



SALES SERVICE MAINTENANCE

PROPOSAL //



I appreciate the opportunity to present your options. Based on our findings we recommend

We are North American Duct Inspection, replacement, and service certified. We pride ourselves in daily training- all of our technicians train every day from 7:30 to 9:00 to insure we are experts in our work and fix your problem the first time. Our training allows us to be experts in prolonging the life of existing systems and replacing them before they are a nuisance.

Because of our efficient and expert service our commercial team spans the entire state of Florida servicing corporate accounts such as **Verizon, Dollar General, Family Dollar, Five Guys Burgers and Fries, Charlie's Steak Subs, Simon Malls, Miromar Outlets, Coastland Center Mall, Range Rover Land Rover Maserati, Porsche, Sprint, Staples, Office Depot, Stir Crazy, Finish Line, and many more.**

We operate on a standardized price guide. This is important for you to know because all of our customers pay the same rate regardless of Zip code, service hours, or neighborhood insuring up front honest pricing.

REASONS TO CHOOSE TRANE OR BRYANT AS YOUR NEXT AIR CONDITIONING UNIT

We believe in providing a service that exceeds your expectations and therefore we look to partner with companies that hold those values just as high. We sell ALL MAKES AND MODELS, you name it and we can get it. Based on our local climate, locations, and serviceability hands down we recommend Bryant or Trane for your replacement however, we also recommend Lennox in certain conditions or Rheem when there are size restrictions.

Bryant consists of a metal encased air handler along with fully aluminum coils. The fully aluminum coils are an extreme benefit to you because they are rust resistant being made of one alloy. (considering existing units consist of a copper/aluminum/steel coil creating an electrolysis and rusting through) This prolongs the life of the system while causing less service calls in the future.

Trane consists of a completely plastic Hyperion air handler. This benefits you because the entire unit is rust proof. Picture the interior of your refrigerator- when it's dirty you wipe it down with cleaner. When there is moisture on the inside you wipe it up with a rag. This technology significantly improves your air quality, life expectancy, and overall serviceability of your unit. The evaporator coils consist of a fully aluminum composition also eliminating electrolysis possibility.

WHY BRUNO AIR?

I want to earn your business and be your contractor for the next 30 years. You will not be treated as a number or even as a customer with us, you will be treated as a partner of our business. You won't be able to tell we were there, we clean up our work COMPLETELY, and take pride and responsibility in our workmanship. We are fully licensed, insured, all of our employees are drug tested, honest, and tested beyond the industry standard. You can reach our office 24/7 or me on my cell personally with any issues. I appreciate the opportunity to bid your project. My cell phone number is 239-281-5443.

Your go to HVAC Contractor,

Louis Bruno
President

COMMERCIAL CLIENTS



that was easy.™



TALLAHASSEE FL 32399-0783

BRUNO, LOUIS JOSEPH IV
BRUNO AIR CONDITIONING OF SWFL
4395 CORPORATE SQUARE
NAPLES FL 34104

Congratulations! With this license you become one of the nearly one million Floridians licensed by the Department of Business and Professional Regulation. Our professionals and businesses range from architects to yacht brokers, from boxers to barbeque restaurants, and they keep Florida's economy strong.

Every day we work to improve the way we do business in order to serve you better. For information about our services, please log onto www.myfloridalicense.com. There you can find more information about our divisions and the regulations that impact you, subscribe to department newsletters and learn more about the Department's initiatives.

Our mission at the Department is: License Efficiently, Regulate Fairly. We constantly strive to serve you better so that you can serve your customers. Thank you for doing business in Florida, and congratulations on your new license!



STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND
PROFESSIONAL REGULATION

CAC1817131 ISSUED: 08/13/2014

CERTIFIED AIR COND CONTR
BRUNO, LOUIS JOSEPH IV
BRUNO AIR CONDITIONING OF SWFL

IS CERTIFIED under the provisions of Ch. 489 FS.
Expiration date : AUG 31, 2016 L1408130001192

DETACH HERE

RICK SCOTT, GOVERNOR

KEN LAWSON, SECRETARY

STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
CONSTRUCTION INDUSTRY LICENSING BOARD

| | |
|----------------|--|
| LICENSE NUMBER | |
| CAC1817131 | |

The CLASS A AIR CONDITIONING CONTRACTOR
Named below IS CERTIFIED
Under the provisions of Chapter 489 FS.
Expiration date: AUG 31, 2016



