

TOTO USA PRICE INCREASE ANNOUNCEMENT

Dear Partners,

Due to the increase in raw material costs, TOTO USA will be implementing a price increase effective February 1, 2013 on the following product categories:

Product Category	Price Increase	Price Decrease
Neorest 500	5%	
Double Cyclone 1pc Toilets (except Soiree MS964214CEFG)	2%	
Soiree 1pc Toilet		-6%
Other 1pc HET Toilets	2%	
Other 1pc Non-HET Toilets	7%	
Drake II 2pc Toilet (except Drake II 1G)	2%	
Vespin II 2pc Toilet	5%	
Other HET 2pc Toilets (except Aquia)	2%	
Other Non-HET 2pc Toilets (except Aquia & Rowan)	7%	
Aquia II 2pc Toilet (CST416M)	5%	
Aquia Universal Height Toilet (CST412MF)		-15%
Commercial China (except 0.125gpf Urinals)	3%	
0.125gpf Urinals	5%	
Lavatories (except Guinevere LT973G)	2%	
Washlet E200	5%	
Soft Close Seats	3%	
Commerical Seats	3%	
E Faucets (except Standard/Helix Spout and Integrated)	5%	
Toilet EFVs - 1.28gpm (except Exposed Type)	3%	
Toilet EFVs - 1.6gpm	5%	
Urinal EFVs - 0.5gpm	5%	
Urinal EFVs - 1.0gpm	7%	
Residential Faucets (except Silas/Vivian/Wyeth/Aquia/Upton)	5%	
Shower Trims (except Silas/Vivian/Wyeth)	7%	
Showers and Accessories (except Transitional and Traditional Series)	7%	

1. All purchase orders submitted to the TOTO Customer Service Department and received by 5:00PM EST on January 31, 2013 will be honored at pre-increase prices.
2. All such purchase orders must be for **Immediate Shipment**. TOTO will not accept orders for any individual SKU that exceed a 2012 two-month average for that product.
3. TOTO will honor pre-increase pricing on job quotes issued and approved before January 31, 2013.
4. Job quotes will not be extended when they expire.
5. All standard TOTO USA Freight and Discount programs apply.

We thank you for your support and trust that you will understand the necessity for these price increases.

TOTO USA
Sales Planning Department

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