



March 18, 2021

DEAR VALUED BEMIS PARTNER,

First, thank you for your ongoing support of Bemis Manufacturing Company as your residential and commercial toilet seat supplier, we sincerely appreciate and respect that relationship.

We have some new products to share with you that are innovative and exciting! But before we get to our new products, we need to address cost issues we are experiencing with our suppliers that affect our enameled wood and plastic toilet seats.

We continuously work hard to drive costs down through all our efforts at Bemis Manufacturing Company. However, the cost of raw materials such as polypropylene, phenol and corrugate used in the manufacturing of our products is out of our control.

With that being the case, we have no option but to implement a price adjustment for enameled wood and plastic toilet seats effective April 12, 2021. Exclusions to the price adjustments are listed below.

PRICE ADJUSTMENTS

Enameled Wood – 4%
Plastic – 6%

PRICE ADJUSTMENT EXCLUSIONS

TC50TTA, BB540, Radiance Heated Plastic Seats, **Residential Plastic Seats (70/170, 730/7300EC, 730/7300SLEC, 100/1100E2, 200/1200E4)**, Classic Colors®, Posturemold®, 75/175, BB955CT/126CAMT, Fire-Retardant Seats, Hospitality Seats, Sculptured, Natural Reflections and Specialty Seats

INNOVATIVE NEW PRODUCTS

TRUCOMFORT™ with Ergo•Curve™ Technology (*see page 5 for product details*)

bioBidet® by Bemis (*see page 5 for product details - Bidet products will receive a unique .41 multiplier on toilet seat orders of 150 pieces or more*)

- Wellspring Bidet Attachment (available June 2021)
- Haven 1000, 3000 and 5000 Series Bidet Washing Toilet Seats (available June 2021)

Bemis Independence (*see page 8 for product details – No 3P sales and MAP applies to Clean Shield products only, see specification sheet for details*)

- CLEAN SHIELD™ 3" Raised Toilet Seats

Please contact your Bemis Representative with any questions. Thank you for being a valued partner and for your business in the past. We look forward to driving even more success in the future.

Kindest regards,

A handwritten signature in blue ink that reads "Bob".

Bob Davis
Director of Market Development – US and Canada Wholesale