



# How AerisGuard Maintenance Corrosion Protection Helps your Customers

1. Environmental corrosion is a major problem associated with all HVAC coils both indoor (cooling) and outdoor (condensing)
2. Corrosion commences the day the coils are manufactured
3. Corroded HVAC coils can not absorb and reject heat as efficiently as intended in the initial design and as the system efficiency degrades it creates the following problems and outcomes

Problem	Outcome
Reduced Heat Rejection Increasing compressor temperature	Increased power usage on any system
Reduced Heat Rejection	Lower cooling capacity of the cooling coil on DX systems
Lower cooling capacity Compressor not cycling as designed	Increased fan and compressor power consumption
Systems working harder Increased mechanical stress	More breakdowns
Lower cooling capacity	Comfort issues for occupants

The cost of replacing the coil is only a small part of the total cost of corrosion in your customers coils.

AerisGuard Maintenance Corrosion Protection offers your customers long term protection of their valuable HVAC coils and components

AerisGuard Maintenance Corrosion Protection is a cost effective solution for any HVAC air-to-air condenser

## AerisGuard Maintenance Corrosion Protection Test Data

ASTM G 85-A5 Prohesion  
1000 Hrs Modified Salt Spray Test

ASTM G 85  
2000 Hrs Modified Salt Spray Test

ASTM G 87  
Moist So2 Test

ASTM D 522  
Flexibility Test

48-Hour Steam Exposure  
Carrier Corp Test

MIL-STD-810F  
Sand and Dust Test

ASTM B117  
Salt Spray Test 1000 Hours

ASTM B117  
Salt Spray Test 3000 Hours

# How AerisGuard Maintenance Corrosion Protection Can Grow Your Business

Three scenarios are listed below to demonstrate to you how AerisGuard Maintenance Corrosion Protection can grow profits in your business

1

## Condensor with 1m<sup>2</sup> of Coil Face

		Assumptions
HD1 Coil Cleaner	\$5.00	12 F.P.I
AerisGuard Maintenance Corrosion Protection	\$54.60	700ml calculated at introductory prices
Time of application (minutes)	60	Includes setup and clean-up time
Suggested price to customer	\$245.00	
Profit (excluding labour)	\$185.40	

2

## Condensor with 5m<sup>2</sup> of Coil Face

		Assumptions
HD1 Coil Cleaner	\$25.00	12 F.P.I
Cost of product	\$273.00	3,500ml calculated at introductory prices
Time of application (minutes)	140	20 minutes to AerisGuard each additional square metre of coil face after first square meter
Suggested price to customer	\$987.00	
Profit (excluding labour)	\$689.00	

3

## Condensor with 10m<sup>2</sup> of Coil Face

		Assumptions
HD1 Coil Cleaner	\$50.00	12 F.P.I
Cost of product	\$546.00	7,000ml calculated at introductory prices
Time of application (minutes)	240	20 minutes to AerisGuard each additional square metre of coil face after first square meter
Suggested price to customer	\$1900.00	
Profit (excluding labour)	\$1304.00	

## Pricing

Catalogue Number	Description	Pack Size	Normal Price	Introductory Price
PMBV1	AerisGuard Maintenance Corrosion Protection - Blue	5000ml	\$506.25	\$390.00
PMCV1	AerisGuard Maintenance Corrosion Protection - Colourless	5000ml	\$506.25	\$390.00

### Assumptions

All prices exclude GST; Introductory prices are used for the calculation of the amount of AerisGuard Maintenance Corrosion used; Estimates of time are indicative and may vary depending on the condition and location coils.



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