



September 17, 2020

Dear Valued Martin Lubricants Customer:

Due to recent increases in raw materials including base oils, additives and plastic resin, we are implementing a \$.40 per gallon price increase on all private label, SynGard<sup>®</sup>, Xtreme<sup>®</sup>, and Gard<sup>®</sup> lubricants. This increase will also include a \$.05 per pound increase on Xtreme and SynGard branded greases.

The price increase will be effective beginning October 19, 2020. All orders received and entered by the close of business on October 16, 2020, 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. Some of this price increase will be handled by the elimination of any TVAs that may be in place at the time of the increase.

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.

If you have any questions about this price increase, please contact your Regional Sales Manager or Customer Service at (800) 864-6275. We appreciate your business and hope everyone in your company stays safe and healthy.

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