

Bulletin: 27-18

TO: All Greenheck Representatives
 FROM: Lisa Zastrow
 Senior Application Engineer, Axial Business Unit
 DATE: May 23, 2018
 SUBJECT: Expanded AER Product Offering



Change is in the AER™

Greenheck's AER product is expanding with new product offerings and features. These are now available in CAPS® 4.26 and eCAPS®.

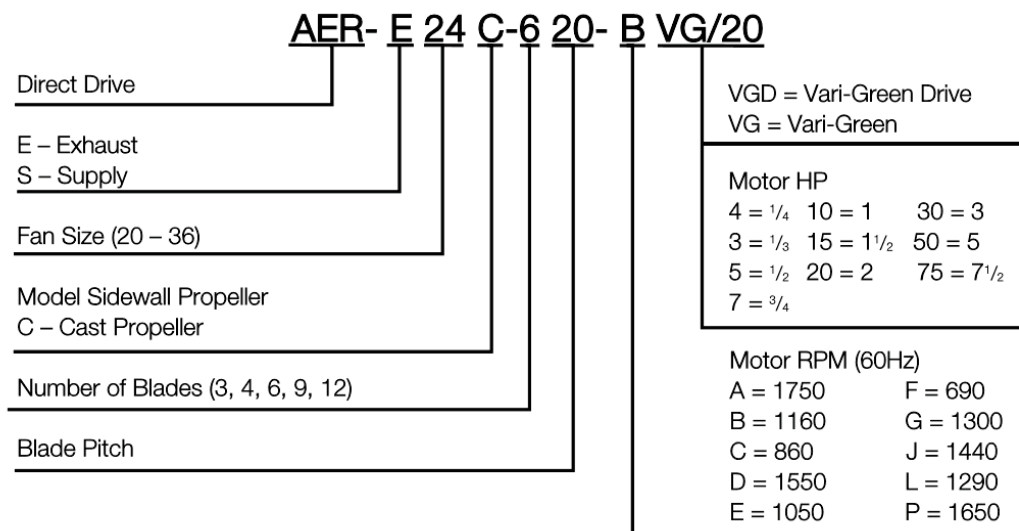
Below are the most recent additions for the AER model.

- Lower sound options
 - 9-and 12-bladed propeller
- Vari-Green® drive offering
 - Sizes 24-36 (up to 7½ HP)
- Paint available as a selectable option
- CAPS ranking-dynamic selections
- eCAPS availability
- Upcoming in August CAPS® 4.27
 - Sizes 42-48



AER – 12-blade cast propeller

The AER model number system designed to identify the fan selection you will see in CAPS.



Dynamic Direct Drive Sidewall Ranking

A new ranking feature has been added to assist with your direct drive sidewall CAPS selections.

CAPS Ranking Similar to eCAPS

- Rank default is: “Available Sizes = Recommended”
- Displays a minimum of four options for each AER size
- Ranked criteria based on:
 - Base Fan List Price
 - Sound
 - Operating Power
- Overall Best Value Fan – with combined lowest sound, price, and operating power
- Reminders with ranking:
 - Current legacy product is still available
 - Previously saved jobs may display as invalid
 - Please reselect your mark
 - Ranking can be turned off if desired
 - Switch from “Recommended” to “All”
 - Capable to sort by other criteria with ranking turned on
 - Rank, Relative Cost, Motor Size, etc.

The screenshot shows the software interface for selecting a fan. The 'Available Sizes' dropdown menu is highlighted in red, showing options for 'Recommended' and 'All'. The 'Rank' column in the product list table is also highlighted in red.

Model Name	Rank	Relative Cost	Operating Cost / Yr (USD)	Actual Volume (CFM)	Total External SP (in. wg)	Drive Type	Fan Speed (RPM)	Max Fan Speed (Selected) (RPM)	Max Fan Speed (RPM)	Drive Loss (%)	Operating Power (hp)	Motor Size NEMA (hp)	Base Fan Weight (lb)	Inlet dBA (dB)	Inlet Sones	Best Lead Time	Fast Pass Available
AER-E36C-422-C	1	1.39	251	15,012	0	Direct	860	860	-	-	1.15	1	114	74	25	Standard	-
SCE3-36-612-C	2	1.42	255	15,076	0	Direct	870	870	-	-	1.17	1	126	76	26	3 Day	Yes
SCE3-36-617-C	3	1.56	279	16,148	0	Direct	860	860	-	-	1.27	1 1/2	130	73	21	3 Day	Yes
SCE3-36-307-B	4	1.35	243	14,446	0	Direct	1160	1160	-	-	1.12	1	126	82	36	3 Day	Yes
AER-E30C-626-B	5	1.22	480	15,050	0	Direct	1160	1160	-	-	2.23	2	108	78	29	Standard	-
AER-E30C-315-A	6	1.00	504	15,100	0	Direct	1750	1750	-	-	2.43	3	127	85	44	Standard	-
SCE3-42-610-F	7	1.95	182	14,275	0	Direct	690	690	-	-	0.74	3/4	178	71	19.5	3 Day	Yes
SCE3-36-627-C-VGD	8	1.94	273	15,000	0	Direct	648	813	870	6.1	1.01	2	136	66	14.7	3 Day	-
SCE3-30-625-B	9	1.27	468	14,780	0	Direct	1160	1160	-	-	2.18	2	112	82	38	3 Day	Yes
SCE3-42-605-C	10	1.64	239	14,943	0	Direct	870	870	-	-	1.1	1	184	81	36	3 Day	Yes
AER-E36C-425-C-VGD	11	1.88	274	15,000	0	Direct	823	860	860	5.7	1.23	1 1/2	118	73	22	Standard	-
AER-E36C-620-C-VGD	12	1.88	272	15,000	0	Direct	798	854	860	5.7	1.22	1 1/2	118	74	23	Standard	-
SCE3-42-620-C-VGD	13	2.31	152	15,000	0	Direct	532	852	870	7.0	0.73	3	213	63	11.8	3 Day	-
SCE3-48-609-C-VGD	14	2.29	144	15,000	0	Direct	487	760	870	9.5	0.39	1 1/2	203	67	14.4	3 Day	-
SCE3-42-615-C-VGD	15	2.16	233	15,000	0	Direct	610	845	870	6.9	0.75	2	194	67	15.0	3 Day	-

Contact me at lisa.zastrow@greenheck.com or 715-841-8300 or your designated Greenheck sales support representative with questions on this product.