

TO: All Greenheck Representatives
FROM: Andy Jackson, Product Manager-Louvers
DATE: April 8, 2019
SUBJECT: Improved Selections for Obsolete Louver Models



Your request to simplify and improve Greenheck's line of louvers continues to move forward. The process that started the end of 2017 addresses your concern over having too many louver models. As a result, we are obsoleting models that no longer meet your needs and simultaneously adding better performing models. This obsolescence also helps maintain faster and consistent production lead times.

This is why in the August CAPS® release (4.30) we will obsolete six louver models. Quoting or order processing of these low sales volume models will not be available once CAPS 4.30 is released. However, any order submitted prior to the release date will be processed as ordered.

We also understand you may need comparable alternatives for the obsoleted products. The chart below provides those alternative louver models. These represent more popular and better performing models. The AFJ-601D unfortunately, does not have a viable alternative. We do have several other acoustical louvers available, but none has the Dade County certification found on the AFJ-601D. However, historic demand for this model is low and does not warrant additional cost and resource allocations associated with a Dade County certified product.

Obsoleted Louver Model (CAPS 4.30, August 2019)	Viable Alternative
FSG-801	AFL-501
EVH-602	EVH-501
EVH-301	EVH-302
EDJ-430	EDK-430
AFJ-601D	N/A
EACN-601	EACA,601, EAC-601

Please contact me with questions, comments or concerns at 715-355-6643 or andy.jackson@greenheck.com.