

# Sales Bulletin

**TOTO®**

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## TOTO USA List Price Announcement

*Dear TOTO Partner,*

*We deeply appreciate your partnership and support during these unprecedented times. We are thankful for your business and we will continue to earn your trust by providing you the most innovative products and very best in customer service.*

*As a result of the economic and supply chain challenges due to COVID-19 disruptions, shortages of components and raw materials, and continuing increases in labor, fuel and transportation costs, TOTO will implement a list price change on certain TOTO products to be effective December 1, 2021.*

<u>Price Increase by Product</u>	<u>Blended %</u>
Brass Residential and Commercial	4%
Toilet and Lavatory	7%
Washlet & Neorest	7%

*TOTO will provide an excel file as a separate attachment updated with each respective new 2021 price and applicable % change.*

- 1. To receive current pricing, all purchase orders received from October 1, 2021 to November 30, 2021 must be requested for shipment no later than November 30, 2021.*
- 2. All purchase orders currently received as of September 30, 2021 will receive current 2021 pricing regardless of date shipped/invoiced.*
- 3. Purchase orders received from October 1, 2021 to November 30, 2021 with requested shipment dates on or after December 1st, 2021, will be invoiced at the new effective December 1, 2021 prices.*
- 4. TOTO reserves the right to restrict purchase orders received from October 1, 2021 to November 30, 2021, to not exceed 120% of historical/current three months' average quantity by SKU.*
- 5. TOTO reserves the right to change job quotes with a 30 day notice.*
- 6. Requests to extend current job quote pricing that expires November 30, 2021 or later will be reviewed by TOTO Regional Sales Leader to determine their eligibility for current pricing.*
- 7. All Standard TOTO USA Freight and Discount Programs apply.*

*TOTO is committed to providing a competitive range of products that will provide the value promise that our products offer. We are grateful and thankful for your continued loyalty and partnership and together, we will work through the challenges that lay before us. Please contact your local TOTO sales representative with any questions.*

*Best Regards,*



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President of Sales Strategy



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