## Sales & Marketing Bulletin



TO:	Greenheck Business Partners
FROM:	Andy Jackson Product Manager, Louvers
DATE:	April 11, 2022
SUBJECT:	Reduced Actuator Quantity-EAD-632W Adjustable Louver



We constantly aim to reduce costs on core louver products that help make you more competitive in your markets.

We increased the allowable square footage in the latest CAPS<sup>®</sup> release (4.38) for high torque electric actuators on our most competitive adjustable blade warehouse louver, model EAD-632W. The limit for allowable square footage increased from 40 square feet to 50 square feet for a single high torque electric actuator based on the exhaustive testing. Additionally, we increased the limit from 96 inches (height) to 120 inches (height) for a single high torque electric actuator. These increased actuator allowances will significantly reduce the list price on select but common EAD-632W sizes (*Figure 1*).

## Figure 1

EAD-632W Size (W x H)	Previous Actuator Quantity	New Actuator Quantity
60 ln. x 120 ln.	2	1
120 ln. x 60 ln.	2	1
96 ln. x 72 ln.	2	1
120 ln. x 120 ln.	4	2

We intend to offer more line-item configurability as opposed to mark level configurability in future CAPS releases. Until such time, EAD-632W selections with heights 96 - 120 inches should be configured on a stand-alone mark so that the option for Actuator Location Center may be selected (*Figure 2, 3*). Actuator Location Center is only available when heights are 96 - 120 inches. If you have lines less than 96 inches with Actuator Location Center selected, you will notice a red box on the ID level indicating no availability for the selection (*Figure 4*). Move these lines to a new mark, with either Actuator Location Top Left or Actuator Location Bottom Left selected (*Figure 5*).



## Figure 3

	Actuator	Yes	~ Actua	tor Mounting In A	irstrea 🗸	Actuator Loca	ition Center 🗸 🗸	NEMA Enclosure	1	$\sim$
	Actuator Type	120 VAC	~	Fail Position Clos	ied 🗸	Operating M	Lercoctom	Transformer	None	$\sim$
ID # ▲	Width (in.)	1	Height (in.)	Modified	Actuator Model	Single Act. Price (USD)	Action Ship Section	Drive Arrangement	Actuators Extended Price (USD)	
1-3		60.000	120.00	0 No	AFBUP	1,008	1	11-1FICL-0	1,008	

Figure	4
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I <u>D</u> #	Tag	Quantity	Method	Width (in.)	Height (in.)
1-3		1	Size	48.000	48.000
1-4		1	Size	60.000	120.000

## Figure 5

lodel	Size	es / Quantities	Actuators	Accessories	SDRs / Not	es AMCA	Drawings						
		Actuator	Yes	~ /	Actuator Mou	nting In A	Nirstrea 🖂	Actuator Loc	ation Left Top	$\sim$	NEMA Enclosure	1	~
		Actuator Type	120 VAC	~	Fail Po	sition Clos	sed ~	Operating N	LEICDOLLO	mbs	Transformer	None	$\sim$
ID #	#	Width (in.)		Height (in.)	Ν	lodified	Actuator Model	Single Act. Price (USD)	Action Ship Section	Act. Qty	Drive Arrangement	Actuators Extended Price (USD)	
1-1		)	48.000	4	18.000 No		AFBUP	1,008	1	1	11-1FITL-0	1,008	

We hope you like this product design change, considering the first cost and installation savings it provides. We look forward to offering this same feature on additional commonly applied operable blade warehouse louvers in future CAPS releases.