



May 17, 2011

Debbie Kaminski, CPPB

Assistant County Purchasing Agent

Fort Bend County, Rosenberg Annex

4520 Reading Road, Suite A

Rosenberg, TX 77471

RE: Fort Bend County Bid 11-010 – Oil & Lubricants

Dear Debbie:

This letter is to notify you that due to multiple oil price increases from our supplier, ConocoPhillips, we need to increase prices pending commissioners' approval. February 1, 2011 and April 19, 2011 were the dates of our price increases from ConocoPhillips

We have attached the a copy of ConocoPhillips price increase, and the county's new prices

Please do not hesitate to call if you need any more information.

Thank you,

A handwritten signature in blue ink, appearing to read "Jim Smith".

Jim Smith

President

ADA Resources, INC.

Fort Bend County Bid 11-011

ADA Resources, INC.

Section 2 ConocoPhillips

5/17/2011

Description	U/M	Current Price	Revised Price	Dollar difference	% Increase
5w20	quart	\$1.94	\$2.23	\$0.29	15%
5w20	55 gallon drum	\$6.91	\$8.08	\$1.17	17%
5w20	bulk	\$6.51	\$7.62	\$1.11	17%
5w30	quart	\$1.92	\$2.20	\$0.28	15%
5w30	55 gallon drum	\$6.91	\$7.95	\$1.04	15%
5w30	bulk	\$6.51	\$7.49	\$0.98	15%
10w30	quart	\$1.92	\$2.20	\$0.28	15%
10w30	55 gallon drum	\$6.71	\$7.72	\$1.01	15%
10w30	bulk	\$6.31	\$7.26	\$0.95	15%
10w40	quart	\$2.04	\$2.35	\$0.31	15%
10w40	55 gallon drum	\$7.60	\$8.74	\$1.14	15%
10w40	bulk	\$7.20	\$8.28	\$1.08	15%
15w40 CI-4	quart	\$2.01	\$2.35	\$0.34	17%
15w40 CI-4	1 gallon pail	\$8.02	\$9.38	\$1.36	17%
15w40 CI-4	5 gallon pail	\$7.30	\$8.54	\$1.24	17%
15w40 CI-4	55 gallon drum	\$6.70	\$7.84	\$1.14	17%
15w40 CI-4	bulk	\$6.35	\$7.43	\$1.08	17%
15w40 CJ-4	quart	\$2.27	\$2.66	\$0.39	17%
15w40 CJ-4	1 gallon pail	\$8.74	\$10.23	\$1.49	17%
15w40 CJ-4	5 gallon pail	\$7.95	\$9.30	\$1.35	17%
15w40 CJ-4	55 gallon drum	\$7.35	\$8.60	\$1.25	17%
15w40 CJ-4	bulk	\$6.95	\$8.13	\$1.18	17%
SAE 10W	5 gallon pail	\$7.20	\$8.35	\$1.15	16%
SAE 10W	55 gallon drum	\$6.60	\$7.66	\$1.06	16%
SAE 10W	bulk	\$6.45	\$7.48	\$1.03	16%

Fort Bend County Bid 11-011

Section 2 ConocoPhillips

ADA Resources, INC.

