

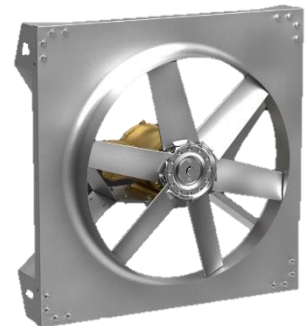
TO: All Mexico and Latin American Representatives  
FROM: Rene Ruiz  
Regional Sales Manager  
DATE: October 12, 2023  
SUBJECT: Axial Sidewall AER Product Release & Obsolescence Updates



We remain committed to providing you with the products you need to succeed in your markets at competitive lead times. This commitment sometimes means removing products that have extremely low demand and replacing them with more robust and capable products at competitive lead times. Removing and replacing the low-demand products helps us focus on our speed-to-market initiatives and high-demand products. As a result, the following changes will be taking place in the upcoming December CAPS® release.

### December 2023 CAPS® Release Updates

We are excited to announce that the direct drive sidewall propeller fan model “AER” which is available in CAPS today, will begin to be produced in limited exhaust and upward airflow configurations in our Saltillo manufacturing facility with additional airflow and propeller configurations being added throughout calendar year 2024. This will include propeller sizes ranging from 20” (508 mm) to 48” (1219 mm). The AER offers significant performance improvement over our legacy direct-drive products and carries a wide range of new and redesigned accessories.



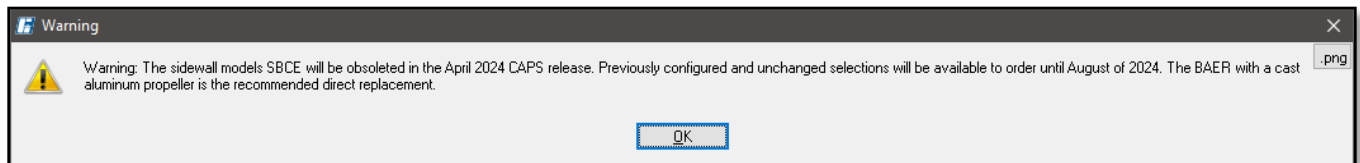
With the addition of the AER and the additional configurations available, the models and sizes listed below will no longer be available for new CAPS selections. Previously configured and unchanged CAPS marks will need to be converted to an applicable model (reference job conversion notes below).

- SBPE/SBPS (All Sizes)
- SDPE (All Sizes)
- SDPE-D (All Sizes)
- SDPR (All Sizes)
- SDPHE (All Sizes)
- SCE3/SCS3 (All Sizes)

## CAPS® Job Conversion Notes

To aid the conversions, we will be adding Job Conversion warnings in CAPS and notes to all of the affected sidewall product submittals to communicate what the most applicable sidewall products and propellers would be.

- **CAPS Job Conversion Notes Warning Example**



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