



September 7, 2018

best PRICING CHANGES

Best® has announced two pricing changes that will take effect over the next 30 days. The first one is a price decrease through a sales promotion for two of their most popular product series. The second one results from the impact of the recently imposed Section 301 tariffs which unfortunately is a price increase to the blower motors. The detailed information regarding both of these changes are listed below.

The CP3 and WTT32I, two of the most popular product series will have lower prices, effective September 10, 2018. These new prices will be valid until December 31, 2018.

Coperto (CP3 Series) Built-In Range Hood)	List Price	MAP Price	Forte (WTT32I Series) Chimney Wall Hood	List Price	MAP Price
CP34I309SB	\$870.40	\$783	WTT32I30SB	\$835.20	\$752
CP34I369SB	\$910.40	\$819	WTT32I330SB	\$816.00	\$734
CP34I429SB	\$980.80	\$883	WTT32I336SB	\$862.40	\$776
CP35I309SB	\$870.40	\$783	WTT32I342SB	\$988.80	\$890
CP35I369SB	\$910.40	\$819	WTT32I36SB	\$878.40	\$791
CP35I42SB	\$980.80	\$883	WTT32I42SB	\$1,006.40	\$906
CP37I482SB	\$1,393.60	\$1,254	WTT32I48SB	\$1,334.40	\$1,201

While Best® proudly manufactures 80%+ of all finished goods sold in North America here in their North American facilities they need to import motors and certain other components as cost-effective domestic sources do not exist. The blower motor SKU's impacted by this price increase which will be effective October 7, 2018 are listed below.

Model Number	Effective: Current		Effective: October 7, 2018	
	List Price	MAP	List Price	MAP
EB12	\$1,015.00	\$914	\$1,017.22	\$916
EB15	\$1,265.00	\$1,139	\$1,267.22	\$1,141
ILB3	\$403.00	\$363	\$420.78	\$379
ILB6	\$632.00	\$569	\$658.67	\$593
IQ12	\$1,111.00	\$1,000	\$1,026.58	\$924
IQ6	\$744.00	\$670	\$696.27	\$627
P12	\$702.00	\$632	\$704.22	\$634
P6	\$453.00	\$408	\$455.22	\$410