

Media Contact:  
Brad Brenner  
(503) 736-0610  
brad@brennerassociates.com

== CASE STUDY ==

**HOW TO GET INTO HARVARD:**

**PROVIDE A SIMPLE SOLUTION TO AN “UNSOLVABLE” PROBLEM**

**“I Honestly Don’t Know How We Would Have Solved This Issue If The Aero Seal Technology Wasn’t Available” – Senior Project Manager, Harvard University**

Hopeful high school graduates aren’t the only ones trying to get into Harvard. Getting on the university’s list of approved vendors can be a boon to any commercial contractor, but few make the cut. For Aspen Air Duct Cleaning, it started with a call from a mechanical contractor working on the university’s renovation of its Girguis Lab. Engineers had just installed a new 8,500 CFM air handling unit that was meant to supply heat to the lab and an adjacent facility. When the unit was brought online, however, its fan was operating at around 97% of capacity with little effect – and that was even before the system was connected to the adjacent facility. It was determined that leaks in the ductwork were reducing static pressure to such a degree that air couldn’t reach its destinations. With ducts hidden under insulation and behind layers of pipes, fixing those leaks seemed an impossible task.

**In Brief**

**Building:** Girguis Labs – Harvard University  
**Location:** Cambridge, MA  
**Aero Seal Contractors:** Aspen Air Duct Cleaning  
**Goal:** Improve AHR efficiency  
**Before Aero Seal:** 5,800 CFM of leakage (total)  
**After Aero Seal:** 429 CFM of leakage  
**Results:** Reduced leakage by approximately 98%;  
lowered fan speed by more than 60%.



Fortunately, the mechanical contractors on the job had heard about a new approach to duct sealing called aro seal, that worked from the inside of the air shafts to locate and seal leaks. With a call to the aro seal experts at Aspen, a meeting was arranged, questions were answered and the date was set to have the system’s ductwork arosealed.

In just a matter of days, the problem was fixed. Aspen quickly reduced the system’s duct leaks from more than 5,800 CFM down to 429 CFM – a 98% reduction. The AHR fan now operated at only 37% of capacity. The system was quieter, and university engineers were relieved.

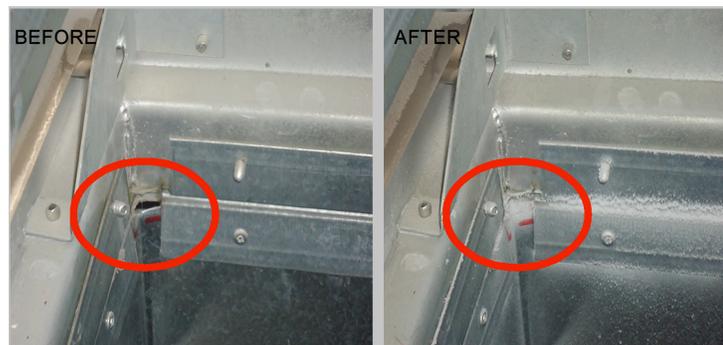
In fact, the results were so dramatic that Aspen was invited to a private Harvard vendor share event, they were asked to aro seal another campus building, and the company is now on the ivy league university’s official vendor list – and that’s how you get into Harvard.

*"I would absolutely call this a project saver. Our only other option was to tear down walls and demolish the building structure in order to access the leaky ductwork. We were very pleased with the results and I honestly don't know how we would have solved this issue if the aroeseal technology wasn't available."*

John Hollister,  
Senior Capital Project Manager  
Harvard University

*"Any prior concerns we had over the disruption that the aroeseal process might cause in a 24/7 environment were quickly proven to be unfounded. It was probably the quickest evidence of success I've ever seen. We've already spec'd Aroeseal into several additional projects."*

Steven Sundius  
Senior Project Manager  
Rist-Frost-Shumway Engineering, P.C.



### Aroeseal – The Technology

Aroeseal has proven to be a highly cost-effective means of sealing ductwork in both new and existing buildings. The technology works from the inside of the ductwork, allowing it to locate and seal leaks without disrupting surrounding structures. This innovative approach to sealing makes aroeseal the first viable solution to ventilation repair in commercial buildings.

In the aroeseal process, an aerosol-mist of sealant is blown throughout the interior of the ductwork. The microscopic particles of sealant remain suspended in air until they reach a leak. Here they cling to the edge of the hole and then to other sealant particles until the leak is completely sealed.

- Developed at Lawrence Berkeley National Laboratory in 1994.
- Research for aroeseal technology was partially funded by the U.S. Department of Energy.
- Aroeseal is delivered as a non-toxic aerosol mist that seeks out and plugs leaks.
- Aroeseal has proven to be 95% effective at sealing air duct leaks.

For more information on this sealing project or about Aroeseal in general, contact Aroeseal at (937) 428-9300. You can also visit the Aroeseal website at [www.aroeseal.com](http://www.aroeseal.com).