



Dirty Ducts Cleaning & Environmental Inc.



"Clean and Healthy Air, Breath after Breath"

Duct Cleaning/Dryer Vent Cleaning • Specialized/Industrial Cleaning • Asbestos/Lead/Mold Abatement • Interior Select Demo

RE: Duct Cleaning In Combination With Other HVAC System Air Quality Upgrades

To: HVAC Contractors

To service our clients better, there seems to be huge value in working together to marry our efforts and give our clients the best results. We do HVAC related cleaning (duct cleaning and coil cleaning), but we do NOT do anything with bipolar ionization, ultraviolet disinfection, filters, upgrades to filter racking, balancing, etc. We are not an HVAC Company. We are a Duct Cleaning Company.

Clients are hiring our team to clean the return air ductwork, fresh air ductwork and the AHU coils to start and if budgets allow, they are adding cleaning of supply ductwork and exhaust ductwork. Their goal is to improve air quality, reduce risk of virus transmission, increase energy efficiency, etc. They have interest in your products as well and it would be great to have information to hand to them and/or a contact. You can then discuss and contract with them direct.

Timing of our work and your work would go hand in hand with us conducting the duct cleaning and your team installing the upgrades behind us. We have had some clients not do duct cleaning in combination with upgrades and this has led to client complaints being made about the HVAC Company doing the system upgrades.

Complaints include:

1. When filters upgrades are made to MERV 13+, obviously there is going to be reduced air flow through that denser air filtration. This leads to client complaints about "harder running units", "increased energy cost", "noises from the unit" and "complaints from staff of inadequate heating and cooling especially in rooms further from the unit". We have found that cleaning the ductwork (at a minimum the return ductwork) can increase air flow enough to equal out the restrictions caused by the MERV 13+ air filtration upgrades. Combining duct cleaning with your filter upgrades leads to a satisfied client.
2. When bipolar ionization and ultraviolet disinfection upgrades are installed into a dirty or fouled duct system, the client complaints are that these systems are "covered" in dirt/debris/etc. days later and they "don't feel they are working correctly". It's like buying a new car, parking it in the garage and then it gets covered in dirt/debris overnight. You'd be upset. You just paid good money for the new car. You want it to look clean regardless of whether the dirt highly impacts the overall drivability of the car. There are not great studies done on this, but it seems safe to assume that a dirty bipolar ionization system or ultraviolet disinfection system does not work as designed and may even lead to warranty challenges as well. Combining our duct cleaning with your bipolar ionization and ultraviolet disinfection upgrades leads to a satisfied client.
3. For bipolar ionization, its being discovered that dust/debris in the HVAC system is absorbing the charged particles as they travel from the source generators in the AHU through the supply ductwork. The system is designed for the ionization particles to travel through clean ductwork where it bounces off the ductwork walls and eventually emits into the room through the diffusers. Dust and debris in the

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HVAC system will reduce the “bounce” and seems to “collect the ionization particles” from traveling any further. When ionization particle readings are done at the diffuser, the readings then fail.

It’s also just the right thing to do. Us suggesting or educating our clients on your services and you suggesting or educating your clients on our duct cleaning services gets them to their end goal: to improve indoor air quality, reduce risk of transmission, increase energy efficiency, etc.

Duct cleaning can immediately give your clients better air flow and more air exchanges which is shown to reduce CO2 (Carbon Dioxide) Levels in the air.

CO2 Levels and COVID19? As reported in *Environmental Science and Technology Letters*, researchers reported that tracking indoor CO2 levels is an inexpensive and powerful way to monitor the risk of people getting airborne viruses including COVID19. As an example, when excess CO2 levels double, the risk of COVID 19 transmission nearly doubles. These scientists are using simple facts: if you have COVID19, you exhale this (or any other virus you may have) at the same time as you exhale CO2. CO2 becomes a representation for the number of viruses in the air. Reduce CO2 in the indoor air and you reduce the viruses in the indoor air. A clean HVAC system equals better air exchange which leads to the likelihood of reduced viruses in the air including COVID19.

The below photos are from a local project that we recently cleaned the ductwork and coils in. This level of “dirtiness” is very common. As you can see, dirt and debris can reduce air flow significantly leading to your client not getting the end result they want. This can lead to the client mistakenly blaming you as the install contractor of the filter upgrades, bipolar ionization, UV system upgrades, etc. You can also find more photos in our photo gallery at <https://dirtyductscleaning.com/duct-cleaning-images.php>

Lined Ductwork Before Cleaning



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AHU Coil Before Cleaning



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