5/17/2011

Description	U/M	Current Price	Revised Price	Dollar difference	% Increase
SAE 30W	quart	\$1.99	\$2.31	\$0.32	16%
SAE 30W	5 gallon pail	\$7.45	\$8.64	\$1.19	16%
SAE 30W	55 gallon drum	\$6.85	\$7.95	\$1.10	16%
SAE 30W	bulk	\$6.70	\$7.77	\$1.07	16%
SAE 40W	quart	\$2.15	\$2.49	\$0.34	16%
SAE 40W	5 gallon pail	\$7.55	\$8.76	\$1.21	16%
SAE 40W	55 gallon drum	\$6.95	\$8.06	\$1.11	16%
SAE 40W	bulk	\$6.80	\$7.89	\$1.09	16%
SAE 50W	5 gallon pail	\$7.55	\$8.83	\$1.28	17%
SAE 50W	55 gallon drum	\$6.95	\$8.13	\$1.18	17%
SAE 50W	bulk	\$6.80	\$7.96	\$1.16	17%
SAE 50 Heavy Duty Train	5 gallon pail	\$8.20	\$9.59	\$1.39	17%
SAE 50 Heavy Duty Train	55 gallon drum	\$7.60	\$8.89	\$1.29	17%
SAE 50 Heavy Duty Train	bulk	\$7.43	\$8.69	\$1.26	17%
Synthetic Transoil 50	5 gallon pail	\$22.40	\$26.21	\$3.81	17%
Synthetic Transoil 50	55 gallon drum	\$22.90	\$26.79	\$3.89	17%
Super ATF	quart	\$1.98	\$2.28	\$0.30	15%
Super ATF	5 gallon pail	\$7.05	\$8.25	\$1.20	17%
Super ATF	55 gallon drum	\$6.70	\$7.84	\$1.14	17%
Super ATF	bulk	\$6.30	\$7.37	\$1.07	17%
Mercon V	quart	\$2.30	\$2.65	\$0.35	15%
Mercon V	5 gallon pail	\$9.00	\$10.53	\$1.53	17%
Mercon V	55 gallon drum	\$8.65	\$10.12	\$1.47	17%
Mercon V	bulk	\$8.25	\$9.65	\$1.40	17%
Hydraulic 46	5 gallon pail	\$6.05	\$7.08	\$1.03	17%
Hydraulic 46	55 gallon drum	\$5.45	\$6.38	\$0.93	17%
Hydraulic 46	bulk	\$5.30	\$6.20	\$0.90	17%

Fort Bend County Bid 11-011

Section 2 ConocoPhillips

ADA Resources, INC.

5/17/2011

Description	U/M	Current Price	Revised Price	Dollar difference	% Increase
Hydraulic 68	5 gallon pail	\$6.30	\$7.37	\$1.07	17%
Hydraulic 68	55 gallon drum	\$5.70	\$6.67	\$0.97	17%
Hydraulic 68	bulk	\$5.50	\$6.44	\$0.94	17%
Hydraulic/Tractor Fluid	5 gallon pail	\$7.00	\$8.19	\$1.19	17%
Hydraulic/Tractor Fluid	55 gallon drum	\$6.40	\$7.49	\$1.09	17%
Hydraulic/Tractor Fluid	bulk	\$6.00	\$7.02	\$1.02	17%
Grease NLGL GC-LB	Tube	\$1.92	\$2.25	\$0.33	17%
Grease NLGL GC-LB	35lb pail	\$83.30	\$97.46	\$14.16	17%
Grease NLGL GC-LB	120lb keg	\$273.60	\$320.11	\$46.51	17%
85w140	35lb pail	\$38.85	\$45.46	\$6.61	17%
85w140	120lb keg	\$123.60	\$144.61	\$21.01	17%

Fort Bend County Bid 11-011

Section 3 Generic

ADA Resources, INC.

5/17/2011

Description	U/M	Current Price	Revised Price	Dollar difference	% Increase
Antifreeze Concentrated	1 gallon pail	\$9.75	\$9.75	\$0.00	0%
Antifreeze Concentrated	55 gallon drum	\$6.50	\$7.61	\$1.11	17%
Grease Ultra-Duty EP2	Tube	\$1.57	\$1.84	\$0.27	17%
Grease Ultra-Duty EP2	35lb pail	\$63.00	\$73.71	\$10.71	17%
Grease Ultra-Duty EP2	120lb keg	\$210.00	\$245.70	\$35.70	17%

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Gary Balzhiser
Manager, Commercial Lubricants
ConocoPhillips Company
600 North Dairy Ashford
Houston, TX 77079-1175

December 21, 2010

Dear ConocoPhillips Lubricants Marketer,

Effective Tuesday, February 1, 2011, ConocoPhillips Lubricants will raise prices for finished lubricant products 5 - 8% depending on product-specific factors. In certain circumstances, prices for specific products may change in amounts that fall outside of this general increase. This increase is being driven by recent increases in base oil, additives and packaging costs that have occurred despite our best efforts to limit their impact on our product manufacturing.

