



APACHE OIL CO., INC.



FUEL, LUBRICANTS AND FILTERS FOR INDUSTRY

P.O. BOX 177 • PASADENA, TX 77501 • (281) 487-5400 • FAX (281) 487-7606

Fort Bend County
Purchasing Department
Rosenberg Annex
4520 Reading Road, Suite A
Rosenberg, TX 77471
Attn. Debbie Kaminski CPPB

RE: Bid Number 11-010

March 4, 2011

Mrs. Kaminski:

Please find enclosed our request for price increase consideration on original bid number 11-010. The Group affected by this request is Section 3: Generic.

All lines are affected by this request. The enclosed documentation reflects a manufactures price increase of 15% price increase to our Company. The increase, described in the enclosed documentation is what industry practice refers to as an across the board price increase. The current Global Turmoil has caused crude oil prices to go up over 35% over the past 6 months.

Since the agreement began, we experienced a 12% price increase from the manufacture and did not request an increase from Fort Bend County. Now we are out of options and request that you consider our request.

We are requesting consideration for Section 3: Generic bid number 11-010 to be increased by 15% on all products. This increase is based strictly on the addition of costs from the manufacture, supported by the enclosed documentation.

I thank you in advance for your consideration and your cooperation is greatly appreciated.

Regards,

Tim Smith
(832) 731- 6763

Grease Ultra-Duty EP2							
Description	Lawson Number	Ada Resources	Apache Oil Co.	Brazos Valley Lubricants	Johnson Oil	Pumpelly Oil	Sun Coast Resources
Per Quart							
Per Gallon in 1 Gallon Pail							
Per Gallon in 5 Gallon Pail							
Per Gallon in 55 Gallon Drum							
Per Gallon in Bulk							
Per Tube	7692	\$ 1.57	\$ 2.12	\$ 1.83	\$ 2.3212	\$ 1.53	\$ 2.10
Per 35# Container	7693	\$ 63.00	\$ 61.34	\$ 67.78	\$ 86.8032	\$ 63.75	\$ 75.95
Per 120# Container	7694	\$ 210.00	\$ 210.37	\$ 241.20	\$ 290.1600	\$ 211.00	\$ 258.00

Grease NLGI GC-LB Calcium Sulfonate							
Description	Lawson Number	Ada Resources	Apache Oil Co.	Brazos Valley Lubricants	Johnson Oil	Pumpelly Oil	Sun Coast Resources
Per Quart							
Per Gallon in 1 Gallon Pail							
Per Gallon in 5 Gallon Pail							
Per Gallon in 55 Gallon Drum							
Per Gallon in Bulk							
Per Tube	7695	\$ 2.90					\$ 2.07
Per 35# Container	7696	\$ 109.88					\$ 77.00
Per 120# Container	7697	\$ 371.22					\$ 262.80

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U.S. Base Oil Price Report

By Carolyn L. Green

Customers in the U.S. base oil market were flooded with price increase notices over the past week from Motiva, Holly, Flint Hills Resources, Calumet, ConocoPhillips, ExxonMobil and Paulsboro Refining. Increases ranged between 30 and 62 cents per gallon.

On Friday, Feb. 18, Motiva increased postings on its API Group II Star 3 (70) by 35 cents per gallon. The company's Star 4 (100) went up 43 cents/gal, Star 6 (220) jumped 47 cents/gal and Star 12 (600) moved up by 31 cents/gal. Motiva raised its Group II+ Star 5+ (130 vis) base oil by 47 cents/gal.

Holly said it raised its Group I paraffinic grades on Tuesday, Feb. 22, adding 40 cents/gal on all grades, except 250 vis went up by 45 cents/gal.

FHR told customers that it lifted its Group II 70 and 75 neutrals by 37 cents/gal; 100 by 43 cents/gal; 230 vis by 45 cents/gal; and 600 vis by 35 cents/gal, also effective Tuesday, Feb. 22.

Calumet pushed up its Group I and Group II posted prices, effective today, Feb. 23. The company raised its Group I 700 vis and bright stock by 30 cents/gal. Its Group II 80 vis moved higher by 35 cents/gal, while 100 and 150 vis shot up by 40 cents/gal, and 325 vis was raised 45 cents/gal.

