



January 1, 2021

DEAR VALUED BEMIS SALES REPRESENTATIVE,

We are very excited as we move forward into the new year! We have several new 2021 initiatives that will make a positive impact on both our business and the business of our partners.

We continue to work hard to drive costs down, invest in automation and continue to offer a broad assortment of toilet seats for both residential and commercial applications. In order to continue to accomplish these things, we will need to implement a price adjustment on our low volume products that create lower efficiencies in our manufacturing operations.

Following is a detailed list of price adjustments, new products and product enhancements –

PRICE ADJUSTMENTS

Residential Enameled Wood Seats

- | | |
|---------------------|-----|
| • Sculptured Series | 10% |
| • 9601CP/19601CP | 10% |
| • TC50TTA | 20% |
| • BB540 | 20% |

Residential Plastic Seats

- | | |
|-------------------|-----|
| • Classic Colors® | 20% |
| • Radiance™ | 20% |
| • Eljer Emblem | 20% |

Commercial Plastic Seats

- | | |
|----------------------|-----|
| • Hospitality Series | 5% |
| • BB955 | 10% |
| • 126CAMT | 10% |
| • 9400SSCT | 10% |
| • 1000CPT | 20% |
| • 75/175 | 20% |
| • 10SSCTFR | 25% |
| • 1955CTFR | 25% |
| • 1955SSTFR | 25% |

Note: New pricing will be effective March 1, 2021.

NEW PRODUCTS

KENNAN™ Plastic Toilet Seat featuring STA-TITE® Seat Fastening System™ and Whisper•Close® hinge

- Models 100E2 (Round) / 1100E2 (Elongated), available March 1, 2021

Plastic Toilet Seat featuring an Easy•Clean™ hinge

- Models 730EC (Round) / 7300EC (Elongated), available March 1, 2021

Soft Toilet Seat featuring STA-TITE® Seat Fastening System™ and Easy•Clean™ hinge

- Models 15EC (Round) / 115EC (Elongated), available now

Soft Toilet Seat featuring STA-TITE® Seat Fastening System™ and Chrome hinge

- Model 1815CP (Elongated), available now



PRODUCT ENHANCEMENTS

Hospitality Plastic Toilet Seat featuring STA-TITE® Seat Fastening System™, check hinge and DuraGuard® Antimicrobial Agent

- Model 7650TDG (Elongated), available now

Commercial Plastic Toilet Seat featuring STA-TITE® Seat Fastening System™ with self-sustaining stainless-steel hinge and DuraGuard® Antimicrobial Agent

- Model 1950SSTDG (Elongated), available now

As always, we remain committed to having our products proudly made in the USA. Please contact your Bemis Regional Sales Manager with any questions. Thank you for being a valued partner and we look forward to driving even more success in the future.

Sincerely,

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

Bob Davis
Director of Market Development