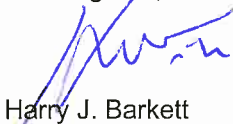
AOCUSA will accept orders subject to any *force majeure* allocation for immediate shipment at the current price so long as AOCUSA receives the new orders on or before the close of business on Sunday, March 6, 2022.

A FRIENDLY REMINDER: Please read the information and changes in our policies below as previously sent to you!!!

As we are on allocation with all of our Suppliers and because the price increases from our Suppliers are immediate and given to us without notice, we will no longer be able to support our past policy of allowing our customers to order 1/12th of their annual purchases at the current price. In the future, any price increase will be effective on all orders placed on or after the day the notice is sent by us via email. Because raw materials are in short supply and lead times have increased dramatically, we will only be able to support the price in effect the day the order is placed if we are able to ship on a timely basis. If we are unable to ship on a timely basis because of long lead times on raw materials or available trucks, containers or container bookings, or any other delay beyond our control, the order will change from the order date price to the price in effect on the ship date.

Please allow us once again to thank you for being such loyal customers over the years. Your satisfaction is very important to us and we hope that we have been successful in providing you with excellent customer service and products. We will make every effort to keep you informed as we all struggle through this difficult period, affecting the entire Global Automotive Industry. As we stated previously, these are truly unprecedented times never seen before in our Company's 119-year history. We sincerely value our relationship with you and thank you for your patience and understanding.

Best regards,



Harry J. Barkett
President
AOCUSA

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