ConocoPhillips plans to raise its Group II paraffinic grades between 33 and 44 cents/gal on Thursday, Feb. 24. Posted prices for neutrals 70 and 80 will go up 37 cents/gal, 110 vis will climb by 43 cents/gal, 225 vis will gain 44 cents/gal and 600 will be hoisted 33 cents/gal. The company also confirmed that Ultra-S Group II+ posted prices are moving up by 47 cents/gal. Group III 4 cSt is going up by 62 cents/gal and 8 cSt will advance by 61 cents/gal. ConocoPhillips markets S-Oil's base stocks in North America.

Direct buyers said that ExxonMobil also plans to raise its Group I American Core grades on Friday, Feb. 25. According to customers, ExxonMobil will boost Group I 100 and 150 by 43 cents/gal; 330 vis will go up by 40 cents/gal; 600 vis will increase by 30 cents/gal; while bright stock will shift higher by 40 cents/gal. Details for the company's Group II+ EHC 45 (110 vis) and EHC 60 (190 vis) could not be confirmed.

Paulsboro Refining Co. (PRC) alerted its buyers of planned posted price hikes coming Wednesday, March 2. The company will up its 100 and 165 neutrals by 43 cents/gal, its 500 and 700 vis by 30 cents/gal, and bright stock by 40 cents/gal.

Chevron and SK have yet to follow these moves, but sources close to the companies indicate that they are bracing for news of higher prices to emerge from these two as well.

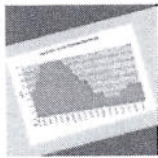
In upstream news, crude oil prices surged to new highs this week, rising beyond the \$94/barrel level during intra-day trade on Tuesday on the heated political situation in Libya. Brent crude approached the \$110 per barrel level.

According to unnamed sources, Libya declared force majeure on all oil exports. Force majeure allows producers to miss contractual obligations because of circumstances beyond their control.

In a statement released its website on Tuesday, the Paris-based International Energy Agency said that "the IEA stands ready, as always, to make oil available to the market in the event of a major supply disruption if alternative supplies cannot be made available via normal market mechanisms."

ExxonMobil
Basestocks

5th - 7th APRIL 2011
MOSCOW



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ISSUE ARCHIVE

February 16,
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Allegheny Petroleum Products Co.
999 Airbrake Ave.
Wilmerding, PA 15148
412-829-1990 Fax: 412-829-1956



PRICE CHANGE NOTICE

February 25, 2011

Dear Valued Allegheny Petroleum Customer:

Allegheny Petroleum Products Company is announcing a price increase effective with all orders shipped on or after March 14, 2011. Orders shipped before the scheduled increase will be limited to 150% of average monthly purchases, based on the previous 12 months history.

PRICES WILL BE INCREASED AS FOLLOWS:

ALL BULK LUBRICANTS (EX. SYNTHETICS)	\$0.60 per gallon
ALL BULK SYNTHETIC LUBRICANTS	\$0.80 per gallon
ALL GREASES	\$0.08 per pound

This increase is necessary due to the increased costs of raw materials used in the manufacturing of finished lubricants. Thank you for your continued business and understanding during the highly volatile market conditions we continue to experience. If you have any questions, please contact your Sales Representative.

Sincerely,

A handwritten signature in cursive script that reads 'James L. Kudis'.

James L. Kudis
Vice President



PACKAGING DIVISION
484 E. 6TH STREET
SMACKOVER, AR 71762

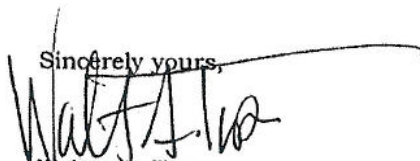
February 25, 2011

Dear Cross Lubricant Marketer:

Due to the continued instability in the global economy, the price of crude oil and other petrochemicals has continued to rise at an extraordinary rate. Base oils, additives and transportation cost are no exception to this upward trend. In order to absorb these increases, Cross Packaging will raise prices by 10-15% on all products as follows:

- Bulk lubricants- Orders placed on or before March 11, 2011 and for immediate shipment, will be invoiced at current prices.
- Packaged lubricants- Orders placed on or before March 31, 2011 and for immediate shipment, will be invoiced at current pricing.
- Monthly quantities of product purchased prior to the price increase will be limited to 120% of your average monthly purchases during the previous 12 months.
- Cross Packaging reserves the right to cancel any orders exceeding 120% of previous 12-month average.
- Information about average monthly purchases is available through your Regional Sales Manager.
- Standard lead times will apply to all orders placed during this period.

