## Sales & Marketing **Bulletin**



Bulletin: 37-21

TO: All Greenheck Representatives

FROM: Eric Steinbach, General Manager, Power Roof Ventilators

DATE: August 11, 2021

SUBJECT: Temporary changes to roof curb QB offering

Order intake in our roof curb product lines is at record levels, and even with our investments in capacity, we have been unable to ship all orders on time.

To promptly get back to shipping roof curbs on time, we will temporarily reduce the Quick Build offering for roof curbs that hit the RC1 pricing category as shown below:

Curb Order Method	1 Day	3 Day	5 Day	10 Day	15 Day	20 Day	25 Day
Direct Order (not prior ship curb checkbox)	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Prior ship curb checkbox	N/A	N/A	N/A	N/A	N/A	<u>Yes</u>	N/A

N/A = Quick Build not available

This change will take effect in the scheduled CAPS® update on 8/16/21. We continue to invest in capacity expansion and automation and anticipate returning to a complete quick build offering very soon.