

Bulletin: 33-22

FROM: Bryan Magnuson
Product Manager, Ceiling Exhaust
DATE: July 25, 2022
SUBJECT: Rep Stock Pricing Structure Changes



The Rep Stock program is a valuable tool for you to provide expedited service to your customers. Today our unit pricing is the same, regardless of job size (list price) for the Commercial Ceiling Exhaust and Cabinet Fan product group (Pricing Category FV2). To minimize the impacts of rapidly rising freight costs, effective with CAPS® 4.39, we are implementing a new Rep Stock pricing structure for Pricing Category FV2.

Large orders, with a list price of over \$10,000, represent over 70% of the existing volume and will see no changes. Small orders will be adjusted to align with standard order multipliers. We encourage you to consolidate smaller stock orders to take advantage of the best pricing available. These updates will allow us to maximize our shipments to you and reduce the necessity of potential future price increases to maintain our competitive market position.

The new pricing structure is shown below:

New List Price Range	New Multiplier
\$0 - \$1,499	Match Standard Multipliers
\$1,500 - \$2,999	
\$3,000 - \$9,999	
\$10,000+	Match Existing Rep Stock Multiplier

If you have any additional questions, please do not hesitate to reach out to bryan.magnuson@greenheck.com or your regional sales manager.