

## 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, 2010.

Pricing will be increased by 4.0% on all Finished Goods and Spare Parts, with the following exceptions.

### Exceptions

- Price Maintained:

- A) ALL Drake & Eco Drake
- B) ALL Ultramax & Eco Ultramax
- C) ALL Ultimate
- D) ALL Drake II
- E) ALL Ultramax II
- F) ALL Carusoe
- G) ALL CST734F & CST733F, formerly Dalton
- H) ALL Washlet products (S400/S300/E200/C110), excluding the Travel Washlet.

- Price Reduction

ALL Eco Supreme (match to Supreme new price)

ie)MS864114E @\$620.00/ea => @\$590.00/ea (after 4% increase, #01)

- Cast iron tubs (#01);

Item#	Current	New	
FBY1525LP/RP	\$1,178.00	\$1,358.00	15% increase
FBY1715LP/RP	\$1,812.00	\$1,852.00	2% increase
FBY1700	\$1,586.00	\$1,852.00	17% increase

### This price increase goes into effect on **February 1, 2010.**

1. All purchase orders submitted to the TOTO Customer Service Department and received by 5:00PM ET on January 29, 2010 will be honored at pre-increase prices.
2. However all such purchase orders must be for **Immediate Shipment** and prior to the effective date of this increase TOTO will not accept orders for any individual sku that exceed a customer's 2009 two-month average for that product.
3. We will also honor pre-increase pricing on job quotes issued and approved before January 12, 2010 if they ship by December 31, 2010.
4. Job quotes at pre-increase pricing will not be extended at that pricing when they expire. All extensions must be a pricing that is current at that time.
5. All standard TOTO USA Freight and Discount programs apply.

We thank you for your support and trust that in the current economic climate you will understand the necessity for this price increase.

Yours very truly,

**TOTO USA**  
*Sales Planning Department*

TOTO USA, INC.  
1155 Southern Road  
Morrow, GA 30260  
888-295-8134  
www.totousa.com  
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