

Bulletin: 60-21

TO: All Greenheck Representatives
FROM: Jody Meadows, Product Manager, Centrifugal Fans
DATE: November 1, 2021
SUBJECT: Model USF pricing category alignment



CAPS® 4.37, releasing December 7, 2021 will consolidate the multiplier structure for USF fans by moving the 100 and 300 series from C16 to C15 pricing category. This change moves all USF fans to a common pricing category, making utility sets more efficient to quote.

With this change, the list price on USF 100 and 300 will increase slightly to allow for the lower C15 multiplier. The resulting net will be the same as you can see in the example below.

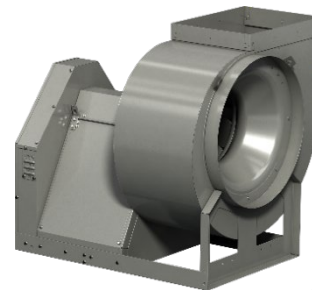
Example:

Today

USF 300 List \$2500 @ .4378 Multiplier = Net \$1094.50

After the 4.37 CAPS release

USF 300 List \$2739 @ .3996 Multiplier = Net \$1094.50



USF-300

USF-100



For more information and support, contact the CVI marketing team at 1-888-284-3306 or e-mail CVIMarketing@Greenheck.com