

Bulletin: 19-18

TO: All Greenheck Representatives
FROM: Dean Nienhuis,
General Manager, Ceiling Fans
DATE: April 17, 2018
SUBJECT: Ceiling Exhaust Fan - Important Updates



Model SP Price Decrease

As previously announced, Greenheck is pleased to inform you that **effective with CAPS 4.26**, we have implemented a list price **DECREASE** on **model SP – sizes A50-A110 and B50-B110**. This reduction is in direct response to your feedback to be more competitive.

This price structure aligns our low cfm SP-A products with the competition's higher tier products and the low cfm SP-B products with the competition's mid-tier products.

Greenheck is committed to winning in the ceiling exhaust fan market!

This is one of many steps in our effort to become the preferred ceiling exhaust fan provider on multifamily, hotel, assisted living, condos/residential developments and other multi-dwelling unit construction projects.

The pricing realignment along with the following product line features is another step in closing the gap on the competition.

- Multi-flow SP-A-VG
- Industry leading low sound levels on the SP-A
- Value of the SP-B series

Competitor Cross Reference Tool

Greenheck is excited to introduce a new sales tool to help you quickly select the appropriate SP ceiling exhaust fan when a competitor unit is scheduled.

An example of how this tool may be used is below:

EXHAUST FAN SCHEDULE											
ITEM TAG	MANUFACTURER AND MODEL NUMBER	QTY	CFM	ESP	ELECTRICAL DATA			CONTROL	AREA SERVING	UNIT WEIGHT (LBS)	REMARKS
					VOLT-PH-HZ	HP OR NOTED	RPM				
TE-1	"BROAN" #GTXE080	68	80	0.125	120-1-60	0.2 AMPS	-	SWITCH	BATHROOMS	13	1-4
GE-1	"GREENHECK" #SBE-1H42-10	1	13,000	0.25	208-1-60	1 HP	582	INTERLOCK WITH VEHICLE EXHAUST SYSTEM	PARKING GARAGE	441	1, 2, 3, 6, 9
GE-2	"GREENHECK" #SP-A125	1	120	0.125	120-1-60	53 WATTS	1100	-	TRASH ROOM 004	15	1, 2, 3, 5
EF-1	"FANTECH" #DBF 110	27	150	0.2*	120-1-60	0.12 AMPS	2761	N/A	DRYER		1, 10

REMARKS:

1. VERIFY EXACT VOLTAGE PRIOR TO ORDERING EQUIPMENT.
2. ELECTRICAL CONTRACTOR SHALL PROVIDE DISCONNECT SWITCH AND LINE WIRING.
3. PROVIDE BACKDRAFT DAMPER.
4. ELECTRICAL CONTRACTOR SHALL INTERLOCK WITH LIGHTS (OCCUPANCY SENSOR).
5. ELECTRICAL CONTRACTOR SHALL PROVIDE WALL SWITCH.
6. ELECTRICAL CONTRACTOR SHALL INTERLOCK WITH VEHICLE EXHAUST DETECTION SYSTEM.
7. PROVIDE THE DBIO PRESSURE SWITCH (MOUNTS NEAR FAN).
8. INTERLOCKED WITH THERMOSTAT.
9. PROVIDE WITH ALL REQUIRED HANGING ACCESSORIES, GRAVITY BACKDRAFT DAMPER, WALL HOUSING WITH GUARD.
10. PROVIDE THE DBIO PRESSURE SWITCH (MOUNTS NEAR FAN).

GREENHECK		Model		Rated CFM	Sones @ .1 in. wg	Greenheck	Rated CFM	Sones @ .1 in. wg	Needed Configuration				Note
Broan		Model	Rated CFM	Sones @ .1 in. wg	Greenheck	Rated CFM	Sones @ .1 in. wg	Motion Sensor*	Lighted LED Grille	Speed Control	Dehumidistat*	Minimum Ventilation Control	Note
2		LP80	80	1.0	SP-L80	80	2.0						*In CAPS 4.27, August 2018 release, an integrated humidity sensor will be available. If an integral humidity sensor is needed before then, please request via SDR. Compatible on SP-A and SP-B models only.
		QTXE080	80	0.3	SP-A90	90	<0.3						
		QTXE080FLT	80	0.3	SP-A90	90	<0.3						*Motion sensors are offered in a wall switch or integral to the fan.
		QTXE110	110	0.7	SP-A110	110	<0.3						
		QTXE110FLT	110	0.7	SP-A110	110	<0.3						
		QTXE110S	110	0.7	SP-A110	110	<0.3						
		QTXE150	150	1.4	SP-A190	190	2.1						
		QTXE150FLT	150	1.4	SP-A190	190	2.1						
1		RB110	110	0.6	SP-A110	110	<0.3						
		RB110L	110	0.8	SP-A110	110	<0.3						

1. Locate manufacturer
2. Determine model/competitor SKU
3. Determine the Greenheck equivalent
4. Look for any needed accessories and review notes (none in this example)

This tool is confidential and for internal use only and is found on RepNet. To locate, go to the Product Info tab and select Fan and Ventilator.

Do you have a big project? Please contact our ceiling exhaust fan team directly via email ceilingfans@greenheck.com or phone at 715.571.1495.

Thank you and happy selling!