BRUNO, LOUIS JOSEPH IV
BRUNO AIR CONDITIONING OF SWFL
4395 CORPORATE SQUARE
NAPLES FL 34104



ISSUED: 08/13/2014

DISPLAY AS REQUIRED BY LAW

SEQ # L1408130001192

BRUNO AIR CONDITIONING, LLC

CASE STUDIES

CLIENT: Randall P. Henderson, COO, T3 Communications, Inc., Commercial Client
(Mr. Henderson is the current mayor of the City of Fort Myers, FL)

CHALLENGE: Our system was just not producing the cool air it needed to keep our offices comfortable.

We had considered contacting some of the bigger, older A/C firms, but then I remembered that Louis Bruno had opened the doors to his own air conditioning company. We always like to work with locally-owned vendors, so we'd thought we'd give Bruno Air Conditioning a chance.

SOLUTION: We were immediately impressed with how quickly Bruno responded to our call. They arrived the same day and within hours, had diagnose the problem which wasn't even an air conditioning problem, but a problem we had with the electrical current not properly sparking the switch to start the redundant system. Without that, nothing could work properly.

With the diagnosis completed, Bruno Air Conditioning wrote up an estimate and scheduled us for repair, did the work, and our system was up and running that day.

RESULTS: Since that time, everything has worked as it's supposed to, but we are also aware that our entire system will one day need to be replaced and we are looking no further than Bruno. Fraud is a big problem in the air conditioning industry and we could have been taken advantage of to the tune of many thousands of dollars. But because of their honesty, their dedication and their ability to quickly diagnose a complex problem within minutes and bring us a solution that was quick and inexpensive, Bruno Air Conditioning has earned our business for life.

CONTACT: Randy Henderson
Tele: 239.333.3002
R.Henderson@t3com.net

BRUNO AIR CONDITIONING, LLC

CASE STUDIES

CLIENT: Edward and Linda Morton, Homeowners

CHALLENGE: The Morton's decided to establish a relationship with a new air conditioning company after the vendor they had used for several years was not able to fix an ongoing problem with their system. Worse yet, during every repair attempt, the vendor insisted that some new part or piece of equipment would have to be purchased to assure that the fix would, indeed, be permanent.

Ed Morton had met Louis Bruno through a friend and liked Louis's straightforward communication and enthusiasm, so rather than give their old vendor an umpteenth chance to fix the problem, the Morton's contacted Bruno A/C.

SOLUTION: The Bruno team arrived on schedule, professionally dressed and deferential, referring to their new clients as "Mr. and Mrs." Within an hour, they diagnosed the problem, but added that it made no sense to keep repairing the old unit again and again.

Given the square footage to be cooled and the demands to be placed on the unit (the Morton's like to maintain a 70 degree temperature in their home year round), Bruno A/C recommended the TRANE XV20i which could not only handle the load, but through its sophisticated tenth of a degree adjustment capability and superior humidity control would deliver the desired air temperature at considerable savings. (See Products sheet)

RESULTS: Bruno A/C dismantled the old system and installed the new system within the same day. "It has exceeded our expectations in every way and Bruno A/C continues to periodically check on us at no charge," said Ed.

"A few weeks after the installation, he signed over to us the sizable rebate to which he himself was entitled. The integrity of that gesture on top of the excellent customer service has made us his customers for life.

"One last thing: Trust is the foundation of any good vendor-customer relationship, but especially so when the vendor's work cannot be not easily evaluated by the customer as in that of an auto mechanic or an air conditioning repairman. Bruno A/C instills trust

CONTACT: Ed Morton
Cell: 239.253.5553
Email: em@wasmerschroeder.com

BRUNO AIR CONDITIONING, LLC

CASE STUDIES

CLIENT: James McVey, Homeowner

CHALLENGE: On the night before their daughter's wedding, James McVey and his wife discovered that their air conditioning was not working. This was clearly an emergency since the next morning, the bride and all of the bride's maids would be gathering at the McVey home to have their hair and make-up professionally done and to assist one another in getting dressed and otherwise preparing for the wedding.

As James described it, "Things couldn't have been any dicier." He called the company that installed the A/C system when the home was built only to get voice mail and, "while I could have waited and hoped for their emergency response, I knew Louis Bruno and I knew that he was diligent, reliable, and energetic and I could not wait for the possibility of a return call from the first A/C contractor, so I called Bruno A/C."