We realize this price increase impacts both you and your customers. The advance notice provided is intended to allow reasonable time for you to communicate, as needed, to your customers. Segment-specific price increases will be provided the week of January 4, 2011. New customer-specific prices and list prices incorporating this increase will be available for download on [Lubestream](#) shortly thereafter.

We expect increased demand prior to the price change date. To manage a reasonable order fulfillment process, we will limit the volume Marketers can purchase at the "old" lower price to 110% of their Base Volume. Base Volume for purposes of this price increase is defined below on [page 2](#). Please note that we will not provide additional shifts or load slots beyond our normal scheduling and business hours. Since load slots are limited, we encourage Marketers to place orders as soon as possible and keep changes to a minimum. Order changes can affect a plant's ability to meet requested ship dates and optimize blend schedules.

ConocoPhillips Lubricants remains committed to providing our customers with high quality products at competitive prices.

As always, we thank you for your continued business, support and understanding.

Sincerely,

A handwritten signature in black ink, reading "Gary Balzhiser". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Gary Balzhiser
Manager, Commercial Lubricants

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Marketer Base Volume and Loading Policy Adherence

Base Volume Calculation

We expect increased demand prior to the price change. In order to ensure a fair order fulfillment process, we will limit the volume Marketers can purchase at the "old" or lower price to 110% of their Base Volume. Individual Base Volumes will be calculated by comparing the average monthly volume for the previous 12 months (January 2010 – December 2010) to the average monthly volume for the previous three months of October 2010 – December 2010. The higher of these two monthly average calculations will determine the individual Base Volume. The Base Volume numbers will then be increased 10% to arrive at an Adjusted Base Volume.

Adjusted Base Volume on Lubestream

The Adjusted Base Volume will be posted on the secure Marketer section of Lubestream. We will also provide specific order numbers, volumes and requested ship dates that will be used to track cumulative order volume against the Adjusted Base Volume. Any orders shipping on or after December 21, 2010, and orders with a requested ship date after December 21, 2010, but before February 1, 2011, will be shown and debited against the Adjusted Base Volume. By providing this detail on Lubestream, Marketers will have the information needed to monitor orders against their Adjusted Base Volume. Marketers are responsible for knowing how their order volumes compare to their Adjusted Base Volume.

Base Volume & Prices

Marketers may purchase products up to their Adjusted Base Volume and be invoiced at the old price if shipped prior to February 1, 2011. Any Marketers' orders shipped prior to February 1 that exceed their Adjusted Base Volume will be invoiced at the new price. **New pricing will apply to all products shipped on or after February 1, 2011, regardless of when the order was placed.**

Plant Demand

Depending on the overall demand placed on a plant, orders requested for shipment prior to February 1, 2011, may not ship as requested. In anticipation of increased demand and loading times becoming full, we encourage Marketers to place orders as early as possible and keep changes to a minimum. Order changes can impact a plant's ability to meet requested ship dates and short term product availability.

For the benefit of all customers, Marketers are required to honor the terms of the order/change policy within ConocoPhillips Lubricants' Loading Policy. A copy of the ConocoPhillips Lubricants' Loading Policy is posted on Lubestream in the Logistics section.

If you have any questions about your Base Volume or this price change process, please contact your Marketer Sales Representative.

This message was intended for: Roger.D.Scheller@conocophillips.com
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Gary Balzhiser
Manager, Commercial Lubricants
ConocoPhillips Company
600 North Dairy Ashford
Houston, TX 77079-1175

March 14, 2011

Dear ConocoPhillips Lubricants Marketer,

Effective Tuesday, April 19, 2011, ConocoPhillips Lubricants will raise prices for finished lubricant products 9% depending on product-specific factors. In certain circumstances, prices for specific products may change in amounts that fall outside of this general increase. This increase is being driven by recent increases in raw material costs that have occurred despite our best efforts to limit their impact on our product manufacturing.

