

Bulletin: 36-21

TO: All Greenheck Representatives
FROM: Mark Belke
Managing Director, Fans
DATE: August 2, 2021
SUBJECT: Temporary Changes to Quick Build Offering



Thanks to your sales efforts, Greenheck's order intake in 2021 has been very strong. We are thankful and believe there are many contributing factors including your hard work, the overall rebound of our economy, and a focus on growing vertical markets such as data centers and warehouses.

Specifically, our centrifugal and industrial fan (CVI) business unit has enjoyed remarkable year-over-year growth of nearly 50 percent! That said, it has been a challenge to increase our production capacity to match the pace of this tremendous growth, resulting in extended lead times for some products, and an increase in quick-build volume to satisfy customer needs.

In addition, our marketplace is experiencing unprecedented supply chain constraints, including material/component availability that has affected our ability to build and ship some quick-build products within published lead times. We recognize your commitments are critically important to your customer relationships and business.

As such, Greenheck will temporarily reduce the quick-build offering for these select CVI products to protect your commitments:

	1 Day	3 Day	5 Day	10 Day	15 Day
USF		x			
QEI			x	x	x
Tube Axial				x	x
AP Series			x	x	x
Vektor® H					x

x = Quick Build not available

These temporary adjustments are immediate and will start with today's CAPS® 4.36 release.

Greenheck remains committed to its core value of being the easiest company to do business with, and on-time shipping is a core competency we treasure. We continue to invest in capacity expansion, including new plants and automation, and anticipate returning to a complete quick-build product offering very soon.

We appreciate your understanding of these temporary adjustments. As always, thank you for your efforts and good selling.