SOLUTION: Despite the fact that it was a Friday night, Louis himself arrived at the McVey home. Within 20 minutes, he had diagnosed the problem, settled on a budget with McVey and then worked several hours repairing the system. That work spilled over into the following day, but the Bruno team unobtrusively continued the work as the bride and the bride's maids started getting ready.

"The repairs were temporary until needed parts could be delivered and installed," says McVey, "but any way you look at it, Bruno A/C's response, their dedication to their work, and their knowledge of A/C avoided a disaster in preparation for my daughter's wedding. I know of no other company that would have come out on a Friday night and most of Saturday on such short notice.

"That, plus they seem to love a challenge. And believe me, this was a challenge. Once the emergency was diffused, Louis pursued the manufacturer and was able to reduce the cost because some of the failed components were under warranty. It's no wonder Bruno A/c is so successful."

RESULTS: The repairs are now permanent in the McVey home and the newlyweds are now on their way to living happily ever after.

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SUCCESS STORY: FORT MYERS HIGH GRAD'S BRUNO AIR CONDITIONING



When it comes to air conditioning service, there's no question that Louis Bruno has a hot hand right now.

The 25-year-old Fort Myers High School graduate launched Bruno Air Conditioning LLC two years ago with \$27,000 in savings and forecasts gross revenues this year of \$9-11 million. He claims 18,000 customers, including more than 260 commercial accounts from Orlando to Marco Island.

The foundation for the growth, according to the former high school pitcher and recently a new father, is providing unforgettable customer service.

Business will follow when "the gap" in customer service is closed, he says. Customers know the difference between service providers who don't care about them and those who know the value of good service.

“Customers see it and they appreciate it,” said Bruno. “Everybody should feel like they’ve been taken care of especially.”

Bruno has 63 trucks on the road in Lee, Collier and Charlotte counties and beyond. Each is equipped with iPads so parts can be ordered and schedules arranged on the site of a service call.

He calls the trucks “rolling warehouses.”

The young entrepreneur started working in a small air conditioning service in Estero when he was around 16 years old. He’s gone from helper to boss after learning the ropes in the field and as sales manager. Savings from the job funded the startup. He avoided Small Business Administration and bank loans.

He didn’t like being told what to do and he saw the need to provide customer-friendly service. He put together a team of four advisers that he met with quarterly before he launched.

“We discussed the challenges of opening and running a business,” said Edward Morton, one of the advisers and managing director of Wasmer, Schroeder & Co. in Naples. “I told Louis that I felt helpless every time an A/C service rep showed up to my home telling me that I needed ‘this or that’ ... that as a layperson, I lacked the technical knowledge to know what I needed or didn’t need. Louis explained to me that most A/C vendors compensate reps based on sales not service (customer satisfaction). Louis told me that his company would be built on service and that his vision included a team of dedicated employees who were compensated based on customer satisfaction and service.”

Morton also experienced Bruno’s customer service approach. Bruno replaced Morton’s home air conditioning unit in 2012 and about 90 days later presented Morton with a rebate check that he could have kept.

“Louis walks the walk and talks the talk. He is a young man of unquestioned competence and integrity,” Morton said.

The advisers told Bruno to write a business plan. He did with a first year projection of \$400,000 in gross revenue. Larry Lipman, an adviser and now a minor partner providing strategy, told him half that amount would be a good year for a new business. Bruno said the first year brought in \$2.4 million gross.

Working his way up in his first workplace revealed the need for outstanding customer service, and gave him chills when customers saw how hard he worked and treated them.

“The best thing I did for my career was climbing my butt up into the attics,” Bruno said.

He’s now responsible for 73 employees and a business preparing to move its headquarters from a small office in Naples into a 17,000 square-foot building off Race Track Drive in Bonita Springs.

“I pride myself as being a problem solver,” Bruno said. “Once I decided to take the risk (and start the business) nothing drove me more than trying to make it better.”

But he doesn’t try to do it all alone. He hires smart people for critical positions and they meet weekly to pick apart problems, he said.

“You don’t want to be the smartest guy in the company,” Bruno said.

Bruno is ambitious. He admitted to being eager to end the interview and get back to his work. But he talked briefly and discretely about the future. It won’t stop with building up Bruno A/C. He’s qualifying for other contractor license types and predicts he will launch a major business in two years that will provide something every homeowner needs and uses.

