## Sales & Marketing Bulletin



TO:	All Greenheck Representatives
FROM:	Tyler Erdman Application Engineering Specialist, Axial Product Segment
DATE:	September 25, 2023

SUBJECT: Axial Fast-Pass and Lead Time Updates



Timing is everything when it comes to equipment deliveries on projects, especially with HVAC equipment. Coordinating equipment on site is critical to avoid delays and back-charges. We remain committed to providing you with the products you need to meet these deadlines and succeed in your markets. In an effort to prevent shipping delays and support you in capturing additional opportunities, the Axial segment has adjusted our Fast Pass and Quick Build offerings.

- Upblast Fast Pass Option Additions → Commonly elected galvanized configurations of upblast models RBUMO and RBU will now be available with Fast Pass options. The additions include Level 2 and 3 construction configurations and options such as tie-down points, damper latches, UL705, and dual belts. Configurations such as high temperature or UL smoke however will not be available with a Fast Pass option.
- We Have Stock!! → Commonly configured RBU and RBUMO models are available today as stock and can ship out as early as the next day. Below are the RBUMO and RBU configurations you can enter in CAPS<sup>®</sup> to get a stock model. We will also be adding these configurations to the stock model tree in the December 2023 CAPS<sup>®</sup> release.



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