We realize this price increase impacts both you and your customers. The advance notice provided is intended to allow reasonable time for you to communicate, as needed, to your customers. Segment-specific price increases will be provided the week of March 28, 2011. New customer-specific prices and list prices incorporating this increase will be available for download on [Lubestream](#) shortly thereafter.

We expect increased demand prior to the price change date. To manage a reasonable order fulfillment process, we will limit the volume Marketers can purchase at the "old" lower price to 110% of their Base Volume. Base Volume for purposes of this price increase is defined below on [page 2](#). Please note that we will not provide additional shifts or load slots beyond our normal scheduling and business hours. Since load slots are limited, we encourage Marketers to place orders as soon as possible and keep changes to a minimum. Order changes can affect a plant's ability to meet requested ship dates and optimize blend schedules.

ConocoPhillips Lubricants remains committed to providing our customers with high quality products at competitive prices.

As always, we thank you for your continued business, support and understanding.

Sincerely,

A handwritten signature in black ink, appearing to read "Gary Balzhiser". The signature is fluid and cursive, with the first and last names being more prominent.

Gary Balzhiser
Manager, Commercial Lubricants

-- Page 2 --

Marketer Base Volume and Loading Policy Adherence

Base Volume Calculation

We expect increased demand prior to the price change. In order to ensure a fair order fulfillment process, we will limit the volume Marketers can purchase at the "old" or lower price to 110% of their Base Volume. Individual Base Volumes will be calculated by comparing the average monthly volume for the previous 12 months (March 2010 – February 2011) to the average monthly volume for the previous three months of December 2010 – February 2011. The higher of these two monthly average calculations will determine the individual Base Volume. The Base Volume numbers will then be increased 10% to arrive at an Adjusted Base Volume.

Certain products are not included in the Base Volume calculations. Private label, Hydraulic AW and other specific products are excluded.

Adjusted Base Volume on Lubestream

The Adjusted Base Volume will be posted on the secure Marketer section of Lubestream. We will also provide specific order numbers, volumes and requested ship dates that will be used to track cumulative order volume against the Adjusted Base Volume. It is the Marketers responsibility to understand their Base Volume calculations once posted on Lubestream. Please contact your Marketer Sales Representative with any questions about Base Volume calculations within three business days after they are posted on Lubestream. Any orders shipping on or after March 14, 2011, and orders with a requested ship date after March 14, 2011, but before April 19, 2011, will be shown and debited against the Adjusted Base Volume. By providing this detail on Lubestream, Marketers will have the information needed to monitor orders against their Adjusted Base Volume. Marketers are responsible for knowing how their order volumes compare to their Adjusted Base Volume.

Base Volume & Prices

Marketers may purchase products up to their Adjusted Base Volume and be invoiced at the "old" price if shipped prior to April 19, 2011. Any Marketers' orders shipped prior to April 19, 2011 that exceed their Adjusted Base Volume will be invoiced at the new price. **New pricing will apply to all products shipped on or after April 19, 2011, regardless of when the order was placed.**

Plant Demand

Depending on the overall demand placed on a plant, orders requested for shipment prior to April 19, 2011, may not ship as requested. In anticipation of increased demand and loading times becoming full, we encourage Marketers to place orders as early as possible and keep changes to a minimum. Order changes can impact a plant's ability to meet requested ship dates and short term product availability, affecting our ability to meet the needs of all customers.

For the benefit of all customers, Marketers are required to honor the terms of the order/change policy within ConocoPhillips Lubricants' Loading Policy. A copy of the ConocoPhillips Lubricants' Loading Policy is posted on Lubestream in the Logistics section.

If you have any questions about your Base Volume or this price change process, please contact your Marketer Sales Representative.

This message was intended for: lubcentralreg@conocophillips.com
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