## Sales & Marketing **Bulletin**



Bulletin: 17-18

TO: Greenheck Mechanical Representatives

FROM: Eric Drengler

Product Manager, Centrifugal and Vane Axial

DATE: March 28, 2018

SUBJECT: Utility Set Transition



Greenheck is launching a new and improved product line of utility set fans. These fans will replace legacy models SFB, SFD, SWD and SWB-100.

The USF-100 platform offers new features that simplify installations and maintenance. This product line will also streamline the utility set product selections in CAPS<sup>®</sup>. The table below shows the legacy model, its replacement and the CAPS release date.

Legacy Model	New Model	CAPS Release
SWD	USFD-100-BI	4.26 (April 2018)
SWB-100	USF-100-BI	4.27 (August 2018)
SFD	USFD-100-FC	4.27 (August 2018)
SFB	USF-100-FC	4.27 (August 2018)

## Transition Period for SWB-100 and SWD Models

Models SWB-100 and SWD will be removed from CAPS 4.26 (April release). CAPS will not allow new selections of these models. However, you may still order existing marks (selections) for projects already quoted until the release of CAPS 4.27 in (August 2018).

Model USFD-100-BI will launch in April to replace the SWD.

The replacement for model SWB-100 will not launch until the release of CAPS 4.27. Select model USF-200-BI as a replacement until August when the USF-100-BI launches.

## <u>Transition Period for SFB & SFD Models</u>

Models SFB and SFD will be removed from CAPS 4.27. You may select and order these models until the release of CAPS 4.27, but any SFBs and SFDs will have to be selected as models USF-100-FC and USFD-100-FC in the CAPS 4.27 release.

NOTE: No legacy models (SFB, SFD, SWB-100 and SWD) can be ordered after the CAPS 4.27 release in August 2018.

Please contact CVI customer service at <a href="mailto:cvifans@greenheck.com">cvifans@greenheck.com</a> if you have any questions.

## **Utility Set Transition**



