



April 26, 2021

Subject: Eastman Turbo Oils, Skydrol™, and Skykleen™ price increase and pre-buying volume limitation

Dear John Connor / John Vogt - GracoRoberts,

Thank you for your purchases of Eastman Turbo Oil, Skydrol™, and Skykleen™ products. Eastman considers assurance of supply, superior reliability, and high quality the utmost priorities for these products.

Given continued escalating raw material, packaging, and logistics costs, Eastman Chemical Company, through its subsidiaries, is announcing a price increase for its Turbo Oil, Skydrol™, and Skykleen™ products. The new prices will be effective starting June 1, 2021, or as contracts allow.

Effective June 1, 2021*, the following price increase will take effect:

Product	Amount in USD / GL
Eastman Turbo Oils	+ \$ 5.08/GL
Eastman Skydrol™	+ \$2.48/GL
Eastman Skykleen™	+ \$2.48/GL

Quart	24 quarts per case	40 cases or 960 quarts per pallet	6 gallons per case
Gallon	6 gallons per case	36 cases or 216 gallons per pallet	6 gallons per case (Skydrol Products Only)
Pail	-	36 pails per pallet	5 gallons per pail
Drum	-	4 drums per pallet	55 gallons per drum (Skydrol packaged by weight)

* During the course of this price implementation, it is important that we serve all customer needs equitably to ensure business continuity. In order to accomplish this, Eastman is establishing a sales control plan for all customers, where ratability is not specified in the commercial contract. This plan will cap monthly purchases for each customer ship-to location at 105% of their respective 12-month average monthly consumption. This sales control plan is effective immediately and will remain active until the new prices are in effect.

We are committed to serving you Eastman Turbo Oil, Skydrol™, and Skykleen™ products to meet your aviation fluid needs. In addition to assurance of supply, superior reliability, and providing high quality aviation fluids, our commitment extends to offering broader services like prompt support, innovation, and technical assistance across our product portfolio. The escalation of raw material, packaging, and logistics costs have made it necessary to increase prices at this time.

We appreciate the business you have placed with Eastman and look forward to supplying your future needs. Please feel free to contact your Eastman representative with your questions and concerns.

Sincerely,

David Clendenen

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