



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

September 22, 2023

Dear Shell Contracted Distributor,

Effective October 2, 2023, Global Lubricants will be implementing a price increase of up to 4% on contracted finished lubricant products. This increase is being initiated in response to an increase in costs across Base Oils, Additives and Packaging. Please note:

- Orders received after the standard local order cutoff time on October 1, 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