



Pennzoil-Quaker State Company
d/b/a SOPUS Products
150 N. Dairy Ashford Rd.
Houston, TX 77079

April 22, 2019

Dear Valued Customer:

Effective May 29, 2019, SOPUS Products will implement a price increase on finished lubricants. This adjustment is in addition to the 6% increase that was announced on March 29, 2019 with an effective date of May 6, 2019. To lessen the administrative burden related to price changes, SOPUS Products will defer the May 6, 2019 increase until May 29, 2019. The cumulative increase, effective May 29, 2019, will be up to 13%. In certain instances, the effective date and/or the amount of the price change may fall outside of these parameters.

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. Due to pushing the effective date until May 29, SOPUS Products is adding additional volume allocation periods – March 29 to April 17 (completed), April 18 to May 6, May 7 to May 19, and May 20 – May 28. 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 Products 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 28, 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 black ink that reads "Patty Lanning".

Patty Lanning
NA Brand Marketing GM

This letter contains confidential information for receipt and use solely for the addressee(s). If you have received this letter (or copy of it) in error, please delete and/or destroy it and kindly notify the sender.