Sales & Marketing Bulletin



TO:	All Greenheck Representatives
FROM:	Andy Jackson, Product Manager, Louvers
DATE:	May 24, 2021
SUBJECT:	Pneumatic Actuator Obsolescence



We are committed to providing you with the products you need to succeed in your markets and equally committed to providing those products quickly. Sometimes this means removing products with extremely low demand. Doing so helps in our speed to market initiatives by allowing us to focus on the high-demand products you sell most. As a result, we will remove the option for all pneumatic actuators for adjustable blade and combination louver damper products with the CAPS[®] 4.36 (August 2021) release.

Previously configured louver projects with pneumatic actuators selected will convert with a message indicating that your selection is no longer available and that the actuator must be changed to a valid selection.

These pneumatic actuators were also obsoleted from our commercial damper offering in CAPS 4.35 (April 2021).

Please submit any outstanding submitted orders for adjustable blade or combination louver dampers with pneumatic actuators before the August CAPS 4.36 release. Contact the louver team at 1-800-373-4866 or e-mail to <u>louvers@greenheck.com</u> with questions.