

Rep Stock Policy

REP PARTNER STOCK PROGRAM

Monthly Stock Order

We encourage all Rep Partners to adopt the practice of placing a stock order at planned intervals, regardless of size. A monthly stock order will assist you with your inventory planning and will improve your ability to serve your customers. A monthly stock order from each Rep Partner will also level out incoming orders to Greenheck allowing us to plan inventory and give you better service and quicker stock order turnaround.

- a. Each Rep Partner enrolled in the Rep Partner Stock Program must order one (1) stock order per month with no minimum dollar value provided the following criteria are met:
 - All items are available on the current Greenheck QD offering.
 - All orders are placed using the Rep Stock offering available in CAPS.
 - The order does not include any non-QD items (See item B below for exception).

Monthly stock orders meeting the above criteria will generally be shipped within three (3) weeks from the order date. In cases where rep stock product is configurable (non-QD product), the units would be considered ATO (assemble to order) and would be based on standard lead times.

- b. Stock orders may include non-QD products, which a Rep Partner normally stocks. These items are to be ordered in the same manner as stock products using the Rep Stock office in CAPS. Non-QD (Rep Partner stocked) products will receive the same stock discount as the QD products and will be scheduled at our normal standard lead times for that product.
- c. Mixed stock orders consisting of QD stock and non-QD products will be scheduled at our normal standard lead times.
- d. Individual product multipliers are pre-loaded into CAPS and will be assigned during the ordering process based on the total value of product selected.

Freight

Freight for Rep Stock orders is included in the product cost, (e.g., Prepaid). For shipments into Mexico for U.S. manufactured product, freight is included to the border and is Collect to destination using broker of your choice. For shipments into Canada freight is NOT included.

Warranty

Greenheck warrants its equipment to be free from defects in material and workmanship for a period of one year from the date of shipment from Greenheck facilities. Many products carry a longer warranty period based on the type of product and components contained within each unit. For more specific information, all Greenheck product warranties are located on www.greenheck.com on the Warranty tab under each specific product page. Any units or parts which prove defective during the warranty period will be replaced at our option. Under certain conditions, Greenheck may require the return of a complete unit or specific components for inspection. Greenheck is not responsible for any installation or removal costs. Replacement equipment will be shipped ground freight at Greenheck's expense. Expedited freight is available at an additional cost.

Recommended Stock Items

Upon request a recommended stock product list can be provided based on historical sales of products in your territory. Based on reports generated, a list of model names and the volume of each as ordered through QD and QB programs can be identified for future stock product opportunities.

Less Motor and Drive Pricing

Pricing is available to our Rep Partners for fans shipping less motor and drive via CAPS. Models indicated with a “LMD” nomenclature in the model name indicate the unit is built less motor and drive and are available for stock. If not marked with “LMD”, the units would be considered ATO (assemble to order) and any orders for these ATO units would be based on normal standard lead times.