He also forecasts more property purchases. The Bonita headquarters, which Bruno will move to in about a month, already is too small, he said.

COOL GROWTH

BY: JEAN GRUSS | EDITOR/LEE-COLLIER

May 23, 2014



Louis Bruno, president of Bruno Air Conditioning, plans to open a 17,000-square-foot facility in Bonita Springs to accommodate future growth. Photo by Ed Clement

Why go to college when you can earn six figures now?

Consider Louis Bruno, a 25-year-old entrepreneur whose air-conditioning company zoomed from \$71,000 in sales in his first month in business in December 2012 to \$2.4 million last year and projected revenues of \$9 million this year.

With the backing of tomato magnate Larry Lipman, Bonita Springs-based Bruno Air Conditioning has 54 employees from Orlando to Tampa and Marco Island.

Bruno was an International Baccalaureate student and top high school baseball player at Fort Myers High in 2006. But in the back of his mind he always wanted to run his own business.

“My biggest issue with school was being told what to do,” says Bruno. A personality test confirmed his temperament, he says.

While in high school, he worked part time as a helper for a small air-conditioning company in Fort Myers. Although he had a scholarship to go to college, he decided in 2007 school wasn’t for him. “My first full year I made six figures,” he explains.

In September 2012, the ambitious Bruno started his own air-conditioning company, Bruno Air Conditioning, working from his home. “I had saved up \$30,000,” he says.

More important than money, Bruno established an advisory board consisting of leading business executives and entrepreneurs from the Fort Myers and Naples area. Among those was Larry Lipman, the chairman of agribusiness giant Lipman Produce, whom he had met at a friend’s birthday party.

Instead of partying with people his age, Bruno sought advice from Lipman about business. “I wasn’t on the same page as many of my friends,” he says.

Mentors and advisers gave Bruno this advice: “Stay in the garage as long as you can, don’t give up control and don’t borrow,” Bruno recalls. Bruno had planned to generate \$400,000 in revenues in the first year, but by the fourth month he had notched \$600,000 in sales.

“I started lean,” says Bruno. All the company’s 48 trucks are like mobile workshops, equipped with iPads and inventory. Phone representatives dispatch a technician as soon as they receive a call from a customer.

Speed is key to winning new business away from competitors, Bruno says. The company offers a “be cool in two hours” guarantee from the minute a customer calls. “We’re going to be there sooner than the others,” Bruno says. If technicians don’t have the parts they need in the truck to fix the problem, they leave a portable air-conditioning unit so the customer has some cool air.

Bruno’s technicians aren’t paid on commissions, so they won’t try to sell you a system you don’t need. Instead, they’re rewarded based on customer surveys. Bruno says some of the best technicians come from the hospitality business because they understand customer service better.

About 75% of customers who call Bruno also decide to buy a service agreement that costs \$70 a year. So far, Bruno has sold about 3,700 service agreements. Such service contracts are each worth \$12,000 over a 10-year period because air-conditioning systems last about a decade, he estimates.

Bruno says he uses the Internet to find new residential customers, though he won't say exactly how. He also uses more traditional marketing such as direct-mail cards. "We send 40,000 pieces a month," he says.

Meanwhile, Bruno is also expanding into the commercial business. Because commercial customers are slower to pay than residential ones, Bruno needed to be able to cover cash flows because commercial customers take 30 days or longer to pay (residential customers usually pay right away).

That's part of the reason he sold a minority interest in Bruno Air Conditioning to Lipman in September. "Commercial will be our business," Bruno forecasts. Although residential is 80% of Bruno's business now, it may shrink to as little 10% within 10 years as the company grows its commercial side. Bruno says he's landed business with companies that provide repair services to large national retailers in cities such as Orlando and Tampa, though he's reluctant to share more details for competitive reasons.

To accommodate future growth, Bruno is expanding into a 17,000-square-foot building in Bonita Springs. He expects the commercial business to take him out of state, too. "We're going to keep moving north," he says.

Follow Jean Gruss on Twitter @JeanGruss



AT 25, LOUIS BRUNO ALREADY BUILDING HIS OWN AC EMPIRE IN COLLIER, LEE



NAPLES - At his age, some still are living with their parents and struggling to find their “real jobs.”

Not Louis Bruno. At 25, he’s the founder and president of Bruno Air Conditioning LLC, with 60 employees and a growing fleet of trucks on the road from Orlando to Marco Island.

