June 21, 2022

Dear Valued Customer:

Since our last price increase, we at Shell have continued to experience increasing costs for base oils, additives, packaging, and freight.

Effective August 1, 2022 SOPUS Products will implement a list price increase of up to 20% 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.

Additionally, the previously announced grease increase will be combined with this one to reduce complexity for our customers.

Please note:

- Orders received on or before July 31, 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

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