

Bulletin: 28-18

TO: Greenheck Business Partners
FROM: Tim Kilgore
President, Greenheck Sales/Marketing - Americas
DATE: May 30, 2018
SUBJECT: Quote Terms and Conditions Update



Due to the continued volatility in prices from our supply chain, we have found it necessary to modify the terms and conditions within our quotes. The modifications allow Greenheck to react faster to changing market conditions and are similar to our competitor's current terms and conditions.

Effective June 4, 2018, quotes created from CAPS® will have the following changes in the terms and conditions:

- Quotes will be valid for 60 days, formerly this was 90 days. Orders placed after 60 days may be subject to escalation.
- Orders shipped after six months from the date of order acceptance by Greenheck may be subject to a monthly escalation fee.

It is our sincere hope that commodity and transportation markets stabilize. We appreciate your understanding of the current market conditions and trust that you will see this as a necessary step to protect the health of our business and partnership.

As always, thank you for your efforts to sell Greenheck.

Tim Kilgore