



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

January 21, 2020

Dear Valued Customer:

Effective February 24, 2020, SOPUS Products will implement a price increase of up to 12% 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. 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 February 23, 2020 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,

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.