Sales & Marketing Bulletin



- TO: Greenheck Mechanical Representatives
- FROM: Tyler Schilling, Sr. Manager Product Solutions, Kitchen Ventilation Systems

DATE: February 1, 2021

SUBJECT: Kitchen Ventilation Product Updates



Greenheck is committed to providing you with the products you need to succeed with kitchen ventilation projects. In doing so, we typically obsolete slow selling products or products that no longer meet market needs and provide you with new products to help you win the order. The new Greenheck kitchen controls launched in the CAPS[®] 4.33 release (August 2020) are prime examples.

Several products fit this criteria and will be obsoleted over the course of the next two CAPS releases (4.35 and 4.36 respectively). These include:

Product	Selectable in CAPS 4.35	Order in CAPS 4.35	Obsoleted in CAPS 4.35	Obsoleted in CAPS 4.36
Integral supply hoods				
Face supply	No	Yes - Previously selected jobs	No	Yes
Combination supply	No	Yes - Previously selected jobs	No	Yes
Short circuit	No	Yes - Previously selected jobs	No	Yes
Fluorescent lights	No	No ¹	No	Yes
Filters				
Aluminum baffle	No	No ²	No	
Aluminum X-Tractor	No	No ³	No	
Cartridge	No	No ⁴	No	
Energy recovery	No	No	Yes	N/A
External supply				
plenums				
HSP	No	No	Yes	N/A
VSP	No	No	Yes	N/A
Controls				
Relay box*	No	No	Yes	N/A
Controls				
Temperature interlock	No	Yes - Previously selected jobs	No	Yes
KFCC	No	Yes - Previously selected jobs	No	Yes
Vari-Flow	No	Yes - Previously selected jobs	No	Yes

¹Fluorescent lights ordered for previous jobs will automatically convert to round LED lights

^{2, 3, 4} Aluminum versions of the baffle, X-Tractor and cartridge filters will automatically convert to stainless steel equivalents of these filters.

Please review your projects to ensure any that include these products are converted to new and replacement alternatives. Contact the kitchen ventilation systems team with questions at <u>KVS@greenheck.com</u>.