

To: All Data Aire Representatives & Distributors

**NOTICE: Stand-Alone Heat Rejection Units – Condensers,
Condensing Units, Dry Coolers**

Dear Reps & Distributors,

Given the different cost structure carried by heat rejection units (condensers, condensing units, dry coolers), when sold stand-alone -- without an associated evaporator unit -- the multiplier must be higher to remain viable.

Effective July 1, 2021, stand-alone heat rejection units will be sold at 0.40 multiplier.

This applies to all quotes and orders.

NOTE: Orders entered prior to July 1 are not impacted.

Please feel free to reach out to your Regional Manager or myself with any questions or concerns.

I appreciate your understanding, and, as always, we appreciate your bringing Data Aire to market in your territory.

Eric Jensen



VP/GM

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