

# BULLETIN

MARCH 11, 2024

TO: All Greenheck Representatives  
FROM: Matt Spink  
Senior Vice President—Mechanical Channel  
SUBJECT: Select **List Price** Adjustments Effective April 1st, 2024



Greenheck business units and our supply team partners continue to hold the line and avoid an across-the-board price increase. That said, historically we have released targeted list price adjustments during our annual April CAPS® release, offering Greenheck the opportunity to address individual and accessory price changes, sometimes even downward price changes. This year we will make targeted list adjustments in both the April and August CAPS releases, leading with Axial-Inline, Dampers, Louvers, and Kitchen Ventilation in April, and the rest of Greenheck's businesses in August. Going forward, we will return to an annual list price adjustment as needed in our August CAPS release.

The following list price adjustments to select models and options that have experienced significant component cost increases will be included in the April 1st CAPS release:

## Axial & Inline

- Purchased components (starters, VG drives, switches, actuators) will raise fan package price by an average of 2%.
- Sidewall kits (weatherhoods, housings, collars) will raise fan package price by an average of 2%.
- Filter price increases will raise filtered fan package price by an average of 10%.

## Dampers & Louvers

- Most Belimo and Honeywell as well as select Siemens actuators will see a 4% price increase.
- Most curtain fire dampers will see list price increases. The change will vary by damper size, configuration, and selected accessories.
- Several low-volume VCD models and options will also see list price changes. Affected products include: VCD-20s, Belimo ZS260 NEMA 7 actuator housing, VCDs with 12-gauge frames, and VCDs with silicone blade seals.
- Optional factory-supplied filters will see a 70% increase which will translate to an overall price increase of approximately 10% on louvers selected with optional filter rack AND optional factory-supplied filters. The actual increase will be contingent on louver model, size, configuration, and filter size selected.

## Kitchen Ventilation

- Factory-coordinated fire install labor price will increase on average by 10%.

We have not made this decision lightly and understand that these increases may cause challenges for you and your customers.

If you anticipate orders being released or placed after the April 1st date, please contact the appropriate business unit or your regional sales team for the required repricing. Thank you for your continued partnership.