



SOPUS Products
P.O. Box 4427
Houston, TX 77210-4427

August 18, 2023

Dear Shell Janus Contracted Distributor,

Effective September 18, 2023, Global Lubricants will be implementing a price increase on AeroShell products. This increase is being initiated in response to an inflation in costs across Base Oils, Additives, Packaging and Logistics. We have absorbed much of these increases in the last several months.

Please note:

- Orders received after the standard local order cutoff time on September 17, 2023, will receive the new pricing.
- Orders must be for standard customer pickup. The requested delivery date cannot exceed the normal lead time for any item on the order.

You will receive a full list of affected products and their revised prices via your Indirect Channel Account Manager. 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