

Bulletin 21-20

TO: All Greenheck Representatives  
FROM: Scott Laurila  
General Manager, Tempered Air Products  
DATE: April 7, 2020  
SUBJECT: Make-Up Air List Price Reductions



Our CAPS® 4.32 release contains **list price reductions** to improve competitive positioning of our make-up air products. These price reductions are on select sizes, options and accessories. Price changes affect models DG, DGX, IGX, MSX, TSU, VSU and TSF.

- Factory provided VFD's 15 HP and smaller are reduced approximately 40%
- Variable air volume (VAV) control options such as external 2-10 VDC, two speed, building pressure, etc., have been either eliminated, or reduced
- DGX units with the recirculating unit configuration are reduced by 3-4%
- Microprocessor unit controls, BACnet communication cards, and remote displays have been reduced 40-50%
- The DG-H05 housing size is reduced approximately 4%
- The DG-H20 housing size is reduced approximately 7%

These pricing adjustments will help you be more competitive selling some of the key features that separate Greenheck make-up air equipment from the competition.

- **Direct drive mixed flow fans.** These fans provide industry-leading HP requirements and are even more cost-effective with reduced pricing on factory-provided VFDs. Sell your customers on operating cost savings, non-overloading fan design, easy startup, and reduced maintenance.
- **Industry leading turndown.** Variable air volume (VAV) options are more cost-effective, so leverage our 50% airflow turndown capabilities and encourage your engineers to utilize variable air volume in their designs.
- **Microprocessor controls.** Make controls simple. Sell your customers on the benefits of being "BACnet ready" with the stand-alone capability of the microprocessor controller, the user-friendly navigation, and built-in LCD and keypad.

List price adjustments are effective immediately upon updating to CAPS 4.32, so we encourage you update and take advantage of this competitive pricing. As always thank you for your sales efforts and happy selling!