

TO: Greenheck International Representatives
FROM: Gina Loeffel, International Marketing Specialist
DATE: Monday, May 21, 2018
SUBJECT: Price Increases to Motors in CAPS 4.26 Update



As you are well aware, for several reasons, material prices have spiked upwards, well beyond our expectation and ability to absorb. This has also impacted our vendors. Even with our best efforts to manage these incremental costs, we can no longer absorb the associated cost increases.

As a result, the varied price increases from our motor vendors has forced us to increase our motor prices above and beyond other price increases communicated. **Effective immediately, all orders will be reviewed and subject to this price increase.** Unfortunately, this price increase comes with a shorter than the desired notice period. Consider this a formal announcement following previous verbal communications.

It is our sincere hope that further price increase action is not necessary.

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

If you have any questions, please contact your regional sales manager.