



BP Lubricants USA Inc.
1500 Valley Road
Wayne, NJ 07470-2040
973.633.2200

March 1, 2021

Dear Valued Customer,

BP Lubricants USA Inc. is committed to providing you with industry leading products, services, and expertise you need.

Effective April 1, 2021, certain Castrol and BP branded metalworking, general industrial, and high performance finished lubricants will have a price increase depending on these product categories:

- Metalworking up to 5%
- General Industrial up to 12%
- High Performance up to 4%

In some instances, price changes for certain products may fall outside of the category percentage amount. These pricing adjustments are primarily attributable to continuous rising costs of base oil, additives, packaging, and transportation.

Please note the following:

- All orders received after March 31, 2021 will be invoiced at the new price. Orders must be received by BP Lubricants USA Inc. before 5 pm central time on March 31, 2021 to receive the pre-increase price and will be shipped within the standard lead time.
- You will receive a detailed price list by product in the coming weeks.
- We will allow pre-buy up to 110% of your normal order volume and pattern for these impacted products until April 1. Orders placed on April 1 and thereafter, or those that exceed 110% of your rolling twelve-month average monthly purchases, will be invoiced with the new prices.
- All other terms and conditions remain unchanged.

As always, we sincerely appreciate and value your business. Should you have any questions, I encourage you to contact your Castrol Account Manager.

Thank you for your continued support.

Best Regards,

Rafael Vecchio
VP Industrial Lubricants, US