## Sales & Marketing Bulletin



Bulletin: 29-19

TO: Greenheck Business Partners
FROM: Dave Mayer, Product Manager, Power Roof Ventilators
DATE: August 8, 2019
SUBJECT: PRV & Roof Curb Price Correction



In the CAPS<sup>®</sup> 4.30 release (August 5), rectangular roof curbs that are selected primarily with make-up air units will realize an upward pricing correction. This correction comes as a result of a pricing error that was identified after the previous CAPS release (4.29) went live on April 1. We apologize for this error and encourage you to review all existing open quotations and unreleased orders. However, for jobs that have been quoted in CAPS 4.29 and have not been ordered, please use the discount request process. We will review and provide an appropriate multiplier to offset this price change, and protect you, our valued rep partners.

Additional information you may find of value:

The pricing error calculated the price of a rectangular curb at the same price as a square curb matching the smallest dimension. For example, a 40" x 85" curb was priced as if it were a 40" x 40" curb. The list price of the curb in the example will go from \$322 to \$504.

Effective Aug 5, all rectangular curb marks will see a correction to their list price as jobs are converted to the new CAPS version. Please reference bulletin 29-19 in the discount request comment field.

Thank you for your understanding with this issue, and thank you for your continued sales effort!

Please contact the Power Roof Ventilator group (PRV) at <u>prvfans@greenheck.com</u> or 1-800-984-8713 with questions.