

Bulletin: 01-18-Int.

TO: Greenheck Business Partners
FROM: Dave Kallstrom
President, Global Ventilation Solutions Division
DATE: Thursday, January 4, 2018
SUBJECT: Upward Price Adjustment Effective April 2, 2018



Effective April 2, 2018, Greenheck will implement an across-the-board upward price adjustment of 3% to offset component, freight, and raw material cost increases we are experiencing from our supply chain partners. We have worked hard to absorb the commodity increases of late 2017 to assist in your market competitiveness. However, we are unable to do so much longer. Rest assured our highly successful value engineering targets and supply chain goals remain in place and are helping to minimize the level of increase.

The increase will be incorporated in our forthcoming CAPS® 4.26 release scheduled for April 2, 2018. Please be aware we will have a very limited number of selected list price adjustments, some upward and some downward. Further details on these changes will be provided in future communications.

We appreciate your understanding with the price adjustments and encourage you to review all existing open quotations and unreleased orders. If you anticipate orders being released or placed after the April 2 effective date, please contact your regional Greenheck customer service team for re-pricing.

As always, thanks for your efforts. You are our trusted partners and we wish you good luck and good selling!

Dave