Sales & Marketing Bulletin

| TO: | All Greenheck Representatives |
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| FROM: | Nathan Hintz Sr. Application Engineering Specialist, Axial Product Segment |
| DATE: | July 26, 2023 |
| SUBJECT: | Axial Sidewall Product Release & Obsoletion Updates |

We remain committed to providing you with the products you need to succeed in your markets. With some exciting changes on the horizon for our Axial sidewall product family we want to provide an update on our updated sidewall fan model release and subsequent phased obsoletion plan to begin with the August 2023 CAPS[®] release. Below are the targeted phased release and obsoletion plans broken down by the upcoming CAPS releases.

August 2023 CAPS® Release

We are excited to announce that belt drive sidewall model BAER will have the addition of the fabricated steel and cast aluminum propeller to fan sizes 42 and 48 with a standard belt-tensioner and a full range of product accessories. The updated model BAER size range will span from sizes 24 through 48.

Model BAER size range will span from sizes 24 through 48. April 2024 CAPS® Release With the addition of the fabricated steel propeller to sidewall model AER and the

recent release of the new belt drive sidewall model BAER, the below models (sizes) will no longer be available for new CAPS selections. Previously configured and unchanged CAPS marks will still be able to be submitted until the August 2024 CAPS release.

- SE2/SS2 (All Sizes)
- SBCE/SBCS (Sizes 20 through 48)
- SBE3/SBS3 (Sizes 20 through 48)

August 2024 CAPS® Release

Beginning with the August 2024 CAPS release, the below models (sizes) will no longer be available for new CAPS selections. Again, previously configured and unchanged CAPS marks will still be able to be submitted for a CAPS release period until December 2024.

• SBE2/SBS2 (Sizes 20 through 48)



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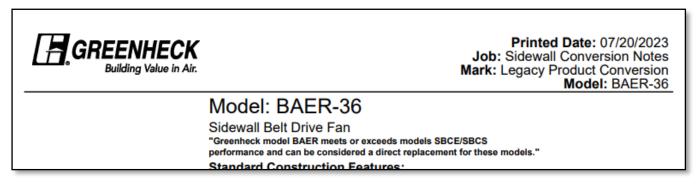


These pending changes will aid in our product simplification efforts and streamline the sidewall product specification and selection processes. To support you in the conversion of project specifications and job schedules, we added product comparison warnings in CAPS and notes to all of the sidewall product submittals earlier this year to help you communicate the newest and most applicable sidewall products and propellers.

CAPS® Product Conversion Notes

| 📝 Warning | × |
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| Warning: The sidewall models SBCE will be obsoleted in the April 2024 CAPS release. Previously configured and unchanged selections will be available to order until August of 2024. The BAER with a cast unum propeller is the recommended direct replacement. | ng |
| | |
| Product information grid | |
| Description | |
| Total | |
| Fan Model: BAER-36-03-0620 | |
| Base - BAER Fan | |
| "Greenheck model BAER meets or exceeds models SBCE/SBCS performance and can be considered a direct replacement for these models." | |
| Motor - 2 hp, ODP, 460/60/3, 1725 rpm - Factory Mounted | |
| Drive - 906 RPM - Factory Mounted | |

CAPS® Project Submittal Conversion Notes



For additional support and information, please contact the Axial support team at 1-800-984-8713, or email aifans@greenheck.com.