

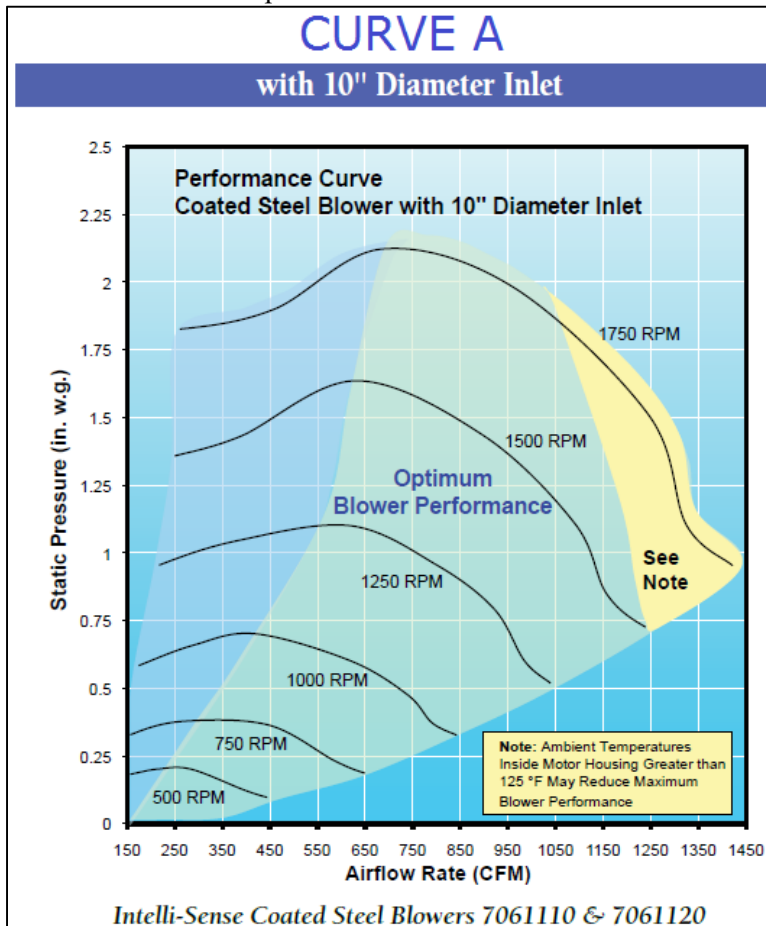


January 7, 2019

This letter is to illustrate Labconco's Intelli-Sense Blower uses less energy than similar products.

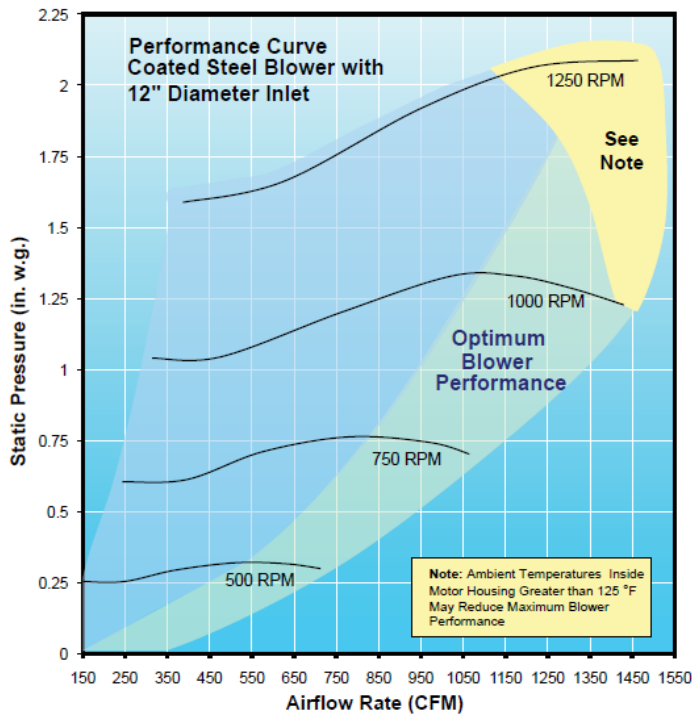
Standard belt-driven blowers can only operate at one speed continuously. The Intelli-Sense Multi-Speed Blower can be programmed up to three different speeds, allowing a night set-back mode to utilize less air. These speeds can be changed by the user with the flip of a switch after they have been programmed into the potentiometers at the top of the fume hood. The following curves show the Intelli-Sense Blower's ability to be set at a low 150 CFM, and a high speed to operate the fume hood during peak working hours. With the Intelli-Sense Blower, the user can obtain the speed they need during the day, and switch the speed to "low" to accommodate a negative pressure, and minimum air changes per hour, but use much less energy than a constant volume exhaust system.

