



October 25, 2017

Dear Valued Martin Lubricants Customer:

Due to increases in raw materials, including base oil, additives and resin for bottles and pails, it has become necessary to institute a general price increase on all lubricant products in all brands. This increase will also apply to private label lubricants and greases. Prices will increase on most products in the range of 6% to 8% per gallon based on product category.

The price increase will be effective beginning November 20, 2017. All orders received and entered by the close of business on November 17, 2017, for normal delivery lead times will be invoiced at the previous prices. The standard 7-day lead times on deliveries will remain in place during this increase period.

Packaged orders will be limited to 110% of your average purchases over the past 12 months. Information regarding your purchase allocations are available from your Regional Sales Manager.

Actual per gallon increase numbers will be available prior to the November 20, 2017 date. If you have any questions about this increase please contact your Regional Sales Manager or Customer Service at (800) 864-6275.

We appreciate your business.

Best Regards,

A handwritten signature in blue ink, appearing to read "DT", is positioned above the typed name of Doug Towns.

Doug Towns
Vice-President
Martin Lubricants