



PRODUCT RANGE EXTENSION

Short Case Axial Fans – HP version

1. INTRODUCTION

We have extended the “Short Case Axial” series fans to include a version that is able to produce higher pressure than the standard model.

The new high pressure (HP) fans have been introduced to expand the Short Case Axial fan’s suitability for higher pressures encountered in ducted systems. Also, the HP version should be considered in lieu of equivalent Adjustable Pitch Axial fans where a single-phase motor is required. We believe this to be a better solution than the standard single-phase foot mounted motor options, with the added feature of speed controllability. Note that the match between impeller and motor power is quite critical and as such we will not be using the Elta motor in AP axial fans for general applications. Please contact us if you have an OEM or on-going application.

The HP version applies to sizes 314 to 564 and incorporates a 10 blade impeller, as opposed to the 5 blade impeller on the standard model. The same motors are used for both the standard and HP versions through each size range. The SCD634 unit remains unchanged as this already incorporates a 10 blade impeller.

2. PRODUCT DETAILS

- HP version applies to single phase (SCE) and 3 phase (SCD) fans.
- Sizes effected 314, 354, 404, 454, 504, 564.
- Impellers with set pitch angles – HP version uses 150mm hubs with 10 blades. GRP Blades are standard.
- Compact design, short case lengths – a good alternative to Adjustable Pitch Axial fans.
- All other data and ancillaries as per catalogue and new insert.

i. Non-standard applications.

Non-standard units, i.e. with aluminium blades, or other modifications made to order. Standard lead-time of 10 working days applies, refer to Victorian customer service if more urgent delivery is required.

ii. OEM, Agriculture and large volume applications

Product alterations to suit the specific needs of clients with large volume and/or repeat order requirements, for example, agriculture, refrigeration and other OEM applications.

We are keen for you to develop business in these areas and believe that we would be able to offer competitive price structures. Please contact Fantech Melbourne to discuss any opportunities and for quotations and lead times.

3. PRODUCT LAUNCH DATE

The Short Case Axial HP fans will be available from 15th September 2004. Note lead time comment below.

4. TRAINING OF OFFICE AND BRANCH STAFF

This information package provides the necessary input for training of staff. Please circulate and/or present this information to relevant staff and agents within your region.

5. PRODUCT PROMOTION

- **Catalogue:** We are considering production of a coloured catalogue insert, however, you can use the attached data sheet as a catalogue insert during the interim period.
- **CD selection program:** The new product data will be included in a CD up-date to be distributed last week September, and will be made available at the same time to customers for uploading via the web site.
- Tech Talk: TBA.
- Media Release: TBA.
- Personal Representation: Promotion by representatives to relevant contractors and consultants will be advantageous.

6. PRODUCT CODES

Refer to catalogue insert for details on product codes and how to order.

SCD...HP = 415V, High Pressure units.

SCE...HP = 240V, High Pressure units.

Aluminium blades - Use suffix "-MET, eg. SCD404HP-MET.

Ancillary options are listed in the product data sheet with reference to the FbF catalogue.

7. PACKAGING

As with the standard version this product will be supplied in a cardboard box with Elta and Fantech branding.

8. ORDERS & AVAILABILITY

Initially we ask that a 10 day lead time be applied for stock orders. We will notify you as stock levels are built up.

Please note; we will monitor demand for the existing (standard) Short Case Axial fans and new HP units to determine future stocking levels of both. Please always confirm availability prior to ordering quantities of more than a few fans at a time.

9. PRICING

New price file attached.

Regards

Paul de Bruin

ATTACHED

- List Price file.
- Fans by Fantech data sheet.