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 1890 Swisco Rd | Sulphur LA 70665 | Phone: 337-625-1117 | Fax: 337-625-1151
 101 E Oak Avenue | Eunice LA 70535 | Phone: 337-457-2969 | Fax: 337-457-2966
 16450 Lee Rd | Humble TX 77369 | Phone: 281-272-0115 | Fax: 281-921-0153



Fort Bend County
 Purchasing Department
 Rosenberg Annex
 4520 Reading Road, Suite A
 Rosenberg, Texas 77471

June 1, 2011

Per Pumpelly Oil Company contract with Fort Bend County Bid 11-010, 1.0 General Requirements: 1.35 Escalation Clause. Pumpelly Oil Company is increasing the contract price for awarded items. I have attached a copy of price increase from Pumpelly's supplier as proof of increase.

<u>Product</u>	<u>Lawson No.</u>	<u>Package Size</u>	<u>County Cost 09/07/2010</u>	<u>% Increase</u>	<u>% Increase</u>	<u>% Increase</u>	<u>County Cost 6/1/2011</u>	
1.COP Synthetic Transoil 50	5381	Bulk	\$25.85 Gallon	8	9	8	\$ 32.31	Max 25%
2.COP Super ATF	5385	Bulk	\$6.30 Gallon	8	8	9	\$ 7.88	Max 25%
3.COP Gear Oil 85W-140		5# container	\$40.95 Container	8	8	9	\$ 51.19	Max 25%
4.Antifreeze,Concentrate	7686	1 gallon	\$6.40 Gallon	\$ 0.50	\$ 0.50	\$ 2.00	\$8.00	Max 25%
4.Antifreeze,Concentrate	7687	55 Gallon Drum	\$6.60 Gallon	\$ 0.50	\$ 0.50	\$ 2.00	\$8.25	Max 25%
4.Dex-Cool Antifreeze,Concentrate	7688	1 gallon	\$6.40 Gallon	\$ 0.50	\$ 0.50	\$ 2.00	\$8.00	Max 25%
4.Dex-Cool Antifreeze,Concentrate	7689	55 Gallon Drum	\$6.60 Gallon	\$ 0.50	\$ 0.50	\$ 2.00	\$8.25	Max 25%
4.Multi-Vehicle Antifreeze,Concentrate	7690	1 gallon	\$6.40 Gallon	\$ 0.50	\$ 0.50	\$ 2.00	\$8.00	Max 25%
4.Multi-Vehicle Antifreeze,Concentrate	7691	55 Gallon Drum	\$6.60 Gallon	\$ 0.50	\$ 0.50	\$ 2.00	\$8.25	Max 25%

Thank You,

Crayton Nelson
 Manager Refined Fuels Gulf Coast
 Pumpelly Oil Company

Subject: FW: ConocoPhillips Lubricants :: Pricing Change

If your email client is having problems displaying this message, [view it online](#).



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

May 12, 2011

Dear ConocoPhillips Lubricants Marketer,

Effective Monday, June 13, 2011, ConocoPhillips Lubricants will raise prices for finished lubricant products 7-8% depending on product-specific factors. In certain circumstances, prices for specific products may change in amounts that fall outside of this general range. 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 May 23, 2011. New customer-specific prices and list prices incorporating this increase will be available for download on [Lubestream](#) shortly thereafter.

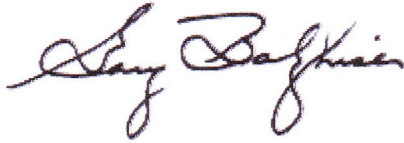
We expect increased demand prior to the price change date. To manage a reasonable order fulfillment process, we will limit the volume Marketers can purchase at the "old" lower price to 110% of their Base Volume. Base Volume for purposes of this price increase is defined below on [page 2](#). Please note 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.

Also, in order to fairly meet the needs of all customers, we ask that Marketers place orders consistent with the historical needs of their customers. **ConocoPhillips Lubricants reserves the right to limit purchases of any product if deemed to be excessive.**

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,



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 based on the average monthly volume purchased during the period January 1, 2010 through December 31, 2010. To this number, if applicable, we will add estimated deliveries made to Honda dealerships. Estimated Honda deliveries will be based on average buyback submittals processed during the period January 1, 2011 through April 30, 2011. The sum of these numbers will be adjusted upward by 110% to arrive at 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 Marketer's responsibility to understand their Base Volume calculation 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 May 13, 2011, and orders with a requested ship date after May 13, 2011, but before June 13, 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.

Note: The order date in Lubestream is not necessarily a confirmed order date. Marketers are responsible for knowing how their order volumes compare to their Adjusted Base Volume and whether their requested order date has been accepted by the plant.

Base Volume & Prices

Marketers may purchase products up to their Adjusted Base Volume and be invoiced at the "old" price if shipped prior to June 13, 2011. Any Marketers' orders shipped prior to June 13, 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 June 13, 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 June 13, 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: rsherer@pumpelly.com
Click here to [Unsubscribe](#)

Subject: FW: ConocoPhillips Lubricants :: Price Adjustment - Effective April 19, 2011

If your email client is having problems displaying this message, [view it online](#).



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 that reads "Gary Balzhiser".

