

October 1, 2019

Dear Valued Channel Partner:

As you know the U.S. government imposed tariffs on products imported from China. In December these tariffs will be expanded and a portion of our products will be impacted.

This means there will be approximately a 15% price increase on Panasonic Ventilation products, effective on orders received after December 1st, 2019.

We are reviewing the impact to determine what % increase may need to be passed on. Please note, this increase ONLY affects our products manufactured in China. Attached is a list of models impacted. New price schedules will be delivered to you prior to December 1st, 2019.

We are fortunate that the majority of products are manufactured in our new North American manufacturing facility and are unaffected. Please contact your Panasonic sales representative for more information on these products.

We greatly appreciate your business and we are dedicated to bringing you the best Indoor Air Quality solutions and services at a competitive price.

Thank you for your continued support.

Respectfully,



James Shelton
Vice President

Models impacted by China Tariff

Model Number	UPC	Product Family Name	Features
SACG2K-06	8 57702 00114 5	Select Cyclor	SelectCyclor Kit, 6" Duct: <50 Units (Stock Price) Whole house ventilation system designed to work with WhisperGreen Select to operate in Hybrid or Balanced mode to meet ASHRAE 62.2. Kit includes a programmable wall mount controller, motorized supply damper with 6" duct and a FanConnect™ bathroom fan/light wall switch, White, Wall plate Not included. WhisperGreen Select exhaust fan or fan/light sold separately.
SACG2K-04	8 57702 00115 2	Select Cyclor	SelectCyclor Kit, 4" Duct: <50 Units (Stock Price) Whole house ventilation system designed to work with WhisperGreen Select to operate in Hybrid or Balanced mode to meet ASHRAE 62.2. Kit includes a programmable wall mount controller, motorized supply damper with 4" duct and a FanConnect bathroom fan/light wall switch, White, Wall plate Not included. WhisperGreen Select exhaust fan or fan/light sold separately.
SACG2K-08	8 57702 00116 9	Select Cyclor	SelectCyclor Kit, 8" Duct: <50 Units (Stock Price) Whole house ventilation system designed to work with WhisperGreen Select to operate in Hybrid or Balanced mode to meet ASHRAE 62.2. Kit includes a programmable wall mount controller, motorized supply damper with 8" duct and a FanConnect bathroom fan/light wall switch, White, Wall plate Not included. WhisperGreen Select exhaust fan or fan/light sold separately.
SACG2K-10	8 57702 00117 6	Select Cyclor	SelectCyclor Kit, 10" Duct: <50 Units (Stock Price) Whole house ventilation system designed to work with WhisperGreen Select to operate in Hybrid or Balanced mode to meet ASHRAE 62.2. Kit includes a programmable wall mount controller, motorized supply damper with 10" duct and a FanConnect bathroom fan/light wall switch, White, Wall plate Not included. WhisperGreen Select exhaust fan or fan/light sold separately.
SACRR	8 57702 00126 8	Select Cyclor	Range Hood Pressure Sensor: <50 Units (Stock Price) Range Hood Pressure Sensor solves depressurization issues when using the SelectCyclor System by opening the damper and allowing make up air to enter as soon as the range hood is turned on.
SACTG-C02	8 57702 00124 4	Select Cyclor	COLD Temperature Sensor: <50 Units (Stock Price) Provides SelectCyclor System control in extreme Cold temperatures. OFF Temperature: 35°F +/- 5°, ON Temperature: 4°F higher, Operation: 2A @ 24VAC.
SACTG-H01	8 57702 00125 1	Select Cyclor	HOT Temperature Sensor: <50 Units (Stock Price) Provides SelectCyclor System control in extreme Hot temperatures. OFF Temperature: 95°F +/- 5°, ON Temperature: 4°F lower, Operation: 2A @ 24VAC.
