

Bulletin: 42-21

TO: All Greenheck Representatives
FROM: Marc Sorge, General Manager, Dampers
DATE: September 2, 2021
SUBJECT: Damper Quick Build Premium Adjustment



The damper business unit is focused on providing you with industry-leading lead times. We continue to maintain 2-to-3-week standard lead time on all core product lines (volume control, fire/smoke, and curtain fire dampers), shipping well over 95% of your orders on-time.

However, the industry is experiencing unprecedented supply chain and logistic constraints that have significantly increased costs for expedited material, material substitutions, and short notice freight. We continue to work closely with our suppliers to control costs, but it is necessary that we implement premium increases on 1, 3, and 5-day quick build programs for damper products.

We have not lost sight of the importance of our 1, 3 and 5-day quick build offerings. However, those programs introduce inefficiencies into our plants, that combined with material, logistic and cost challenges, require this increase.

Premium increases on 1, 3, and 5-day programs vary by program, but we're confident that the new premiums are at or below marketplace levels. 10-day and longer quick build programs are not affected. These changes take effect in the September 20, 2021 CAPS® release. Existing quotations will be honored through October 11, 2021.

We appreciate your understanding and thank you for your business and continued support.