



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

August 31st, 2022

Dear Valued Customer:

We at Shell continued to see inflationary pressure across our lubricants supply chain, as well as supply tightness in the additives market and other raw materials.

As a result, effective October 1st, 2022, SOPUS Products will be implementing a price increase. The level of price change will vary by product, with some products in our portfolio not seeing any change in price at this time.

Please note:

- Orders received on or before September 30th, 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,

A handwritten signature in cursive script that reads "Bree Sandlin".

Bree Sandlin
North America Marketing GM

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