

Bulletin: 26 -18

TO: Greenheck Business Partners  
FROM: Tim Kilgore  
President, Greenheck Fan Sales/Marketing - Americas  
DATE: May 2, 2018  
SUBJECT: Reminder - Upward Price Adjustment Effective June 4, 2018



On April 6, 2018, Greenheck announced an across-the-board price increase of 2.5% to offset ongoing component, freight, and raw material cost increases we are experiencing from our supply chain partners. This increase will be included in a special CAPS® release on June 4, 2018.

I realize this creates a challenging situation with existing bids or projects on submittal. Unfortunately, we cannot guarantee future price increases will not occur as we continue to receive increases, some effective immediately, from our suppliers due to commodity price movements. We have no choice but to pass on these increases, as are our competitors. We strongly recommend protecting yourself with quotation expiration dates or escalation clauses.

As a reminder, all orders not released for manufacture before June 4, 2018 will be subject to this multiplier increase. Effective June 4<sup>th</sup>, a CAPS 4.26 update will be released which will contain the price increase. Users will be required to update their systems to submit orders. We appreciate your understanding of 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.

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