

Bulletin: 49-22

FROM: Tyler Erdman, Application Engineering Specialist,
Axial Product Segment
Bryan Magnuson, Product Manager, Ceiling Exhaust
DATE: November 3, 2022
SUBJECT: Price Adjustments--Motor Starters & Ceiling Exhaust



Effective with the December CAPS® 4.40 release, Greenheck will implement price adjustments on Motor Starters (MS1) and select model SP fans and SP accessories.

There will be an upward price adjustment of 9.7% on Motors Starters (MS1) to offset the ongoing inflationary costs from our vendor. This price adjustment will be implemented via a multiplier increase.

Regarding our ceiling fan products, continued cost inflation has affected our offering to varying degrees. As such, we will be implementing both list price increases and decreases depending on the product. The affected models and accessories are outlined on the following page.

We are pleased to announce there have been no price changes to the SP-LP product line, providing you with a very cost-competitive EC motor fan designed specifically for multifamily. This can be an alternate selection when an SP-B model was historically used. We will also be adding a ceiling radiation damper option effective with the December CAPS® release.

We are also pleased to announce the list price **DECREASE** on the SP-AP family of products and accessories. These reductions will improve your competitiveness against Broan, Panasonic, and Delta Breez. We fully expect these reductions, as outlined on the following page, will help you win more jobs and improve your margins.

We encourage you to review all existing and future quotations and unreleased orders and apply these pricing adjustments now. We have not made this decision lightly and understand that these increases will cause challenges for you and your customers.

Thank you for your continued partnership. If you have any additional questions, reach out to your regional sales manager.

For specific Motor Starter information, contact the Axial support team at aifans@greenheck.com or 1-800-984-8713. For Ceiling Exhaust information or questions, contact bryan.magnuson@greenheck.com or 715-571-1495.

Motor Starters:

Category	Price Adjustment
MS1	+9.70%

Ceiling Exhaust Reductions:

Category	Current List	New List
Fans (115v)		
SP-AP0511W(-1)	350	320
SP-AP0511WL(-1)	470	440
Accessories		
SP-AP Motion Sensor	60	35
SP-AP Humidity Sensor	95	85
CRD for SP-AP/LP	145	135

Ceiling Exhaust Increases:

Category	Current List	New List
Fans (115v)		
SP-B50	135	150
SP-B80	153	160
SP-B110	171	180
SP-B110ES	171	180
SP-A50-90-VG	297	310
SP-A90-130-VG	334	340
SP-A50	234	275
Accessories		
SP-A/B – Motion Sensor (484828)	60	125
SP-A/B – Motion/Humidity Sensor (484827)	95	175