Sales & Marketing Bulletin



Bulletin: 37-18

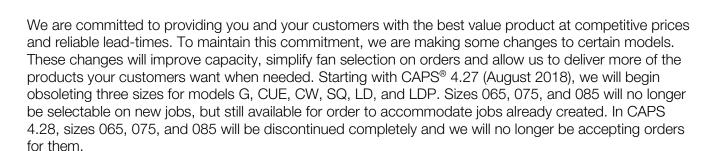
TO: All Greenheck Representatives

FROM: Dave Mayer, Product Manager, Power Roof Ventilators

Derek Hawley, Product Manager, Axial and Inline

DATE: August 9, 2018

SUBJECT: Obsoleting of Fan Sizes



The performance range covered by sizes 060-095 has a lot of overlap. Obsoleting these three sizes (065, 075, and 085) removes this overlap as the performance of these fans is covered by the remaining sizes (060, 070, 080, 090, and 095). This change will simplify your selection process and ensure you are getting the best value fan for each performance point.

Additionally, due to the ever-evolving market, several models that are no longer in demand will be obsoleted. In the CAPS 4.28 release, marks created for these models will turn gray and no longer be available for quoting or order processing. Orders submitted prior to the CAPS 4.28 release will be processed as ordered. Below is the list of these additional obsoleted models/sizes along with suggestions for more popular sizes.

Obsoleted Model (CAPS 4.28, December 2018)	Viable Alternative Model
LD-60	LD-70
LDP-60	LDP-70
LB-10	LB-14
LBP-10	LBP-14
RDU-18	RDU-24
RDU-20	RDU-24
RBU-20	RBU-24
RBUMO-20	RBUMO-24

Please do not hesitate to contact your regional salesperson or email us at fans@greenheck.com should you have any questions, comments, or concerns.