## Sales & Marketing **Bulletin**



Bulletin: 15-23

TO: All Greenheck Representatives

FROM: Andy Jackson, Product Manager, Louvers

DATE: April 24, 2023

SUBJECT: Select Louver Model/Option Obsolescence



Greenheck is committed to ensuring you have the louver products you need to succeed in your markets. We trust we have successfully proven this commitment with the recent core product lead time and price incentivization we have put forth.

To continue to pave the way for best-in-class lead times and continued cost/price reductions, we will obsolete historically low sales volume, market or code irrelevant and/or disruptive products or options.

## **Obsoleted Louver Model**

With the release of CAPS® 4.42 in August we will be obsoleting our model PEV-400 louvered penthouse. Model PEV-400 is a niche application product that was developed many years ago to meet specific building code requirements for elevator shaft ventilation. The most recent iteration(s) of building codes no longer require the specific configurations that PEV-400 offers and, as such, sales volume over the past five years has declined. Our standard louvered penthouse models WIH or WRH, or if high wind certification is required, louvered penthouse models ESD-635PD or EHH-601PD would be a suitable alternative. Additionally, any number of our standard louver products may be applied for sidewall ventilation.

Prior selections of model PEV-400 will convert up until the release of CAPS 4.43 in December, upon which time we will no longer accept orders for model PEV-400.

## **Obsoleted Louver Options**

With the release of CAPS 4.42 in August we will **no longer offer anodize finish(es) as an option on Miami-Dade penthouses ESD-635PD or EHH-601PD**. Note that the most popular anodize colors have a viable paint match in Clear Anodize Mica GF209 and Dark Bronze AL238.

Additionally, we will **no longer make available paint finishes on model PD roof curbs**, which are an option for our Miami-Dade penthouse models ESD-635PD or EHH-601PD.

Lastly, we will **no longer offer a Roto Crank manual actuator on operable blade louver products**. If manual operation is a requirement, we will still make available the more popular Manual Quadrant and/or Pull Chain actuators.

Prior selections of these obsoleted louver options will NOT convert upon the release of CAPS 4.42 in August and will no longer be available for ordering at that time.

Please contact Louver customer support at 1-800-373-4866 or e-mail <a href="mailto:louvers@greenheck.com">louvers@greenheck.com</a> with questions.