Gary Balzhiser

-- 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 [Ceresol's Lubricant Loading Policy](#). A copy of the [Ceresol's Lubricant Loading Policy](#)

Crayton Nelson

From: Crayton Nelson
Sent: Tuesday, December 21, 2010 12:24 PM
To: Crayton Nelson
Subject: FW: ConocoPhillips Lubricants :: Price Adjustment - Effective February 1, 2011



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, appearing to read 'Gary Balzhiser', written in a cursive style.

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 (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.**

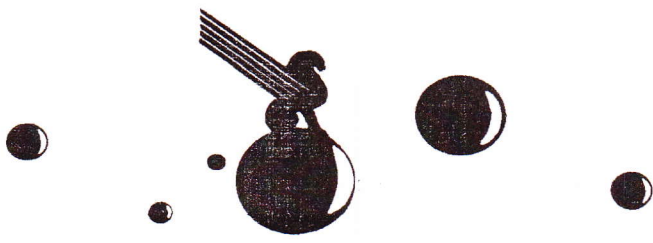
Plant Demand

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: glenn@pumpelly.com
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OLD WORLD INDUSTRIES, LLC
4065 COMMERCIAL AVENUE
NORTHBROOK, ILLINOIS 60062-1851
847-559-2000 • FAX 847- 559-2021

March 3, 2011

Mr. Jay Hurt
The Hurt Company
3310 Alice
Houston, TX 77021-4604

Dear Jay:

RE: Propylene Glycol Antifreeze / Coolant Price Announcement

The propylene glycol market is much smaller than the ethylene glycol market and can be more easily affected by supply and demand changes. Thus, due to large demand for PG-based wing deicer over the winter and some operational issues in production, the supply /demand balance for PG has tightened considerably. Propylene glycol prices are up \$0.21 per pound since October.

As a result of these increased propylene glycol costs, Old World Industries is announcing a price increase of **\$2.00 per gallon** (\$1.00 per gallon for 50/50 prediluted coolant) on all orders shipped on or after **March 10, 2011** on all brands of propylene glycol based antifreeze and coolant. At this time we do not anticipate product availability issues, but Old World reserves the right to limit orders based on product availability. We will continue to require a lead-time of ten (10) business days from the order date to the required delivery date or customer pickup date for all orders.

If you have any questions or need further information about current market conditions, please do not hesitate to call your Old World salesperson. We appreciate your continued support and understanding.

Sincerely yours,

OLD WORLD INDUSTRIES, LLC

Jerry T. Riccioni
Senior Vice President, Retail Sales

Kal Mahmood
Senior Vice President, Commercial & OEM Sales

JTR:clb

Crayton Nelson

From: cbarber@oldworldind.com
Sent: Wednesday, December 15, 2010 8:36 AM
To: Ron Sherer
Subject: Antifreeze Price Increase -- Effective 1/3/11

Dear Mr. Ron Sherer,

Ethylene glycol supply demand balances continue to tighten and prices rise as a result of increased polyester demand (in part, due to the cotton shortage) and rising raw material costs (i.e., oil and naphtha). Glycol producers have announced MEG price increases for December ranging from \$0.05 to \$0.08 per pound.

As a result of these increased glycol costs, Old World Industries is announcing a price increase of \$0.50 per gallon (\$0.25 per gallon for 50/50 prediluted coolant) on all orders shipped on or after January 3, 2011 on all brands of ethylene glycol based antifreeze and coolant. At this time we do not anticipate product availability issues, but Old World reserves the right to limit orders based on product availability. We will continue to require a lead-time of ten (10) business days from the order date to the required delivery date or customer pickup date for all orders.

If you have any questions or need further information about current market conditions, please do not hesitate to call your Old World salesperson. We appreciate your continued support and understanding.

Sincerely yours,
Kal Mahmood
Senior Vice President, Commercial & OEM Sales

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Crayton Nelson

From: cbarber@oldworldind.com
Sent: Friday, November 12, 2010 11:00 AM
To: Ron Sherer
Subject: Antifreeze Price Increase -- Effective 12/1/10

Dear Mr. Ron Sherer,

Glycol demand continues to outpace supply around the world. Poor cotton crops worldwide have shifted demand to polyester for clothing, which in turn raises demand for ethylene glycol to produce polyester. On the supply side, two major producers remain on allocation; and higher prices for glycol in Europe than the U.S. have diverted spot supplies to that region. This further tightening of the supply/demand balance, coupled with higher glycol prices in Asia and Europe, are forcing increases in glycol prices in the U.S.

As a result of these increased glycol costs, Old World Industries is announcing a price increase of \$0.50 per gallon (\$0.25 per gallon for 50/50 prediluted coolant) on all orders shipped on or after December 1, 2010 on all brands of ethylene glycol based antifreeze and coolant. At this time we do not anticipate product availability issues, but Old World reserves the right to limit orders based on product availability. We will continue to require a lead-time of ten (10) business days from the order date to the required delivery date or customer pickup date for all orders.

If you have any questions or need further information about current market conditions, please do not hesitate to call your Old World salesperson. We appreciate your continued support and understanding.

Jerry Riccioni
Senior Vice President, Retail Sales
& OEM Sales

Kal Mahmood
Senior Vice President, Commercial

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