

TOTO USA 2020 List Price Announcement

Dear Partners,

TOTO USA will be implementing a list price change effective **February 1, 2020**.

An Excel file updated with each respective new 2020 price and applicable % change will be provided as a separate attachment.

TOTO's new pricing is reflective of current economic cost pressures in the USA. TOTO USA provides the very best in innovation and design to our customers. However, in the USA market there are many national and international economic influences that are playing a role in our decision to increase pricing on select categories of product.

Purchase orders must be received and processed by TOTO's order processing systems and/or the TOTO Customer Service Department no later than 5:00 PM ET on Friday, January 31, 2020 to receive current 2019 pricing.

1. To receive 2019 pricing, all purchase orders received from December 4, 2019 to January 31, 2020 must be requested for **Immediate Shipment**.
2. All purchase orders currently received as of December 4, 2019 will receive 2019 pricing regardless of date shipped/invoiced.
3. Any purchase orders received which ship on or before January 31, 2020 will receive 2019 pricing.
4. Purchase orders received from December 4, 2019 to January 31, 2020 with requested shipment dates after February 1, 2020, will be invoiced at the new 2020 prices.
5. Purchase orders received from December 4, 2019 to January 31, 2020 for Immediate Shipment which DO NOT ship/invoice on or before January 31, 2020, will receive 2019 pricing for individual SKU's at cumulative quantities not exceeding 100% of the previous three (3) month actual shipment average (November 2019—January 2020) regardless of actual ship date. Any cumulative quantities ordered during the December 4, 2019 to January 31, 2020 period in excess of 100% which ship in 2020 will be repriced at 2020 prices.
6. TOTO reserves the right to change job quotes with a 30 day notice.
7. Requests to extend 2019 job quote pricing that expire January 31, 2020 or later will be reviewed by TOTO Regional Sales Presidents to determine their eligibility for 2019 pricing.
8. All standard TOTO USA Freight and Discount programs apply

Please contact your local TOTO sales representative for any questions.

The printed 2020 price book will be distributed by mid-January 2020

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