

# BRIZO®

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November 27, 2017

To Our Valued Customers,

Developed for the luxury plumbing marketplace, the Brizo® brand is dedicated to creating artfully crafted products for your most discerning clients. Our recent launches, including the Rook® and Litze™ Bath Collections, the Artesso® and Litze Kitchen Collections and the upcoming Vettis™ Bath Collection, are making an impact in the market. With our expanding portfolio of distinctive designs and inspired innovations, we look forward to helping you grow your luxury business.

We would like to inform you that a **strategic price adjustment for Brizo faucets, fittings, accessories and repair parts will go into effect February 25, 2018**. Some models will experience a price decrease while others will increase, resulting in an overall weighted average of a +3.1% adjustment.

**Updated electronic price files** are available now through your local Brizo product sales representative and on the brizo.com website in the Professional Resources area. The **new 2018-2019 Brizo Price Book** with updated pricing will be available in February. The 2018-2019 Brizo Collection Reference Guide, 2018-2019 Brizo Full Line Catalog and 2018-2019 Brizo Look Book will follow thereafter.

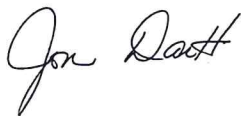
**Important note about Brizo showers:** Due to new standards in California effective July 1, 2018, we are implementing changes to shower device flow rates and model numbers. Beginning January 1, 2018, these changes will be implemented on a rolling basis and completed by May 1, 2018. Details are noted below and included in the 2018-2019 Brizo Price Book.

- **The base flow rate for Brizo shower devices will become 1.75 gpm.** These shower devices will be WaterSense® labeled and compliant with California standards that become effective July 1, 2018.
- **Model numbers for shower devices that flow at 2.5 gpm are changing.** Shower devices that flow at 2.5 gpm will be indicated with a -2.5 suffix in the model number (e.g., T60280-2.5, 83310-2.5) with the exceptions noted below.
- **RSVP® and Vesi® TempAssure® Thermostatic shower and tub/shower complete trim models will only be available with a 2.5 gpm showerhead.** These are the only model numbers that will **not** carry the -2.5 suffix in the model number. RSVP and Vesi showerheads that flow at 1.75 gpm are available separately. Clients will need to purchase individual components to create an RSVP or Vesi TempAssure shower that complies with California standards.
- **Shower models with the -ECO suffix will be discontinued.** These shower devices, which flow at 2.0 gpm, will transition to 1.75 gpm models with no suffix in the model number.

Thank you for your extraordinary support of the Brizo brand. We appreciate your business and are excited to introduce you and your clients to our newest collections in 2018.

Please contact your local Brizo product sales representative if you have any questions.

Sincerely,



Jon Dartt

Vice President, Sales