

# BULLETIN

JULY 8, 2024

TO: All Greenheck Canada and International Representatives  
FROM: Matt Spink, Chief Sales Officer  
SUBJECT: Select **List Price** Adjustments Effective August 5th, 2024



This spring we notified you of our plan to incrementally roll out targeted list price adjustments. These list price adjustments include decreases as well as increases as we lead the market to redesigned and more efficient products. The following **list price** adjustments will be included in the August 5<sup>th</sup> CAPS® release:

## **Axial & Inline**

*[Exciting Strategic Pricing Realignment!]*

- Significant list price **decreases** in SQ mixed flow models – [click here for more information!](#)
- Legacy SQ models (i.e., with centrifugal wheels) list price increases:
  - SQ 60, 70, 80, 98, 99, 100: average 5% list price increase, varies by size and configuration
  - SQ 90 & 95: average 20% list price increase, varies by size and configuration

## **Tempered Air Products**

*[Due to Component Increases]*

- Certain wheel selections on make-up air units DGX and MSX
  - Hybrid Centrifugal wheels (D1/D3): +6 to 10% price increase
    - Only on housing sizes 12-35, increase varies by size
  - Large Mixed Flow wheels (MF2): +6 to 10% list price increase

## **Kitchen Ventilation Systems**

*[Due to Component Increases & Package Enhancement]*

- Fire Suppression (Amerex® Only):
  - Amerex® KP and Amerex® Zone Defense: average +5% list price increase
- Pollution Control Units:
  - Filtered Housing 30, 45, 90, or 120: ±5% list price change, varies by size and configuration
  - Filtered Housing 60 : 0-10% List price increase

Please work with your regional sales and quotations teams on necessary repricing for your current projects with anticipated release dates after August 5<sup>th</sup>.

Lastly, this CAPS® release will be a forced release (i.e., must be implemented on August 5, 2024) due to our [refrigerant transition plan \(click here for a past bulletin detailing this change\)](#) to comply with the new EPA regulation effective this December. We hope that by being proactive with this change, we can make this transition as smooth as possible for our supply teams, manufacturing teams, and you, our rep partners.

As always, we thank you for your efforts and good selling!  
Matt