And it’s only his second full year in business, having launched the company in December 2012.

In April, Bruno acquired the assets of Air Genie in Bonita Springs, including its bright pink trucks, its customer list, its phone numbers and some of its employees, a move that will allow his business to grow even faster.

“It gives us close to 4,000 maintenance contracts, and over 8,000 scheduled visits per year,” Bruno said.

The business, which leases a spot at Corporate Square, an industrial park off Radio Road in Naples, soon will move into a 17,000-square-foot headquarters off Bonita Beach Road, near the Naples Fort Myers Greyhound Track.

Bruno seems wise beyond his years. His hard work, his firm hand shake and his air of professionalism haven’t gone unnoticed.

“Louis is a kid from the Bronx, who came to Florida and who is a hard worker. He’s smart. He’s energetic, and very, very focused on trying to do well,” said Michael Reagen, the former CEO of the Greater Naples Chamber of Commerce, who met Bruno through close family friends a few years ago.

* * * * *

Bruno moved from New York to Fort Myers when he was 13. In high school, he took a job at a small, local, family-owned air conditioning business, to help his family make ends meet.

“I started when I was 16 years old,” he said. “I know this business inside and out.”

While most of his friends were in college and working minimum wages jobs, if they worked at all, Bruno was learning the mechanics of air conditioning service and repair, and gaining sales experience, giving him the skills he needed to start his own business.

His business philosophy is built on what he describes as an extreme customer experience, which he says has fueled his company’s growth. He has a “be cool within two hours” promise, or he gives his customers a free one-year maintenance agreement.

Cheryl Harris, executive director for the Southwest Florida Air Conditioning Contractors Association, said she’s never heard of such a promise.

There are more than 1,000 licensed air-conditioning and mechanical contractors in Southwest Florida, she said, but most are smaller operators, with one to five employees. When told how much Bruno’s company had grown over the past few years, she said she was a bit surprised, with the region and the state still recovering from the Great Recession.

The company has earned attention for its employees’ professional attire and attitude.

Theo Etzel, president and CEO of Conditioned Air, one of the largest air conditioning contracting and service firms in Southwest Florida, described Bruno as a “go-getter,” but said he wasn’t familiar with how his business operates.

His company, which has been in business 52 years, has 280 employees.

“We’re an established company in town and continue to grow. We have a long-standing service record here,” Etzel said.

Along the way, Bruno has found trusted advisers, local business leaders who have voluntarily helped him find quicker solutions and avoid “the big mistakes” of a startup, he said.

He found a strong partner in Larry Lipman, who helped grow the Lipman family business in Immokalee into the nation’s largest producer of tomatoes for the fresh market. Lipman, 66, now owns a 20 percent stake in Bruno’s company and he’s one of the investors in a partnership that recently purchased a 17,000-square-foot building in Bonita Springs to support the rapidly growing air conditioning business.

The building, 28731 South Cargo Court in the Greyhound Industrial Park, cost \$925,000, and it’s currently being renovated, with the warehouse already in use.

Bruno and Larry Lipman’s son, Arby, who are the same age, are friends. The older Lipman noticed something special in Bruno, a talent he said he’s seen in only two others during his 45 years in business.

“He’s got some energy that you don’t see in many people and the energy is to want to grow the company,” Lipman said of Bruno.

* * * * *

Larry Lipman retired as CEO of his family business four years ago, so he embraced the opportunity to have more day-to-day involvement in a business again. He makes it clear, however, that Bruno is the one calling the shots at the air conditioning company, though they talk almost daily.

“I just want to be there,” Lipman said. “Louis makes the final decision on everything. What I do is offer a view from the other side.”

Lipman said the company has grown quicker than he could have imagined.

The commercial division has taken off much sooner than expected, with the company now handling maintenance and replacement for retailers as far away as Jacksonville and Daytona Beach.

“We’ll move up the coast,” Bruno said.

On average, Bruno Air Conditioning installs more than six replacement systems a day, he said, adding the goal is to improve systems not sell new ones.

In fact, he said, his employees don’t earn a commission on what they sell.

The company is one of only a few in Florida authorized to sell, install and service the newer, more advanced, energy efficient Trane Tru Comfort Variable Speed air conditioning systems, designed to keep indoor temperatures within a half a degree of the thermostat setting.

