



## Efficiency First Questions and Answers

### "Innovations in Air Sealing: New Techniques to Seal the House and Help Seal the Deal"

1. What is the average price of sealing ductwork with Aeroseal?
  - The price for Aeroseal duct sealing one HVAC system in a single-family dwelling ranges from \$1,100-2,000. The national average is \$1,500.
  
2. Does cleaning your ductwork after sealing it with Aeroseal affect the integrity of the seal?
  - The Aeroseal sealant is not impacted by duct cleaning. There is no noticeable change in the effective leakage area after duct cleaning.
  
3. What are the health concerns for workers breathing in Aeroseal sealant every day?
  - OSHA has no maximum exposure limit for the sealant.
  - Aeroseal recommends technicians wear a respirator if they are working in close proximity to leaking ducts during the sealing process or can see a significant amount of the Aeroseal fog.
  
4. What are the residential and commercial capabilities of the Aeroseal system?
  - The standard Aeroseal system can seal air ducts designed for up to 4,000 cfm.
  - The Aeroseal system with optional accessories can seal duct systems in excess of 6 ft x 6 ft cross sectional area and designed for flows greater than 10,000 cfm.

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5. Where can I find Aeroseal videos?

- <http://www.aeroseal.com/news-events/media-center.html>

6. How are Aeroseal territories split up for contractors?

- Aeroseal is a licensed and patented product. Aeroseal limits the number of licenses to maximize the success of each dealer.
- Generally, Aeroseal targets 1 Aeroseal system per 75,000 private dwellings.

7. How does the Aeroseal sealant deteriorate over time, specifically to high temperatures?

- Aeroseal sealant showed no visual deterioration or dislodged particles when submitted to the erosion test within UL Standard 181.
- Aeroseal sealant showed no visible deterioration when submitted to a minimum of 50,000 simultaneous sinusoidal temperature and pressure cycles of at least 6 minutes per cycle, where the pressure differential across the seals varied between 150 Pa and 0 Pa, and the temperature of the air within the duct section varied between 65F and 200F.

8. Do ducts have to be cleaned before the Aeroseal process can be performed?

- Ducts do not have to be cleaned prior to sealing if there is less than 1/8" of surface debris.

9. How does asbestos affect the Aeroseal duct sealing process?

- Aeroseal duct sealing has been performed in ducts with asbestos insulation. By sealing the ducts from the inside, contractors can avoid disturbing the asbestos.

10. If the Aeroseal process is performed on a ducted home does it void the manufactures warranty of the system?

- We have had no questions or complaints from HVAC equipment manufacturers.

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- By eliminating excessive duct leakage, HVAC systems operate more efficiently, cycle less frequently and maintain more even temperature control in the home.

#### 11. What does it cost to become an Aeroseal Dealer?

- The Aeroseal system including initial supplies can be purchased for \$35,000.
- Three days of on-site technical training and technical support are \$5,000.
- A 60 month equipment lease is approximately \$900 per month.
- Dealers also sign a technology license and agree to pay a license fee; license fees vary depending on local market conditions.

#### 12. What types of ductwork can Aeroseal be performed on?

- Aeroseal has been successfully performed on wide variety residential duct systems including flex duct, rigid metal, duct board, panned returns and wall cavity returns.
- Aeroseal has been successfully performed on a wide variety of commercial duct systems including flex duct, rigid metal duct, welded stainless steel duct masonry ventilation shafts and dry wall ventilation shafts.

Aeroseal would like to thank you for attending the Efficiency First Webinar. Due to the high volume of questions, we were unable to address them all in this document. Should you have additional questions please call or email:

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