

TO: All Greenheck Representatives
 FROM: Andy Jackson, Product Manager, Louvers
 DATE: January 16, 2023
 SUBJECT: Select Louver Model/Option Obsolescence & Quick Build Offering Refinement



Greenheck is committed to ensuring you have the louver products you need to succeed in your markets. We trust you have found this commitment amplified with the recent announcement that our most popular louvers models are now available in only two weeks (three weeks painted) without a premium via the Fast Pass program in addition to the recent price reductions we have put forth on many of our most popular operable blade louvers commonly used in the warehouse and manufacturing market segments.

To continue to pave the way for best-in-class lead times and continued cost/price reductions, we will obsolete historically low sales volume and/or disruptive products and refine our Quick Build offering to allow for greater manufacturing capacity of our most popular core louver products.

With the release of CAPS® 4.41 in April we will be obsoleting several low sales volume products. Among the louvers that will be obsoleted is our entire formed steel louver line along with a handful of niche application low sales volume products like our FSL sand louver and ESID intake/discharge louver. New selections will not be available upon the release of CAPS 4.41. Prior selections will convert up until the release of CAPS 4.42 in August, upon which time we will no longer be accepting orders for the obsoleted louver models shown in **Figure 1**.

Figure 1 (Obsoleted Louvers, CAPS® 4.41)

AFS-120	Stationary, 12 In. Sightproof Acoustical, Formed Aluminum or Steel
ESID-430	Stationary, 4 In. Intake/Discharge, Extruded Aluminum
FAD-402	Adjustable 4 In. Drainable Blade, Formed Steel
FAD-635	Adjustable 6 In. Drainable Blade, Formed Steel
FDS-402	Stationary 4 In. Drainable Blade, Formed Steel
FDS-602	Stationary 6 In. Drainable Blade, Formed Steel
FSJ-402	Stationary 4 In. J blade, Formed Steel
FSJ-602	Stationary 6 In. J Blade, Formed Steel
FSL-401	Stationary, 4 In. Sand Louver, Formed Steel or Aluminum
GCI-402	Combination, 4 In. Gravity Intake, Extruded Aluminum
SED-401	Stationary, 4 In. Sightproof Drainable, Extruded Aluminum

In addition to the models being obsoleted as shown in **Figure 1**, we will also be removing the option for insect screens on louvers selected with a factory-attached damper upon the release of CAPS 4.41 in April. This includes, but is not limited to, any Miami-Dade County qualified louver when selected with a factory-attached damper.

Along with the upcoming louver model and/or option obsolescence referenced above we will no longer make a handful of lower sales volume louver models available on a Quick Build program upon the release of CAPS 4.41 in April. Like with obsolescence efforts, these Quick Build refinement efforts are made to increase capacity for our more popular louver models. Upon the CAPS 4.41 release, the louver models shown in **Figure 2** will no longer be available on a Quick Build program with the best available lead time being “Standard”.

Figure 2 (Louvers Removed From Quick Build Program, CAPS® 4.41)

AFA-801	EDJ-601	ESJ-155
AFJ-120	EDK-430	ESJ-202
AFJ-801	EHH-501X	ESJ-602
EACC-401	EHH-601PD	ESK-402
EACC-601	EHH-701	ESU-153
EAD-401	EHM-601	ESU-154
EDD-401	ESD-435X	GCE-402
EDD-601	ESD-635PD	

Please contact louver customer support at 1-800-373-4866 or e-mail louvers@greenheck.com with questions.