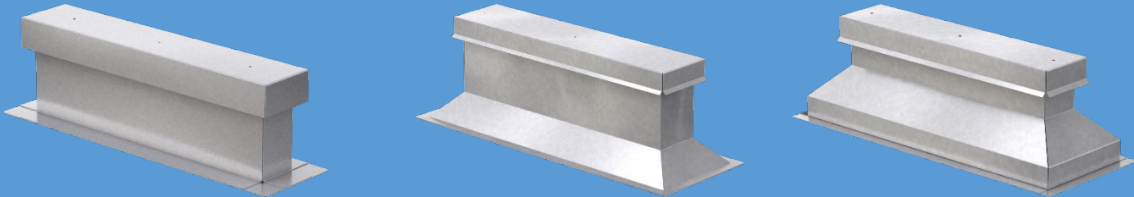


TO: Greenheck Business Partners
 FROM: Dave Mayer, Product Manager, Power Roof Ventilators
 DATE: March 4, 2020
 SUBJECT: Equipment Supports Update



We are excited to introduce a new equipment support, model GESI. This new support is available with the release of CAPS® 4.32 (April 2020) and is in response to your many requests for such a product. Model GESI is a straight-sided design. It offers more options and size flexibility than models GESS and GESR. The additional heights and ability to select a pitch makes model GESI the best value equipment support.



Model	GESI	GESS	GESR
Design	Straight-sided	Canted	Raised cant
Material	Galvanized/aluminum	Galvanized/aluminum	Galvanized/aluminum
Widths [in.]	4, 6, 8	4, 6, 8	4, 6, 8
Heights [in.]	8 -18, 2 in. increments	8, 12, 14	8, 12, 14
Pitch	Yes	No	No

We also are adjusting our pricing to the entire product line of equipment supports in the April CAPS release.

- Galvanized GESI equipment supports will have a list price that is 5% less than the current GESS/GESR price in CAPS 4.31.
- The list price for galvanized GESS and GESR supports will increase minimally.
- All aluminum equipment support pricing will remain unchanged.

We will honor old GESS and GESR list prices for jobs that have already been submitted. This will be handled utilizing the discount request process.

The addition of model GESI will help you be more competitive on bid day and ensure you receive the best value for all your equipment-mounting needs.