

TOTO USA List Price Announcement

Dear Partners,

TOTO USA will be implementing a list price change effective July 1, 2021.

An Excel file updated with each respective new 2021 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 the current list price of many products.

Purchase orders must be received and processed by TOTO's order processing systems and/or sent to the TOTO Customer Service Department no later than 5:00 PM ET on Wednesday, June 30, 2021 to receive current 2021 pricing.

(Current pricing is defined as pricing that is effective from February 1, 2021 – June 30, 2021)

1. To receive current pricing, all purchase orders received from May 1, 2021 to June 30, 2021 must be requested for shipment no later than June 30, 2021.
2. All purchase orders currently received as of April 30, 2021 will receive current 2021 pricing regardless of date shipped/invoiced.
3. Purchase orders received from May 1, 2021 to June 30, 2021 with requested shipment dates on or after July 1st, 2021, will be invoiced at the new effective July 1, 2021 prices.
4. The total of all purchase orders received from May 1, 2021 to June 30, 2021 for immediate shipment which DO NOT exceed the total of all invoiced shipments for the period February 1, to April 30, 2021 will receive current pricing regardless of actual ship date. Any cumulative quantities ordered during the May 1, 2021 to June 30, 2021 period in excess of the prior three (3) month period February 1 to April 30, 2021 will be cancelled and must be reordered on or after July 1, 2021.
5. TOTO reserves the right to change job quotes with a 30 day notice.
6. Requests to extend current job quote pricing that expires June 30, 2021 or later will be reviewed by TOTO Regional Sales Leader to determine their eligibility for current pricing.

All standard TOTO USA Freight and Discount programs apply. Please contact your local TOTO sales representative for any questions.

2021 Price Book (Version 2) Effective July 1, 2021:

Digital Version – Available Early July 2021

Printed Version – Available Late July/Early August 2021