

Bulletin: 33-21

TO: All Greenheck Representatives  
FROM: Kurt Kluck  
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DATE: July 26, 2021  
SUBJECT: HVLS Fan Control for Amazon Logistics Update



Greenheck's HVLS fans have been included in the master specifications for all Amazon logistics projects including distribution centers, fulfillment centers, sortation centers, and delivery stations since April 1, 2020. Amazon continues to build new logistics facilities at a rapid pace and thanks to you, our valued Greenheck rep partners, Greenheck HVLS fans have been installed in over 130 Amazon facilities to-date.

To maintain this level of success with such a significant customer, Greenheck has developed a close relationship with Amazon's worldwide design team and their global building automation system (BAS) partner company, CBRE/ESI. As a result of these relationships, Greenheck was recently informed of a change in Amazon's guidance regarding how HVLS fans are to be controlled.

Prior to this change, the direction was that HVLS fans would be controlled directly from the building automation system (BAS). Shielded control wiring was run directly from the BAS controller to the first fan, and then daisy chained from fan to fan thereafter. While this practice was highly effective for BAS control of HVLS fans, the installer could not verify that the fans worked before leaving the job site and did not always allow for building commissioning if the BAS installer (CBRE/ESI) was unable to get to the site in time.

Amazon's new direction is for HVLS fans to be provided with a BAS-compatible controller that allows the installing contractor to verify proper fan operation before leaving the job site. Afterward, the BAS installer will connect the BAS to the controller and take over control of the fans remotely.

You need to take the following steps when quoting or ordering HVLS fans for Amazon projects to ensure compliance with this new direction and simplify on-site coordination for the customer:

1. Select the appropriate quantity of advanced touchscreen controllers in CAPS® for the selected quantity of fans. Please note that Amazon and CBRE/ESI prefer to use the fewest possible number of controllers for each site to minimize BMS points.
2. Indicate on the order that the job is for an Amazon facility so that the [special wiring and networking installation instructions](#) developed specifically for these advanced touchscreen controllers is included. These special instructions must be followed to ensure the installation meets Amazon's requirements.
3. Communicate with your mechanical contractor and controls contractor that the advanced touchscreen controllers and HVLS fans must be wired using Belden 89842, 82842, or equivalent plenum-rated, shielded RS-485 cable (provided by others). Contact the Axial & Inline Customer Care team for more details.

Lastly, Greenheck's competitive advantages can help you secure the HVLS fans on Amazon projects:

- Greenheck HVLS fans can be auto restarted utilizing a command signal from the BAS upon a building fire alarm reset. Many other HVLS manufacturers require someone at the facility to clear a fault at the controller before fans can be restarted.
- Greenheck HVLS fans can be programmed to maintain their last commanded speed for up to 18 hours upon loss of communication with the BAS/controller. Greenheck is currently the only manufacturer who can provide this capability for Amazon.
- Greenheck HVLS fans can change direction while in operation, simply by receiving a signal from the BAS/controller to do so, while competitors' fans must be completely stopped before changing direction.
- Greenheck HVLS fans will save contractors money with reduced installation time.
- Greenheck HVLS fans are AMCA certified for performance.

We encourage you to use Greenheck's relationship with Amazon to leverage new HVLS sales. The features and benefits alone position our HVLS fans as the best on the market and we offer many resources to help you sell. Contact your regional sales manager for more information.