



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

March 11, 2022

Dear Valued Customer:

Since our last price increase, we at Shell have continued to experience intense inflationary pressures due to increasing costs for base oils, additives, and significant increases to packaging and freight costs. These increases in raw materials and the costs to service our customers are taking a heavy toll on our business, and we foresee little relief from them in the near term.

For these reasons, effective April 15, 2022 SOPUS Products will implement a list price increase of up to 25% on the list price for all finished lubricants sold by SOPUS Products, including Shell, Pennzoil and Quaker State branded package and bulk lubricants, greases, and specialty products. In certain instances, the effective date and/or the amount of the price change may fall outside of these parameters.

Please note:

- Orders received on or before April 14, 2022 will receive current pricing as long as
  - they are for immediate shipment and confirmed for shipment and
  - the requested delivery date does not exceed the normal lead-time for ANY item on the order.
- Further, please be advised that a purchase order will only be considered accepted once ALL of the following conditions have been 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.
- Placing large order quantities immediately prior to the price increase implementation date is strongly discouraged.
- SOPUS Products maintains the right to limit or allocate customer purchase quantities at the SKU level where applicable and if required to ensure adequate opportunity across our customer base.

Your Shell sales representative will contact you in the coming days to discuss details of this price adjustment with you. We thank you for your continued business and support.

Best regards,

Bree Sandlin  
North America 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.*