



Shell Lubricants
150 N. Dairy Ashford Rd.
Houston, TX 77079

March 29, 2019

Dear Valued Customer:

Effective May 6th, 2019, SOPUS Products will implement a price increase of up to 6% on finished lubricants. In certain instances, the effective date and/or the amount of the price change may fall outside of these parameters. This adjustment is due in part to increasing costs of raw materials used in the production and delivery of our products. SOPUS Products maintains the right to limit or allocate customer purchase quantities to the SKU level at our discretion to ensure equal supply opportunity across our customer base.

To ensure equal supply opportunity and provide timely order delivery SOPUS Products also reserves the right to cancel any orders exceeding **100%** of the customer's monthly average over the last 12 months. This volume allocation will be split into two order periods – March 29th to April 17th and April 18th to May 6th. Sales control volume will be by product line of business. Any large order quantities placed just prior to the price increase implementation date are strongly discouraged. Your SOPUS sales representative will be contacting you to review these details.

Please note:

- Orders received after the standard order cutoff time (4 p.m. local customer time) on May 5th, 2019, will receive the new pricing.
- Orders must be for immediate shipment and confirmed for shipment to be valid. The requested delivery date cannot exceed the normal lead-time for any item on the order.
- Further, please be advised that acceptance of a purchase order will be effective upon all of the following conditions being met: 1) assignment of a reference number by SOPUS Products; 2) availability and shipment of product; and 3) issuance of a bill of lading or shipping notification evidencing shipment of product. Invoicing price is the price in effect at the time of order.

Your SOPUS Products sales representative will be contacting you shortly to personally discuss details of this price increase with you. We thank you for your continued business and support.

Best regards,

A handwritten signature in cursive script that reads "Patty Lanning".

Patty Lanning
NA Brand Marketing GM