



Eli Sarmiento
Manager,
Americas Pricing

Chevron Lubricants
Chevron Products Company
9219 US HWY 42, Suite 290
Prospect, KY 40059
Tel 502-292-0967
Mail to: sarm@chevron.com

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Dear Valued Chevron Lubrication Marketer:

Chevron is announcing a general price increase in the U.S. market of all lubricating oils and greases up to 12% due to increasing costs of raw materials impacting the manufacturing of our products and a coolant price reduction of all concentrated and diluted products up to 9%. This price movement will be effective on June 20, 2022. Specific products may vary in certain instances in amounts outside of the ranges mentioned above.

We understand and appreciate the efforts required by our Marketers to communicate this pricing action to your customers. Our posted price changes by material will be available in Business Point by May 27, 2022.

Please note:

- To manage our order fulfillment and provide the ability to meet the needs of all our customers, we would appreciate it if you placed your orders consistent with historical order patterns. To serve all Marketers, we will be limiting your orders shipped between May 20, 2022, and June 19, 2022, to 100% of your average monthly volume over the last six months (November 1, 2021– April 30, 2022). Marketers that exceed the above limit will be billed at the new posted price levels via debit note for the difference between the current prices and new effective prices as of June 20, 2022.
- Your average monthly volume is defined as your average monthly purchases from November 1, 2021, to April 30, 2022. Details regarding your average monthly volume are available to you through your LBST Customer Sales Associate.
- Please plan accordingly, as large order quantities placed the week before the increase will be reviewed and may not be accepted by Chevron to meet all customers' needs better.
- Please note that orders received prior to the price increase date with ship dates beyond the price increase date will not receive price protection.

The Chevron Lubricants sales staff is committed to meeting your needs. Your Business Consultant will contact you with more details and supporting information.

As always, thank you for your business.

Sincerely,

Eli Sarmiento
Manager, Americas Pricing
Chevron Lubricants