

**Substantial Labor Savings in Duct Work Installation  
White Paper**



**Presented By,**



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**Introduction**

The trend in the housing industry, as well as many other industries, has been turning to plastic for years. Plastic makes sense in almost every application and is durable, more functional, easier to handle and cheaper. The current labor situation demands less labor-intensive methods that maintain high quality standards. Speed with good quality results are the qualities that company owners are looking for.

The duct component market is currently satisfied 100% by sheet metal. According to National Association of Home Builders, there will be 1.9 million new home starts in 2006. With an average of 10 take-offs installed per home approximately 11,900,000 take-offs will be needed to satisfy the market in 2006. At an average time per take off installation of 4 minutes, that is over 47 million minutes or 793,000 plus hours of take off installation time. DuraTite Systems is on your side.

**Labor Cost Savings**

Reducing labor costs or increasing productivity in the field is the number one priority of a company owner. Contractors can also increase their profit margin by reducing the need for extras like duct tape mastic and other sealants. In addition, the risk of personal injury is virtually eliminated versus the metal take-offs cuts. Injury most often occurs while pushing back the metal tabs of the take off. By eliminating the metal tabs, one can save time away from the installation to take care of those cuts and severe scrapes. This allows the installers to be more productive while staying on the job.

Time trials have shown that installing the DuraTite take-off is (4) four times faster than metal. This is an experienced HVAC installer using a 7" metal take off and damper only. By applying mastic and tape, a "10 times faster" rate using the DuraTite take off is possible.

**Savings Calculator**

Estimated Savings	Metal			Duratite		
	Costs	Per Duct	Annual	Costs	Per Duct	Annual
<b>Fill in Blue Boxes Only</b>						
Number Of Homes Per Week?	<input type="text"/>			0		
Avg. # Of Take Offs Per Home?	<input type="text"/>			0		
Avg. # Of Minutes To Install & Seal 1 Take Off?	<input type="text"/>			0.75		
What Is Your Average Hourly Labor Rate?	<input type="text"/>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
If You Use Mastic, How Much Do You Pay/Gallon?	<input type="text"/>					
What % Of Each Bucket Do You Use On Each Duct? <small>(ie. 1 = 100%, .1 = 10%, .01 = 1%)</small>	<input type="text"/>	\$0.00				
If You Use Tape, How Much Do You Pay/Roll?	<input type="text"/>					
What % Of Each Roll Do You Use On Each Duct? <small>(ie. 1 = 100%, .1 = 10%, .01 = 1%)</small>	<input type="text"/>	\$0.00	\$0.00			
Total Sealing Material Cost Per Duct		\$0.00				
<b>TOTAL COST OF USING DUCT SYSTEM</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Total Savings From Using DuraTite Take Offs</b>					<b>\$0.00</b>	<b>\$0.00</b>

Other Variable Cost Savings	Metal	Duratite
Waste	An Issue	Not an Issue
Cost of Time for Personal Injury	An Issue	Not an Issue
Energy Savings	Today's Level	Higher Level of Savings

Using the statistics formerly noted, DuraTite Systems can save anywhere from 36,700,000 minutes or 595,000 hours to 42,800,000 minutes or 714,000 hours. At an average installation rate of \$15/hour that equates to a range of between \$8,925,000 to \$10,700,000 in payroll savings, *just* in installation time alone. The cost savings calculator shown on the previous page is available at [www.duratite.com](http://www.duratite.com).

With the HVAC installer saving 3 to 5 minutes per take-off, using DuraTite there is a minimum of 30 minutes of labor savings for the average house install which is especially significant when installing an air conditioning system in an attic, where the ambient temperatures can approach 150 degrees. If the installer has to install a metal trunk-line take-off and then mastic seal each takeoff, exposure to these temperatures can be dangerous. With the DuraTite components, its just clip, zip, and the quick spring clamp completes the connection in less than 30 seconds. The DuraTite Duct System provides airtight connections, greatly reducing air/heat loss and while saving an average of 50% in installation time.



DuraTite's self-sealing trunk line takeoff eliminates the need for extra sealants and thus saves the installer considerable time. In a time study trial conducted in May, the DuraTite CEO installed four airtight polypropylene takeoffs in under 32 seconds versus an experienced installer from Greenville Heating & Cooling who was bending the tabs on his second metal takeoff and had not begun the mastic sealing, a step not necessary with DuraTite.



For more information on DuraTite Systems, or additional white papers, please visit our web site at [www.duratite.com](http://www.duratite.com), or contact us at 1-866-217-3872 or [info@duratite.com](mailto:info@duratite.com).