

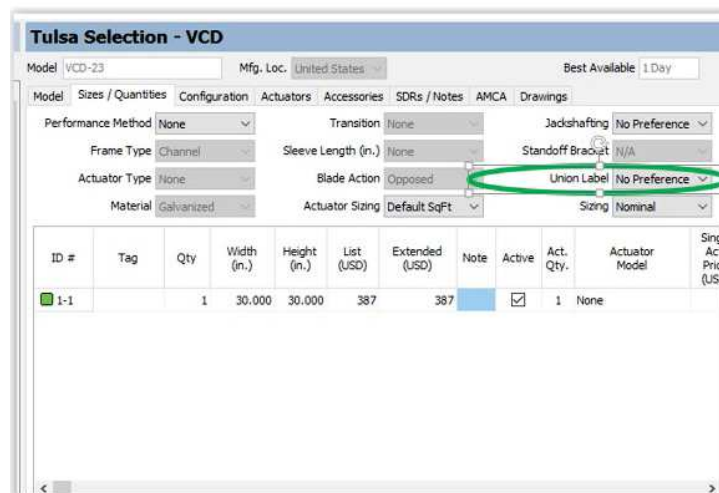
Bulletin: 36-19

TO: All Greenheck Representatives  
FROM: Marty Gissel  
Segment Manager, Dampers  
DATE: September 24, 2019  
SUBJECT: New Greenheck Damper Plant in Tulsa, Oklahoma



Over the last 18 months the Greenheck damper team has significantly increased our production capacity to bring lead times back to the levels you have come to expect. We've done this through the recent 22,500 sq. ft. expansion at our Mosinee, Wisconsin facility and the reorganization of key product lines. However, we are not stopping there. We will open our fourth commercial damper plant, located in Tulsa, Oklahoma, in November. This brand new 80,000 sq. ft. facility will increase our production capacity by an additional 40% giving us an even greater ability to provide you with first-in-class lead times and on-time delivery.

As communicated in the April CAPS® 4.29 release, we added a new question called "Union Label" to all damper models. This, along with other criteria, will help us to determine which manufacturing facilities to route the order. The question defaults to an answer of "No Preference," but you can change it to "Required." If you select "Required" to the Union Label question, we will ensure a union facility manufactures your dampers, although this could affect the lead time.



The screenshot shows the 'Tulsa Selection - VCD' software interface. The 'Union Label' dropdown menu is highlighted with a green circle, showing the options 'No Preference' and 'Required'. The interface includes various configuration options such as Performance Method, Frame Type, Actuator Type, Material, and Actuator Sizing. A table at the bottom displays product details for a specific damper model.

ID #	Tag	Qty	Width (in.)	Height (in.)	List (USD)	Extended (USD)	Note	Active	Act. Qty.	Actuator Model	Sing Act Pric (USD)
1-1		1	30.000	30.000	387	387		<input checked="" type="checkbox"/>	1	None	

This investment in a fourth regional damper manufacturing facility reflects Greenheck's commitment to you by maintaining competitive lead times and industry leading on-time delivery performance. Thank you for all of your efforts in helping to make Greenheck the number one manufacturer of dampers in North America. I look forward to working with you to leverage this additional capacity and grow your businesses.

Please contact the damper group at 800-717-6540 or [dampers@greenheck.com](mailto:dampers@greenheck.com) with any questions.