## Sales & Marketing **Bulletin**



Bulletin: 28-21

TO: All Greenheck Representatives

FROM: Bethany Seubert

Product Manager, DOAS

DATE: July 6, 2021

SUBJECT: Model ERCH with Packaged DX Obsolescence

We have been working hard to expand the capabilities and improve the competitive positioning of models RV and RVE. The RVE unit with packaged DX cooling is our most competitive DOAS unit with an energy recovery wheel and provides the features required in the DOAS market. Therefore, we will begin obsoleting the ERCH with packaged DX cooling beginning with the August 4.36 CAPS® release. No new selections of ERCH units with packaged DX cooling are allowed after the August CAPS release. However, existing selections for the ERCH with packaged DX can still be ordered until the December CAPS release (4.37). After the December CAPS release (4.37), no ERCH units with packaged DX cooling can be ordered.

The ERCH will still be available with all other cooling options available today (chilled water, split system DX, water source heat pump, indirect evap, direct indirect evap). No changes are being made to the heating options.

The RVE offers up to 70 tons of packaged DX cooling and 18,000 cfm of outdoor air and provides the greatest value to your customer. Remember, the RVE offers the following features that are not available on the ERCH:

- Direct drive plenum fans with VFDs as standard
- R13 2" double-wall foam injected housing including the unit base
- Standard unit exterior coating providing a 2,500-hour salt spray rating
- Low sound condenser fan blade design
- Stainless steel heat exchanger tubing with 25-year warranty
- Inverter or digital scroll lead compressor options
- EC condenser fan(s) option for modulating head pressure control
- Enthalpy wheel options: polymer with silica gel desiccant or aluminum with a molecular sieve
- Additional extended warranty options

Please contact our team at <a href="DOAS@greenheck.com">DOAS@greenheck.com</a> if you have any questions on current jobs with ERCH units selected with packaged DX cooling or are looking for assistance to make a selection to switch over to the RVE.