* * * * *

A graduate of Fort Myers High, Bruno took honors classes through its International Baccalaureate program. As a baseball player for the school in 2006, he hoped to receive a baseball scholarship to help pay for college, but an injury threw him a curve ball.

“I knew I had a job and I realized I could make a career out of it,” he said of the air conditioning business. “It’s such a need. Whether you own or rent a house and you’ve got a landlord, everybody is a potential customer.”

What he likes most about his business, he said, is that he's helping others. For some, no air conditioning can be life threatening, especially for the elderly, he points out.

Though he has a "cocktail of advertising," which includes mass mail-outs of glossy, eye-catching brochures, Bruno said he gets most of his business through word-of-mouth referrals.

His company has served more than 18,000 customers.

Bruno said he has big plans for the future, which may include selling franchises.

"We've got so much left to do," he said.

* * * *

One of Bruno's first customers was Edward Morton, the former CEO for the NCH Healthcare System in Naples.

Morton is good friends with Bruno's in-laws, who introduced them before the young entrepreneur started his business. With his air conditioning system acting up, Morton waited until Bruno opened his business so he could be the first customer.

"Louis came in and in the same day replaced the entire system," Morton said. "He did everything the same day and he was also very vigilant in making sure I understood how to operate a digital system."

When Morton pressed a few wrong keys and the system stopped working, he said Bruno drove from Fort Myers late at night to fix it.

Bruno is a breath of fresh air in his industry, Morton said.

"What Louis has done is he's talking the talk and walking the walk of value and consistency," he said.