FV-20VQ3	0 92281 13449 9	WhisperCeiling	WhisperCeing fan, 190 CFM, 1.3 sone, 9-9/32" housing depth.
FV-30VQ3	0 92281 13450 5	WhisperCeiling	WhisperCeiling fan, 290 CFM, 2.0 sone, 9-9/32" housing depth.
FV-40VQ4	0 92281 13451 2	WhisperCeiling	WhisperCeiling fan, 390 CFM, 3.0 sone, 9-9/32" housing depth, does not comply with the ESTAR 4.0 requirement for incresed efficiency(CFM/Watt).
FV-08VRE2	8 85170 30273 0	WhisperRecessed LED	WhisperRecessed LED, fan-LED light, 80 CFM, 1.0 sone, (1) 11W GU24 base, ENERGY STAR 2.0 certified LED lamp, integrated dual 4" or 6" duct adaptor, 7-1/2" housing depth.
FV-11VH2	0 37988 87065 3	WhisperWarm	WhisperWarm fan-heater, 110 CFM, 0.6 sone, 7-3/4" housing depth.
FV-11VHL2	0 37988 87066 0	WhisperWarm w/Light	WhisperWarm fan-heater-light, 110 CFM, 0.7 sone, (2)13W self ballasted GU24 base CFL lamps, 4W night light, 7-3/4" housing depth.
FV-08-11VF5	8 85170 24655 3	WhisperFit EZ	WhisperFit EZ fan, Pick-A-Flow™ Speed Selector 80 or 110 CFM, 0.3 or 0.8 sone, Flex-Z Fast™ installation bracket, detachable installation adapter and detachable 4" to 3" duct adapter included, 5-5/8" housing depth.
FV-08-11VFM5	8 85170 24657 7	WhisperFit EZ	WhisperFit EZ fan, Pick-A-Flow™ Speed Selector 80 or 110 CFM, 0.3 or 0.8 sone, built-in Motion Sensor , Flex-Z Fast™ installation bracket, detachable installation adapter and detachable 4" to 3" duct adapter included, 5-5/8" housing depth.
FV-08-11VFL5E	8 85170 36286 4	WhisperFit EZ w/LED	WhisperFit EZ fan-light, Pick-A-Flow™ Speed Selector 80 or 110 CFM, 0.4 or 1.0 sone, (1)10W dimmable LED chip panel with <1W LED night light, Flex-Z Fast™ installation bracket, detachable installation adapter and detachable 4" to 3" duct adapter included, 5-5/8" housing depth.
FV-0510VS1	8 85170 30629 5	WhisperValue DC	WhisperValue DC fan, Pick-A-Flow™ Speed Selector 50, 80 or 100 CFM with ECM Motor, <0.3, 0.4, 0.9 sone, 3-3/8" housing depth, L-shaped mounting bracket.
FV-0810VSS1	8 85170 31784 0	WhisperValue DC	WhisperValue DC fan, Pick-A-Flow™ Speed Selector 80 or 100 CFM with ECM Motor, Multi-Speed for ASHRAE 62.2 , 3-3/8" housing depth, L-shaped mounting bracket.
FV-0510VSC1	8 85170 31786 4	WhisperValue DC	WhisperValue DC fan, Pick-A-Flow™ Speed Selector 50, 80 or 100 CFM with ECM Motor, Condensation Sensor , 3-3/8" housing depth, L-shaped mounting bracket.
FV-0510VSA1	8 85170 30631 8	WhisperValue DC contractor pack	WhisperValue DC, Universal Housing Can, Contractor Pack - FV-0510VS1 Only .
FV-0510VSB1	8 85170 30633 2	WhisperValue DC contractor pack	WhisperValue DC, ECM Motor/Grille Assembly, Contractor Pack - FV-0510VS1 Only .
FV-0510VSL1	8 85170 31782 6	WhisperValue DC w/LED	WhisperValue DC Fan/LED Light, Pick-A-Flow™ Speed Selector 50, 80 or 100 CFM with ECM Motor, 10W LED Chip Panel, <1W LED night light, 3-3/8" housing depth, L-shaped mounting bracket.
FV-0810VSSL1	8 85170 31788 8	WhisperValue DC w/LED	WhisperValue DC Fan/LED Light, Pick-A-Flow™ Speed Selector 80 or 100 CFM with ECM Motor, Multi-Speed for ASHRAE 62.2 , 10W LED Chip Panel, <1W LED night light, 3-3/8" housing depth, L-shaped mounting bracket.
FV-0510VSCL1	8 85170 31790 1	WhisperValue DC w/LED	WhisperValue DC Fan/LED Light, Pick-A-Flow™ Speed Selector 50, 80 or 100 CFM with ECM Motor, Condensation Sensor , 10W LED Chip Panel, <1W LED night light, 3-3/8" housing depth, L-shaped mounting bracket.
FV-15NLFS1	885170330832	WhisperFresh Select	Customizable fresh air supply fan featuring Pick-A-Flow™ technology – one fan, you choose the CFM (50-150 CFM). Intelligent ECM motor with SmartFlow technology provides optimum CFM output for precision whole-house supply ventilation.
FV-FL0815NL1	8 85170 33727 5	WhisperFresh Select	WhisperFresh Select optional MERV 8 Supply Air Replacement Filter

