Sales & Marketing Bulletin



Bulletin: 11-18

TO:	Greenheck U.S. Mechanical Representatives
FROM:	Matt Gaedtke Segment Manager, Laboratory and Fume Exhaust Systems
DATE:	February 20, 2018
SUBJECT:	Vektor [®] Direct Drive Product Offering Update



Last year, the Vektor[®] team launched direct drive arrangement 4 inline fans (Vektor-M series) and centrifugal fans (Vektor-C series) in response to changing market conditions. These new configurations helped us align with competitive market pricing for direct drive industrial fume exhaust fans as well as meet trends calling for longer durations between scheduled maintenance. In partnering with Baldor, we can now offer motors designed to provide a minimum of 12 months maintenance-free operation. This will continue to be valuable to facility owners who don't have the available maintenance staff due to reductions in their budgets.

Future of Direct Drive Arrangement 2 Vektor

Vektor-C Arrangement 4

As part of the move toward less expensive and lower maintenance products, we will be removing the Vektor arrangement 2 as a standard product offering in CAPS® 4.26 (April release). However, you will be able to edit existing Vektor arrangement 2 CAPS files. We will also continue to accept orders on a Special Design Request (SDR) basis for projects where this configuration is specified or required to match existing equipment such as future fan installations.

For further support or questions, please contact the Lab and Fume Exhaust team at 1-877-VEKTORS or vektor.support@greenheck.com.

Thank you for your support of the Greenheck Vektor product.



Vektor-M Arrangement 4