We appreciate and value the business that we share and are committed to keeping all our customers competitive in a rapidly changing market. Please contact us at 1-800-864-6275 if you have any questions.

Sincerely yours,

Walter A. Tyson
Vice President of Packaging



February 25, 2011

Dear Valued Customer:

Due to increases of raw materials used in the manufacturing of finished lubricants, we are forced to announce a price increase on Super S, Sureguard, TriStar, Custom Plus and all other private label brands. The increase details are outlined below.

Orders are limited to 100% of average monthly purchases based on the previous 12 months history, and all orders must ship within normal lead time. **This allocation will be strictly enforced and starts based on orders placed on or after February 21, 2011.**

THE INCREASE WILL BE AS FOLLOWS; EFFECTIVE WITH ORDERS PLACED ON OR AFTER MARCH 20, 2011

BULK LUBRICANTS (excluding full synthetics)	\$0.60 per gallon
SYNTHETIC BULK LUBRICANTS (excluding gear oil)	\$0.80 per gallon
PACKAGED LUBRICANTS (excluding full synthetics)	\$0.60 per gallon
FULL SYNTHETIC PACKAGED LUBRICANTS (excluding gear oil)	\$0.80 per gallon
DEXOS PACKAGED LUBRICANTS	\$2.00 per gallon
ALL BRAKE FLUID	\$0.50 per gallon
ALL GREASE	\$0.08 per pound
POUR IN CHEMICALS	\$0.08 per unit
CHARCOAL LIGHTER FLUID, SOLVENTS, PURPLE DEGREASER EXCLUDING -Windshield Wash, and Diesel Exhaust Fluid.	\$0.50 per gallon

Please know that this increase is strictly due to the increased costs of raw materials used in the manufacturing of finished lubricants. Documentation can be provided to support these amounts upon request. Smitty's Supply, Inc. will continue to work hard to keep all increases to a minimum.

Thank you for your business and continued support, if you have any questions please contact your Sales Representative.

Sincerely,

Smitty's Supply, Inc. Management



Tel: 800-256-7575 • Fax: 985-748-3004 • www.smittysinc.net



Smitty's Supply, Inc. • PO Box 530, 63399 Hwy 51 N • Roseland, LA 70456

CAM2[®] INTERNATIONAL, LLC

PRICE CHANGE NOTICE

BULK - EFFECTIVE WITH ORDERS PLACED AFTER MARCH 12, 2011
PACKAGE - EFFECTIVE WITH ORDERS PLACED AFTER APRIL 1, 2011

February 25, 2011

Dear Valued Customer:

CAM2 is announcing a price increase according to the following schedule and conditions:

- ! New prices will be in effect on all bulk orders placed after March 12, 2011
- ! New prices will be in effect on all packaged orders placed after April 1, 2011
- ! Bulk Orders placed **on or before** March 12, 2011 must be shipped by March 23, 2011.
- ! Packaged orders placed **on or before** April 1, 2011 must be shipped by April 15, 2011. No **DELAYED SHIP DATES** will be honored.
- ! Orders placed before the price increase will be limited to 150% for Bulk and 110% for Packaged of the last 6 months average monthly purchases. (August 2010 to January 2011).

PRICES WILL BE INCREASED AS FOLLOWS:

ALL BULK LUBRICANTS (EXCLUDING FULL SYNTHETIC)	\$0.60 PER GALLON
ALL BULK FULL SYNTHETIC LUBRICANTS	\$0.80 PER GALLON
ALL PACKAGED LUBRICANTS (EXCLUDING FULL SYNTHETIC)	\$0.60 PER GALLON
ALL PACKAGED FULL SYNTHETIC LUBRICANTS	\$0.80 PER GALLON
ALL BRAKE FLUID	\$0.50 PER GALLON
ALL GREASES	\$0.08 PER POUND
SAFETY SOLVENT	\$0.50 PER GALLON
ALL POUR CHEMICALS	\$0.08 PER UNIT
ANTIFREEZE - CONSULT YOUR SALES REPRESENTATIVE	MARCH 1, 2011 INCREASE

Note that we will do our best to meet typical lead times on orders but please understand there will be an overload of orders so plan accordingly.

Thank you for your continued business and your understanding in this highly volatile market where raw material and freight costs continue to escalate. If you have any questions, please contact your Sales Representative.

Sincerely,

Jack

Jack Baker
President