Models impacted by China Tariff

Model Number	UPC	Product Family Name	Features
FV-FL1315NL1	8 85170 33726 8	WhisperFresh Select	WhisperFresh Select optional MERV 13 Supply Air Replacement Filter
FV-01WS2	8 85170 18000 0	WhisperSupply Wall	WhisperSupply Wall, 10 CFM/On/OFF Switch, <0.3 sone
FV-04WS2	8 85170 18001 7	WhisperSupply Wall	WhisperSupply Wall, 20 CFM/40 CFM/OFF Switch, <0.3 sone/1.2 sone
FV-10VEC1	8 85170 30738 4	Intelli-Balance 100	Intelli-Balance 100 - Cold Climate ERV , Pick-A-Flow™ Speed Selectors on supply and exhaust 50, 60, 70, 80, 90, or 100 CFM with 2 ECM motors, ASHRAE 62.2 Timing Function, 8-7/8" housing depth.
FV-10VE1	8 85170 30740 7	Intelli-Balance 100	Intelli-Balance 100 - Temperate Climate ERV , Pick-A-Flow™ Speed Selectors on supply and exhaust 50, 60, 70, 80, 90, or 100 CFM with 2 ECM motors, ASHRAE 62.2 Timing Function, 8-7/8" housing depth.
FV-FL0810VE1	8 85170 30742 1	Intelli-Balance 100	Intelli-Balance 100 optional MERV 8 Supply Air Replacement Filter
FV-FL1310VE1	8 85170 30744 5	Intelli-Balance 100	Intelli-Balance 100 optional MERV 13 Supply Air Replacement Filter
FV-04VE1	0 37988 87044 8	WhisperComfort	WhisperComfort - (ERV) 40/20, 20/10 CFM, 0.8 sone, 7-7/8" housing depth.
FV-WC04VE1	0 37988 87070 7	WhisperComfort	WhisperComfort Wall Cap, Double chambers for exhaust and supply air
FV-EB04VE1	8 85170 08990 7	WhisperComfort	WhisperComfort Elbow, includes double chambers for exhaust and supply air
FV-10NLF1E	8 85170 26619 3	WhisperLine	WhisperLine fan, 120 CFM, 1.0 sone, enhanced CFM/Watt for ESTAR 4.0 compliance. Replaced FV-10NLF1.
FV-20NLF1	0 92281 13445 1	WhisperLine	WhisperLine fan, 240 CFM, 1.4 sone
FV-30NLF1	0 92281 13446 8	WhisperLine	WhisperLine fan, 340 CFM, 1.7 sone, does not comply with the ESTAR 4.0 requirement for increased efficiency(CFM/Watt).
FV-40NLF1	0 92281 13447 5	WhisperLine	WhisperLine fan, 440 CFM, 2.1 sone, does not comply with the ESTAR 4.0 requirement for increased efficiency(CFM/Watt).
FV-NLF04G	0 92281 13452 9	WhisperLine Accessories	WhisperLine 4" Duct Inlet Grille
FV-NLF06G	0 92281 13453 6	WhisperLine Accessories	WhisperLine 6" Duct Inlet Grille
FV-NLF46RES	8 85170 30275 4	Recessed Inlet	Recessed Inlet, Multi-Purpose Exhaust or Supply Inlet for use with remote mount in-line fans and H/ERVs, or as a light-only option with WhisperRecessed LED fans, (1) 11W GU24 base, ENERGY STAR 2.0 certified LED lamp, integrated dual 4" or 6" duct adaptor, 7-1/2" housing depth.
FV-WCCS1-W	8 85170 05028 0	WhisperControl	Condensation Sensor, Humidity and Condensation control and countdown timer, On/Off, moisture sensitivity selector, adjustable minutes per hour fan timer can also help comply with ASHRAE 62.2, White, Wall Plate Included
