Sales & Marketing Bulletin



Bulletin: 32-22

- TO:All Greenheck RepresentativesFROM:Nathan Hintz, Sr. Application Engineering Specialist,
Axial Product Segment
- DATE: July 13, 2022
- SUBJECT: Axial Product Accessory Updates



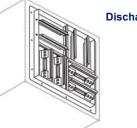
We remain committed to providing you with the products you need to succeed in your markets. This commitment sometimes means removing products having extremely low demand. Removing low-demand products helps our speed-to-market initiatives and places focus on the high-demand products you sell the most. As a result, the following changes will be taking place in the upcoming CAPS[®] 4.39 release to the Axial sidewall accessories as well as the AER sidewall propeller fan.

Sidewall Accessory Obsoletions

The sidewall wire motor side guard and discharge diffuser accessories (all configurations) will no longer be available for selection, nor will previously configured orders be allowed to be entered. The OSHA motor side guard will be the suggested substitution for the wire motor side guard. The various gravity and control dampers will be the suggested substitutions for the discharge diffusers.



Wire Motor Side Guard



Discharge Diffuser

Axial Sidewall and Rooftop Damper Accessory Updates

Damper Velocity Constraint – A fan velocity constraint will be added to all sidewall and rooftop axial models to automatically remove accessory damper models if the fan mark's velocity exceeds their available damper model maximum catalog velocities.

Revised Damper Accessory Portfolio – The damper accessory models available as factory mounted will be refined.

- Damper models not commonly selected with Axial fans (i.e., VCD-33/34 and VCD-42/43) will be updated to be ship-loose only.
- Greenheck damper models EM-11, EM-31, and ES-32 will be added as ship-loose models to the sidewall and powered hooded rooftop models.
- Greenheck damper models GM-31, GM-32, and ICD-44 will be removed from all applicable Axial models. The removed models will still be available for order in the CAPS damper model tree.

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AER 60C/IP55 Motor Offering

We are excited to announce the upcoming addition of 60C/IP55 motors to the AER fan for the December 2022 CAPS[®] 4.40 release. These motors will be selectable in CAPS for projects where applications with higher temperatures and water resistance is a necessity. More information will follow in the coming months leading up to the December CAPS release.

Cast Aluminum Propeller Finishes

Beginning with the December 2022 CAPS[®] 4.40 release, all cast aluminum propellers will no longer be finished regardless of the finish accessory selected for the fan.

Please contact the Axial support team at 1-800-984-8713, or email <u>aifans@greenheck.com</u> for more information and support.