Intelli-Sense Multi Speed Blower curves are shown below labeled "CURVE A," "CURVE B," etc. See the attached documents showing the belt-driven blowers that these replace. The Intelli-Sense Blowers operate off of a different type of motor, allowing them to have wider-ranging curves and therefore operate at the lower levels.



## CURVE B

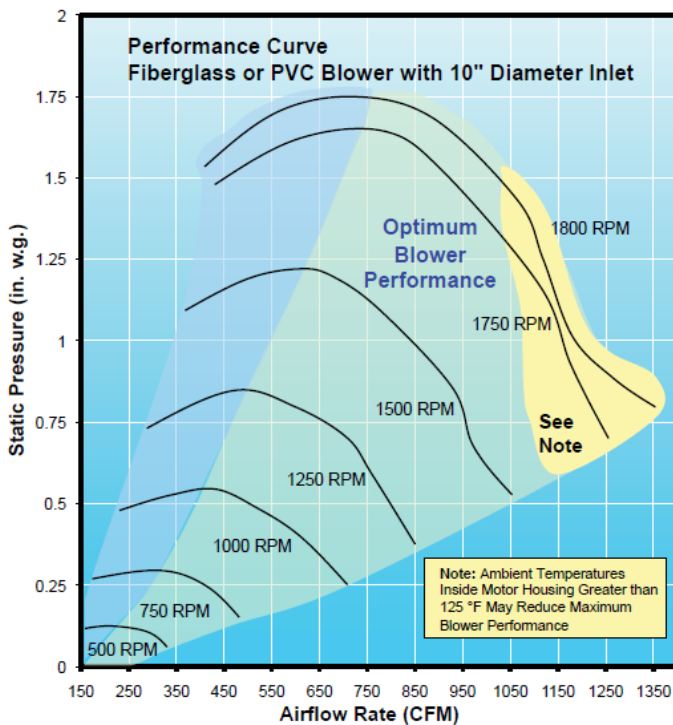
with 12" Diameter Inlet



Intelli-Sense Coated Steel Blowers 7061112 & 7061122

## CURVE C

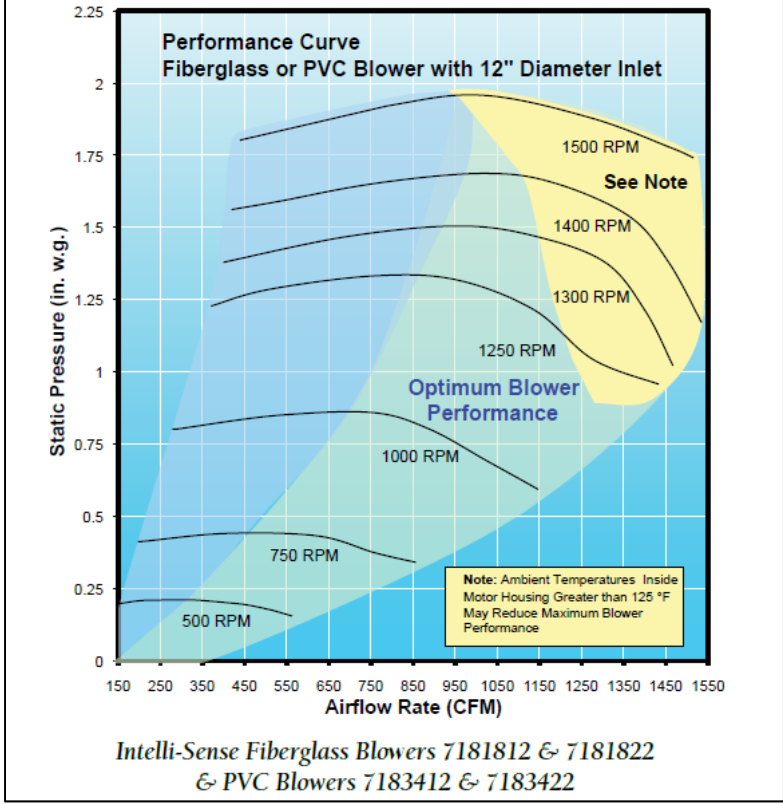
with 10" Diameter Inlet



Intelli-Sense Fiberglass Blowers 7181810 & 7181820  
& PVC Blowers 7183410 & 7183420

# CURVE D

with 12" Diameter Inlet



Sincerely,

Beth Mankameyer, LEED Green Associate, CSI, CDT  
Sales Engineer  
Labconco Corporation  
816-822-3718  
bmankameyer@labconco.com