FV-WCCS1-A	8 85170 05029 7	WhisperControl	WhisperControl Condensation Sensor, Humidity and Condensation control and countdown timer, On/Off, moisture sensitivity selector, adjustable minutes per hour fan timer can also help comply with ASHRAE 62.2, Light Almond, Wall Plate Included
FV-WCCS2-W	8 85170 05030 3	WhisperControl	WhisperControl Condensation Sensor, Humidity and Condensation control and countdown timer, On/Off/Light, moisture sensitivity selector, adjustable minutes per hour fan timer can also help comply with ASHRAE 62.2,White, Wall Plate Included
FV-WCCS2-A	8 85170 05031 0	WhisperControl	WhisperControl Condensation Sensor, Humidity and Condensation control and countdown timer, On/Off/Light, moisture sensitivity selector, adjustable minutes per hour fan timer can also help comply with ASHRAE 62.2, Light Almond, Wall Plate Included
FV-WCD01-W	8 85170 05529 2	WhisperControl	WhisperControl Preset count down delay off timer switch, On/Off, ventilation wall control that can also help comply with ASHRAE 62.2, White, Wall Plate Included
FV-WCD01-A	8 85170 05530 8	WhisperControl	WhisperControl Preset count down delay off timer switch, On/Off, ventilation wall control that can also help comply with ASHRAE 62.2, Light Almond, Wall Plate Included
FV-WCD02-W	8 85170 20752 3	WhisperControl	WhisperControl Preset count down delay off timer switch, On/Off/Light, ventilation wall control that can also help comply with ASHRAE 62.2, White, Wall Plate Included
FV-WCD02-A	8 85170 20753 0	WhisperControl	WhisperControl Preset count down delay off timer switch, On/Off/Light ventilation wall control that can also help comply with ASHRAE 62.2, Light Almond, Wall Plate Included
FV-WCSW11-W	8 85170 05032 7	WhisperControl	WhisperControl Switches, 1 function On/Off, Fan, White, Wall Plate Included
FV-WCSW11-A	8 85170 05033 4	WhisperControl	WhisperControl Switches, 1 function On/Off, Fan, Light Almond, Wall Plate Included
FV-WCSW21-W	8 85170 05034 1	WhisperControl	WhisperControl Switches, 2 function On/Off, Fan/Light, White, Wall Plate Included
FV-WCSW21-A	8 85170 05035 8	WhisperControl	WhisperControl Switches, 2 function On/Off, Fan/Light, Light Almond, Wall Plate Included
FV-WCSW31-W	8 85170 05036 5	WhisperControl	WhisperControl Switches, 3 function On/Off, Fan/Light/Night-light, White, Wall Plate Included
FV-WCSW31-A	8 85170 05037 2	WhisperControl	WhisperControl Switches, 3 function On/Off, Fan/Light/Night-light, Light Almond, Wall Plate Included
FV-WCPT1-W	8 851700 4859 1	WhisperControl	SmartExhaust Ventilation Control Switch - fan/light switch, delay timer, ventilation wall control that can help comply with ASHRAE 62.2, White, Wall Plate Not Included; Broken pack option is not available for this item.
FV-GL3TDA	0 37988 87057 8	Designer Grilles	Optional Designer Grilles, Grille Size: 13" Fits: FV-0511VQ1,FV-1115VQ1, FV-08-11VF5
FV-GL3TDB	0 37988 87058 5	Designer Grilles	Optional Designer Grilles, Grille Size: 14-1/5" Fits: FV-0511VQ1,FV-1115VQ1, FV-08-11VF5