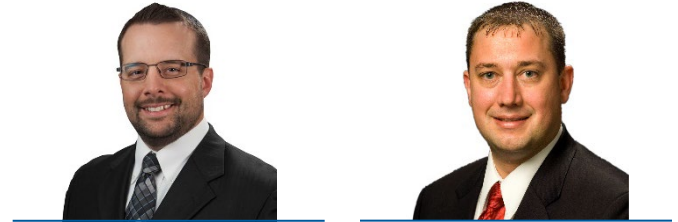


Bulletin: 04-21

TO: All Greenheck Representatives  
FROM: Jackson Smith, General Manager,  
Architectural Products  
Marc Sorge, General Manager, Dampers  
DATE: January 25, 2021  
SUBJECT: Manufacturing Expansion Progress



Dear Valued Rep Partner:

We want to share some “good news” with you about recent capacity expansions and our damper and louver capacity. We’ve listened to you and have been working hard to improve lead times to better meet your needs through these strategically located facilities.

- Damper production continues to ramp up at our Tulsa, OK campus. This new 80,000-square-foot commercial damper plant is now producing all our core damper products including FSDs, SMDs, VCDs, and FDs/DFDs. In addition, our curtain fire damper line went live in October. A second shift started in December, and when fully staffed, will double Tulsa’s damper capacity. Recently celebrating its one-year anniversary, the Tulsa facility has exceeded its production plan every month of the current fiscal year and maintains 100% on-time shipping



*Damper facility, Tulsa, OK*

- Our Frankfort, KY facility is now a dedicated damper plant as louver manufacturing was shifted to the new larger Shelby, NC facility. This has freed up an additional 30,000 square feet of manufacturing floor space for producing dampers and will allow us to add new damper models to the Frankfort plant. In the coming months, Frankfort will start producing our very popular ICD insulated control dampers as well as our extruded aluminum EM backdraft dampers. The additional space will also allow us to update the layout of the existing FSD, VCD, and FD lines to achieve increased efficiency and greater production capacity.
- Our brand-new louver facility in Shelby, NC, is now fully operational. The 120,000-square-foot facility significantly increases our overall louver manufacturing footprint. This expansion also includes an advanced high-performance paint line along with leading-edge manufacturing technologies optimized for quick and efficient louver production. This new facility has allowed us to work thru temporary louver lead time challenges and our louver lead times continue to pull in, positioning you for louver success.



*Damper facility, Shelby, NC*

What does this mean for our rep partners?

While challenges remain in today's marketplace, Greenheck's strategic damper and louver capacity expansions will position you to offer your customers industry-leading lead times, even when the competition cannot. Our damper lead times are now at the shortest in many years, and thanks to you, our market share leadership position has widened.

As always, we thank you, our trusted partners, for your continued support. We look forward to 2021 and with your continued health and prosperity.

Jackson Smith and Marc Sorge