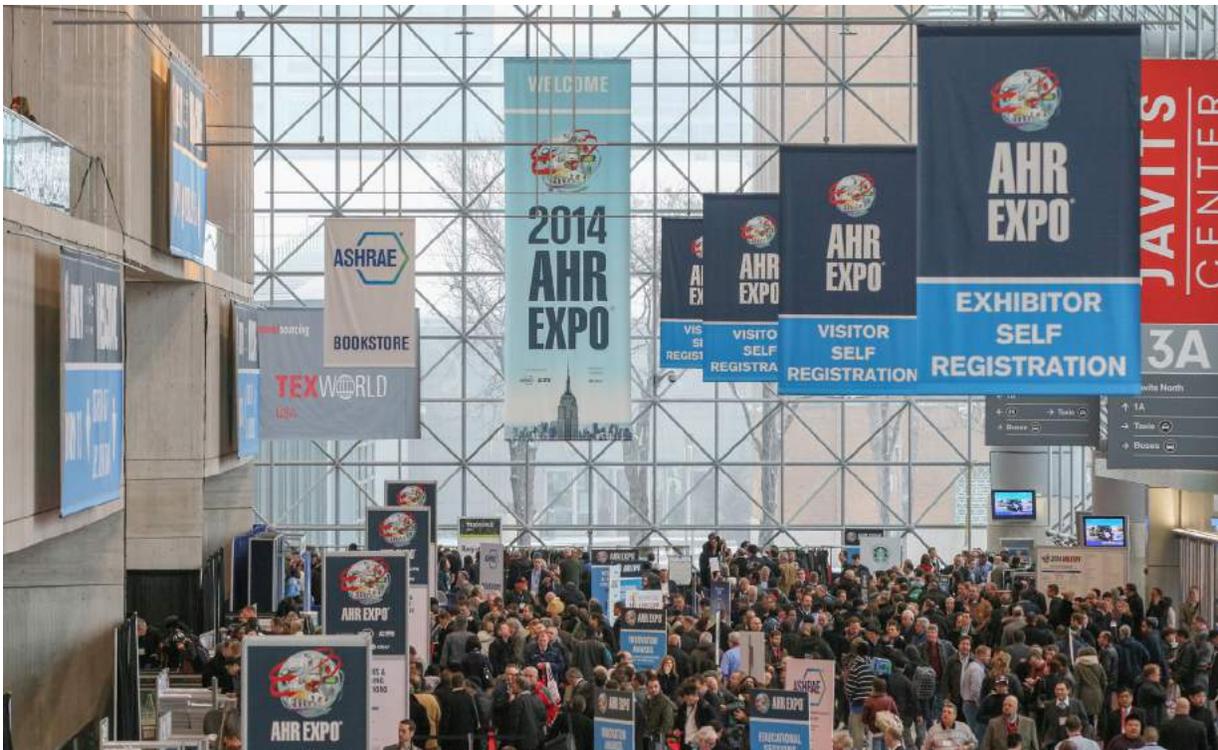
BIOCIDECAMBER

system sterilizer

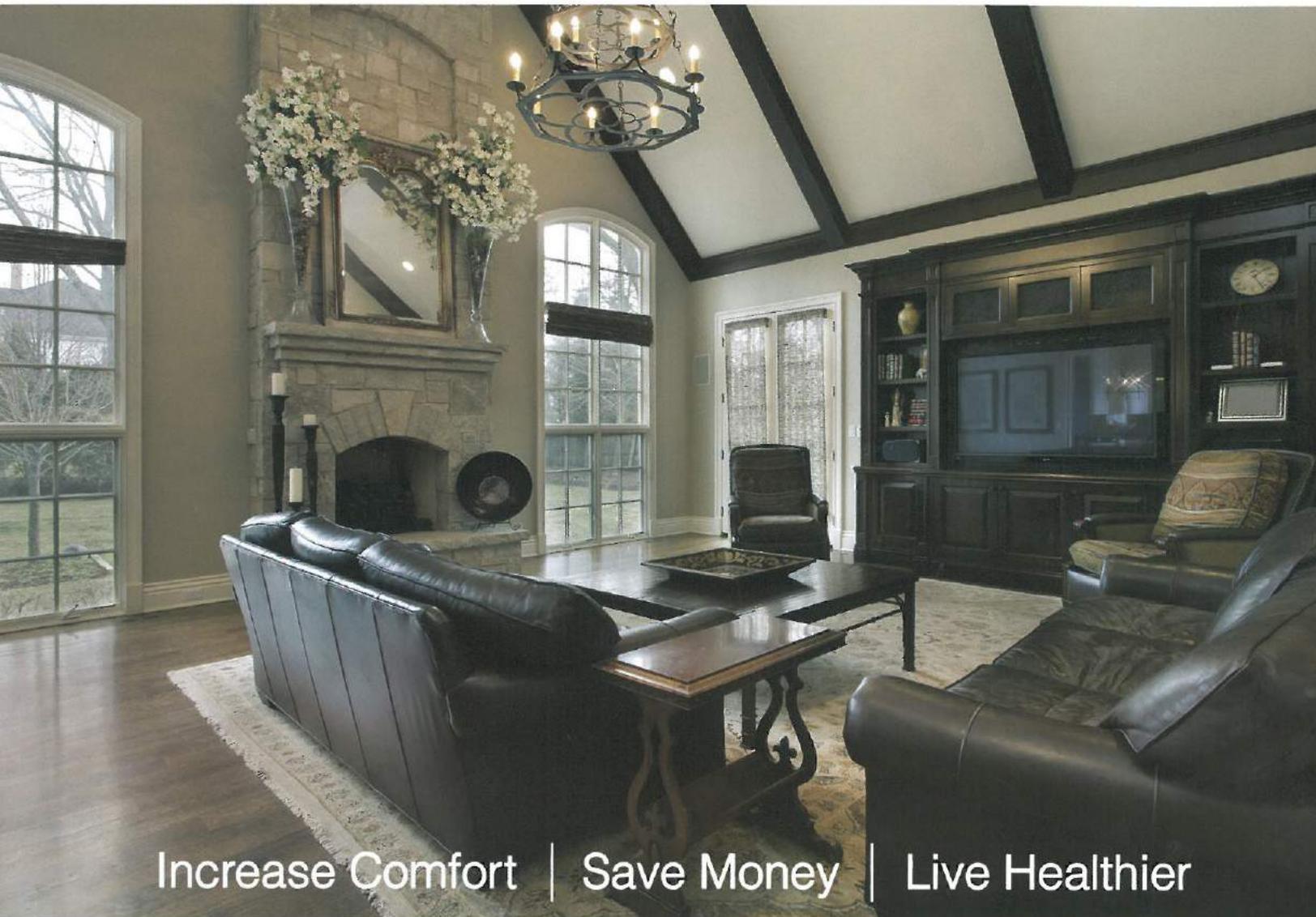
A panel of industry professionals, selected for their knowledge and expertise in HVAC has chosen the Biocide Chamber System Sterilizer as winner of the 2011 AHR Expo Innovation Award in the Category of Indoor Air Quality.

