Arnold Oil Company 1617 E. 6<sup>th</sup> Street Austin Tx. 78702 (512) 476-2401 Fax (512) 476-7711

Ginny Atkinson Williamson County 710 Main Street Georgetown, Texas 78626

Re: Request to increase pricing on Lubricants Contract

01.29.08

Ms. Atkinson,

The rising cost of crude oil has caused all of our Lubricants manufacturers to raise their prices to us.

Because of all of these factors we are asking for an increase in our selling prices to you. I have enclosed a spreadsheet showing our new proposed prices. Please review this and get back to me as soon as you can.

Sincerely,

John Ronshausen General Sales Manager

E-Mail Jronshausen@arnoldoil.com

Product	Current Price	Increase	Future Price
Phillips 66 Super DII 15w40	\$400.62	19.8	\$420.42
Phillips 66 Super DII 15w40	\$40.02	1.8	\$41.82
Phillips 66 80w90 Gear Lube	\$441.56	19.8	\$461.36
Antifreeze Fleet Charge	•	NO CHANGE	
Antifreeze Fleet Charge	•	NO CHANGE	
Castrol TO4 30w 55/1	\$450.91	24.2	\$475.11
Castrol TO4 50w 55/1	\$467.69		\$491.89
Castrol TO4 50w 5/1	\$48.44	2.2	\$50.64
Kendall Synthetic 50w	\$1,153.13	33	\$1,186.13
Castrol Synthetic EP220 Gear Lube 55 gal.	\$1,058.48	33	\$1,091.48
Castrol Synthetic EP220 Gear Lube 5 gal.	\$106.73	3	\$109.73
B.P. Autran Syn 295 TES 55 gal.	\$1,584.50	33	\$1,617.50
B.P. Autran Syn 295 TES 5 gal.	\$154.17	3	\$157.17
Chevron Moly Grease 10/1 Tubes	\$14.74	0.44	\$15.18
Advance Global Premix 55 gal.	\$311.11	NO CHANGE	
Advance Global Premix 1 gal.	\$36.37	NO CHANGE	
Castrol TO4 30w 5 gal.	\$47.44	3	\$50.44
Citgo C500 15w40 12/1 quarts	\$30.76	1.08	\$31.84
Citgo C500 15w40 4/1 gals.	\$61.92	2.16	\$64.08
Citgo CJ4 C600 15w40 5 gal.	\$40.02	1.8	\$41.82
Citgo CJ4 C600 15w40 55 gal.	\$400.62	19.8	\$420.42
Citgo 10w30 5 gal.	\$37.37	1.8	\$39.17
Citgo 10w30 55 gal.	\$363.56	19.8	\$383.36
Citgo AW46 5 gal.	\$30.11	1.8	\$31.91
Citgo AW46 55 gal.	\$289.38	19.8	\$309.18
Citgo AW68 5 gal.	\$30.11	1.8	\$31.91
Citgo AW68 55 gal.	\$289.38	19.8	\$309.18
Motorcraft 5w20 12/1 quarts	\$30.03	2.79	\$32.82
Motorcraft 5w20 55 gal Drums	\$444.40	44	\$488.40
Motorcraft 10w30 Quarts	\$28.73	44	\$72.73
Motorcraft 5w20 Drums	\$444.40	44	\$488.40
Motorcraft 5w20 Quarts	\$30.03	2.79	\$32.82
Motorcraft Mercon 5 55 gal. Drums	\$576.20	27.5	\$603.70
Motorcraft Mercon 5 12/1 quarts	\$35.24	1.68	\$36.92
Kendall Synthetic 50w 5 gal.	\$100.41	3	\$103.41
Phillips 66 15w40 6/1 gallon	\$61.92	2.16	\$64.08
Phillips 66 Tractor Hydraulic 5 gal.	\$36.71	1.8	\$38.51
Phillips 66 Tractor Hydraulic 55 gal.	\$356.57	19.8	\$376.37
Phillips 66 80w90 Gear Oil 5 gal.	\$42.96	1.8	\$44.76

## CITGO Petroleum Corporation November 19, 2007

To: CITGO Customers

Subject: Price Increase January 1, 2008

CITGO will increase prices on all branded, unbranded and private label finished lubricants by 40 cents per gallon or 5 cents per pound effective with shipments occurring on and after January 1, 2008. This price change includes all product categories, all package styles including bulk, and all classes of trade.

Escalation of all product component and associated transportation costs have continued at a rapid pace. Since mid second quarter, all major additive suppliers have increased CITGO's additive costs and an additional round of increases have recently been announced. Moreover, base oil costs have increased significantly since October 1, 2007 and increases in packaging components as well as manufacturing expenses have also been realized. This price increase, while substantial, recovers only a portion of the cost increases that CITGO has incurred.

As mentioned above, new pricing will apply on all orders shipped on and after January 1, 2008. Unfortunately, CITGO is unable to provide price protection on any orders that are not placed within normal lead times and that are inconsistent with individual historical ordering patterns.

Should you have any questions concerning this change, please contact your CITGO sales representative. Thank You.

Sincerely,

Janu C. Smith

James E. Smith CITGO Lubricants





Cathy Crocker Manager, North America Pricing Global Lubricants
Chevron Products Company
6101 Bollinger Canyon Road
San Ramon, CA 94583
Tel 925 790 6912
Fax 925 790 6583
cathycrocker@chevron.com

November 9, 2007

## Dear Valued Chevron Lubrication Marketer:

Chevron Products Company is announcing a general price increase to be effective December 10, 2007. We will increase the prices of lubricating oils by an average of 5% to 9%, and all gear lubes and greases by an average of 3% to 5%. New prices are posted on Chevron Business Point in the Lubricants Pricing section.

The increase is being driven by the continuing rise in the cost of crude oil, which impacts all components in the manufacture and transportation of lubricants and greases.

## Please note:

- Products excluded from the price increase are NGEOs, Delo and Supreme small packs (quarts and gallons).
- The new prices will be effective on December 10, 2007 or on your first full truckload order that exceeds 110% of your average monthly volume from 11/1/06 to 10/31/07, whichever comes first.
- Additional loading slots at plants will not be scheduled beyond normal business hours, therefore
  we ask that you please place your orders consistent with historical order patterns so that we can
  better meet all customer needs.
- Details regarding your average monthly purchases are available to you through your LBC Account Manager.

We hope our customers understand this need for change in these very challenging market conditions. The Chevron Global Lubricants sales staff is committed to meeting our customers' needs, and we urge you to contact us with any questions.

Thank you for your business.

Best Regards,

Cathy Crocker

Pricing Manager - North America

November 29, 2007

«OwnerPrincipal» «Distributor\_Name» «Street\_Address» «City», «State» «Zip\_Code»

Dear «first name»:

Please be advised that BP Lubricants will increase the price on all Passenger Car, Commercial, Industrial, and ancillary products in all package types effective Monday January 28, 2008. The average price increase in each product type will range from 2% to 10%. Actual pricing will vary by sku. Given the current volatility in the market, additional increases should be anticipated.

Orders received through Friday January 25, 2008 will be limited to 110% of average monthly purchases and invoiced at current prices. All orders received by Friday January 25, 2008 will be shipped within the standard lead time. Average monthly purchases will be based on the preceding twelve months. All orders received on or after Monday January 28, 2008 will be invoiced at the new price.

As always, our commitment remains to provide superior products and to work closely with you in the continued development of the business. We very much appreciate your business and continued support.

Sincerely,

Scot Clark General Manager U.S. Distributor Sales