



Lucas Oil Products, Inc.

302 N. Sheridan St. Corona, CA 92878

Toll Free (800) 342-2512 | Fax (951) 270-1902

03/21/2022

RE: Price Increase on Full Line of Lucas Oil Products

Dear Valued Customer,

Our industry is undergoing a very volatile period currently and Lucas Oil presents the information below regarding adjustments coming to our pricing. Lucas Oil strives to be the best partner to our customers so we are going to be as transparent as possible regarding these changes. Lucas Oil has received yet another round of material price increases, most substantially with base oils, additives and transportation. For example, base oils and additives have increased around 20% on a per gallon basis. Furthermore, transportation fees are increasing at an unprecedented rate with Lucas Oil's fleet's bulk diesel price increasing 75% in 45 days. Lucas Oil's adjustment below is a pass-through cost, but please be aware that we did not pass all of the costs to our customers as we are all in this volatile time together.

For competitive reference, there have been more than 32 announced price adjustments from the industry ranging from 8-30%. More specifically, the tier one suppliers of base oils and additives announced the largest increases we have seen in this century including increases to their fees to conduct business with them. You can find a list of announcements at jobbersworld.com.

With that said, Lucas Oil Products has made the difficult decision to have a price adjustment of 5-15% effective on April 19, 2022 on our full line of products. Lucas Oil will be honoring the current prices on all orders made on or before April 18, 2022, but please note, due to supply chain related issues, Lucas Oil may not be able to honor purchase volumes above your account's average order quantity on the most impacted part numbers. Additionally, Lucas Oil has decided to not increase minimum advertised pricing on items that are covered in our Minimum Advertised Price Policy. This decision is based on a desire for stability for our end user customers in the hope that the market will return to normal soon.

Lucas Oil remains committed to offering our customers the best and most innovative products available, while maintaining the quality and service that our customers expect. We thank you in advance for your continued support of Lucas Oil Products. If you have further questions, please do not hesitate to reach out to your Lucas Oil representative or you may contact Customer Service at (951) 270-1298.

Sincerely,

Shane Burns
Vice President of Sales
Lucas Oil Products, Inc.