THE AHR Expo (sponsored by ASHRAE and AHRI) is one of the biggest events in the HVACR industry. There are hundreds of IAQ products on display at the expo, so being chosen for this award is quite an honor.

This is our second such award in recent years. Our Ice UV Sanitizing UV Light for ice Machines won the 2009 Innovation Award honorable mention.



Aeroseal® Duct Sealing



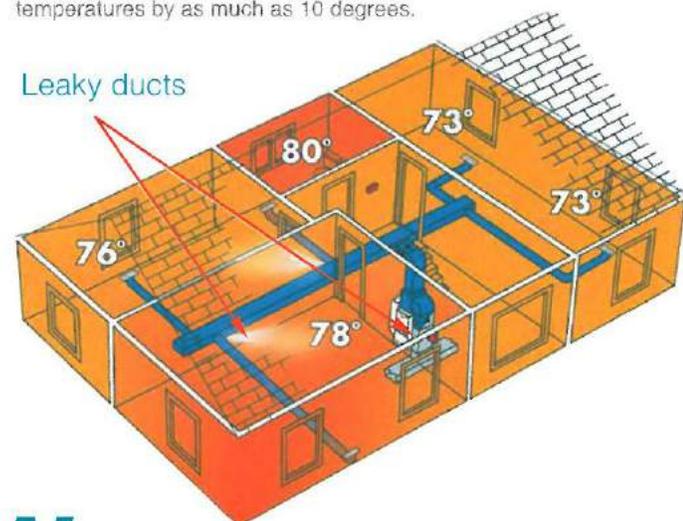
Increase Comfort | Save Money | Live Healthier

Comfort Is More Than a Number on the Thermostat

Leaky ducts significantly affect the warmth and cooling of a home. Even the most energy-efficient heating and cooling systems cannot control the amount of comfort you experience in your living spaces if there are leaking ducts. The loss of cool and warm air to the wrong places inside, outside or in the unconditioned spaces of a home is significantly reduced with Aeroseal duct sealing because our patented sealing technology seals the ducts airtight. With Aeroseal, hard to heat or cool rooms will have even temperatures and will be more comfortable. Humidity levels are also easier to control after an Aeroseal.

Varying Room Temperatures

Leaky ducts can cause varying room temperatures by as much as 10 degrees.



AEROSEAL
Duct Sealing From The Inside

www.aeroseal.com



Your Ducts Shouldn't Cost You Money, But They Do!

Homeowners may not ever think about their air ducts. But the fact is, something that most of us never even think about could be costing us a lot more money than we realize.

Whether a home is old or new, leaking ducts cost a homeowner money, not to mention the stress it causes an HVAC system. Consider this:

- About 50% of the average home's utility bill is spent on heating and air conditioning.
- On average, 30 cents of every \$1 spent on heating and cooling a home disappears into thin air due to leaky ducts.
- 25% to 60% of heated and cooled air doesn't make it to their intended rooms.
- Duct leakage in homes costs homeowners \$25 billion a year in utility costs.

Create a Safer, Healthier Home

- Leaks pull mold, dust and other pollutants into your home causing indoor air quality issues and have potential to create harmful allergy problems.
- Leaks contribute to safety issues related to backdraft of appliance fumes, auto exhaust and radon gases being released into your home.

Frequently Asked Questions

Q: Is there an odor?

A: At the time of application there is a very mild odor, similar to that of craft glue. However, that dissipates within a few hours.

Q: Are VOCs emitted?

A: The sealant has been tested by an independent lab and has been found to have very low VOCs.

Q: Will it harm my electronics? Pets? Artwork?

A: No. Our technicians are trained to protect all sensitive objects in the home.

Q: Do ducts need to be cleaned before AeroSealing?

A: Most ducts do not need to be cleaned before sealing. The technician will assess the condition of the ducts first and make a recommendation.

Q: Can ducts be cleaned after AeroSealing?

A: Ducts of all types can be cleaned after aeroSealing.

Q: What if my ducts are hidden from view?

A: Unlike other sealing methods, AeroSeal can seal ducts that are hidden. AeroSeal can seal all types of ducts.

Q: Will the ductwork be coated with sealant after AeroSealing?

A: No. The AeroSeal process does not coat the ducts.

Q: How long will it last?

A: Guaranteed for 10 years. Life-tested for 40 years.

AEROSEAL
Duct Sealing From The Inside

www.aeroseal.com

CENTRAL A/C SYSTEMS

