



August 2011

Keith Schmidt
Schmidt & Sons, Inc.
2510 Church Street
Gonzales, TX 78629

Wayne Ederer
Manager -
Lubrication Marketer, Sales

North America Lubricants
Chevron Products Co.
55 South Main St., Suite 390
Naperville, Illinois 60564
Tel 630 388 4004
WayneEderer@chevron.com

Dear Keith,

We would like to congratulate Schmidt & Sons, Inc. as a 2011 Signature Class Lubrication Marketer. This achievement places your company among a select group of marketers who have chosen to align their business with ours.

As a Signature Class Lubrication Marketer you have demonstrated your commitment to the Chevron brands and a passion to win. Along with being part of the strongest partnership in the industry, Signature Class Lubrication Marketers benefit by receiving a higher payout of Business Development funds, dedicated resources from Chevron Products Co., and servicing direct accounts.

Chevron Products Co. is proud to recognize your achievement as a Signature Class Lubrication Marketer with the enclosed Chevron Signature Class Lubrication Marketer clock to show off your status. You will also be receiving your 2011 Signature Class plaque soon.

Additionally, we encourage you to review the Quick Reference Guide enclosed. You will find the 2012 certification criteria and sources for Signature Class information within this brochure. Please also check out the Signature Class web pages within Chevron Business Point (Resources & Community).

Thank you for your continued partnership.

Best Regards,