

Bulletin: 13 -18

TO: Greenheck Business Partners  
FROM: Tim Kilgore  
President, Greenheck Fan Sales/Marketing - Americas  
DATE: Thursday March 1, 2018  
SUBJECT: Upward Price Adjustment Effective April 2, 2018



On January 4, 2018, Greenheck announced an upward price adjustment of 3% across the board to offset component, freight, and raw material cost increases we are experiencing from our supply chain partners. This increase will be incorporated in the upcoming CAPS® 4.26 release scheduled for April 2, 2018.

While the majority of the price changes resulted in multiplier adjustments, there were a very limited number of selected list price adjustments, some upward and some downward. Below is a breakdown of product categories which differ from the 3% increase:

**CVI & Lab Exhaust** – Increasing list prices across all product lines by 3% - no multiplier changes

**MUA**

MA1 & MA2 – 2% multiplier increase

**TAP**

ER2 – 2.5% multiplier increase

**GVS/Inline & Ceiling**

The following SP models will have a list price reduction – SP-A50, A70, A90, A110, B50, B70, B80, B90, B110. Remaining SP models are subject to the increase. (FV2)

**GVS/Axial**

BSQ/SQ and WTHD product will move from FV1 to FV3 category

**Coils**

All coils models are subject to the 3% increase

This is a reminder all orders will be subject to the increase immediately on April 2nd. Pricing using CAPS 4.25 or older will not be accepted following the 4.26 release. We appreciate your understanding with the price adjustments and encourage you to review all existing open quotations and unreleased orders in the next 30 days. Contact Greenheck at [discount.request@greenheck.com](mailto:discount.request@greenheck.com) with any questions.

Rest assured our highly successful value engineering targets and supply chain goals remain in place and are helping to minimize the level of increase.

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

Tim Kilgore  
President, Greenheck Fan Sales/Marketing - Americas