



FROM BLUEPRINT TO REALITY

How to Design a Duct System
that Closes More Business





About Us

US Duct is a ductwork and waste collection management manufacturer.

- Founded in 2013
- American-owned and operated with two locations in the Triad area, North Carolina
- Legend is our innovative waste solutions product line.
- Our goal is to make ductwork and waste management easy for you!



Brandy Newcomb
VP of Sales & Operations
Co-Speaker



Jameson Ross
Chief Engineer
Co-Speaker



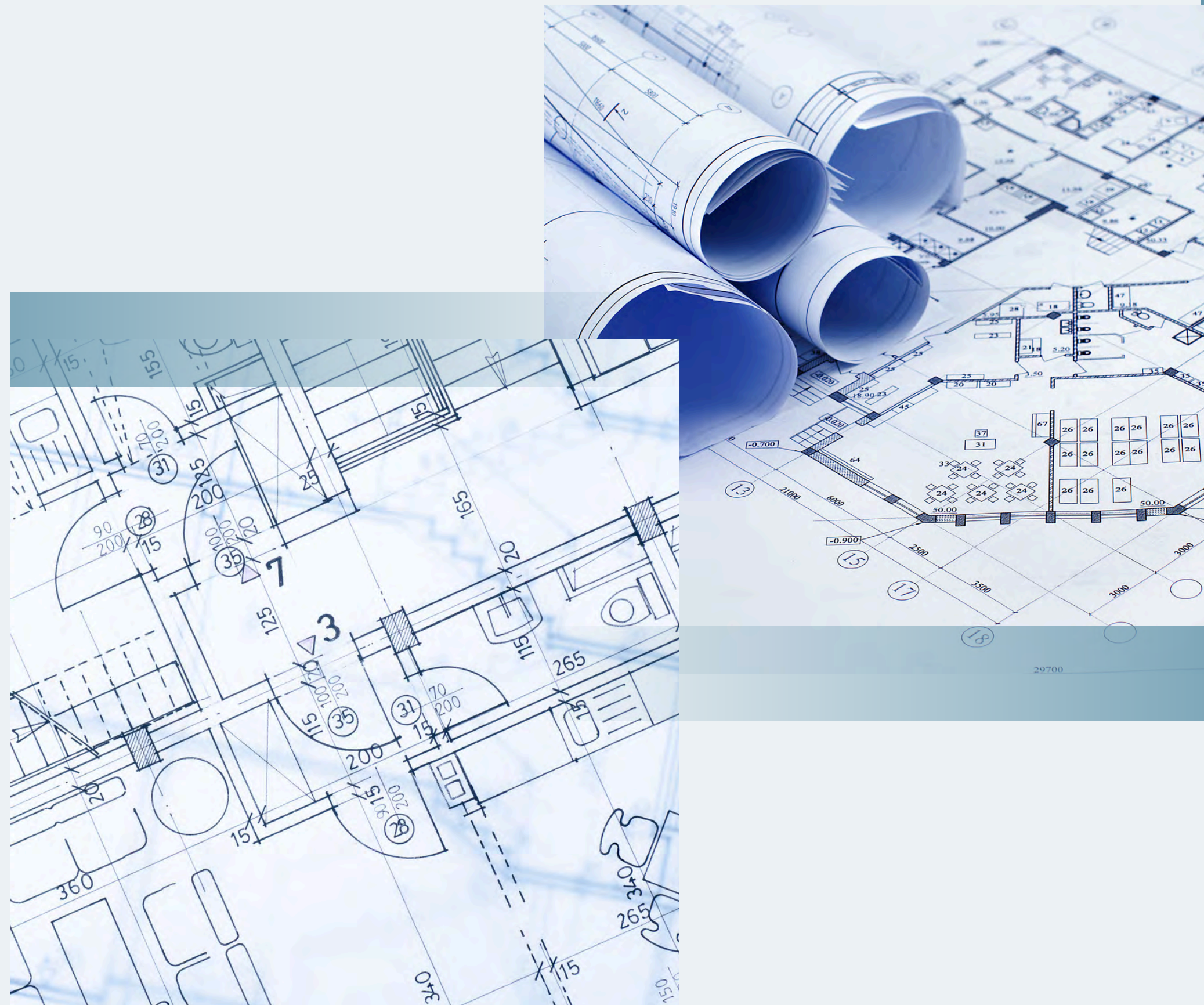
Kenzie Iocona
Business Development Manager
Co-Speaker



Alisa Watlington
Marketing Director
Moderator

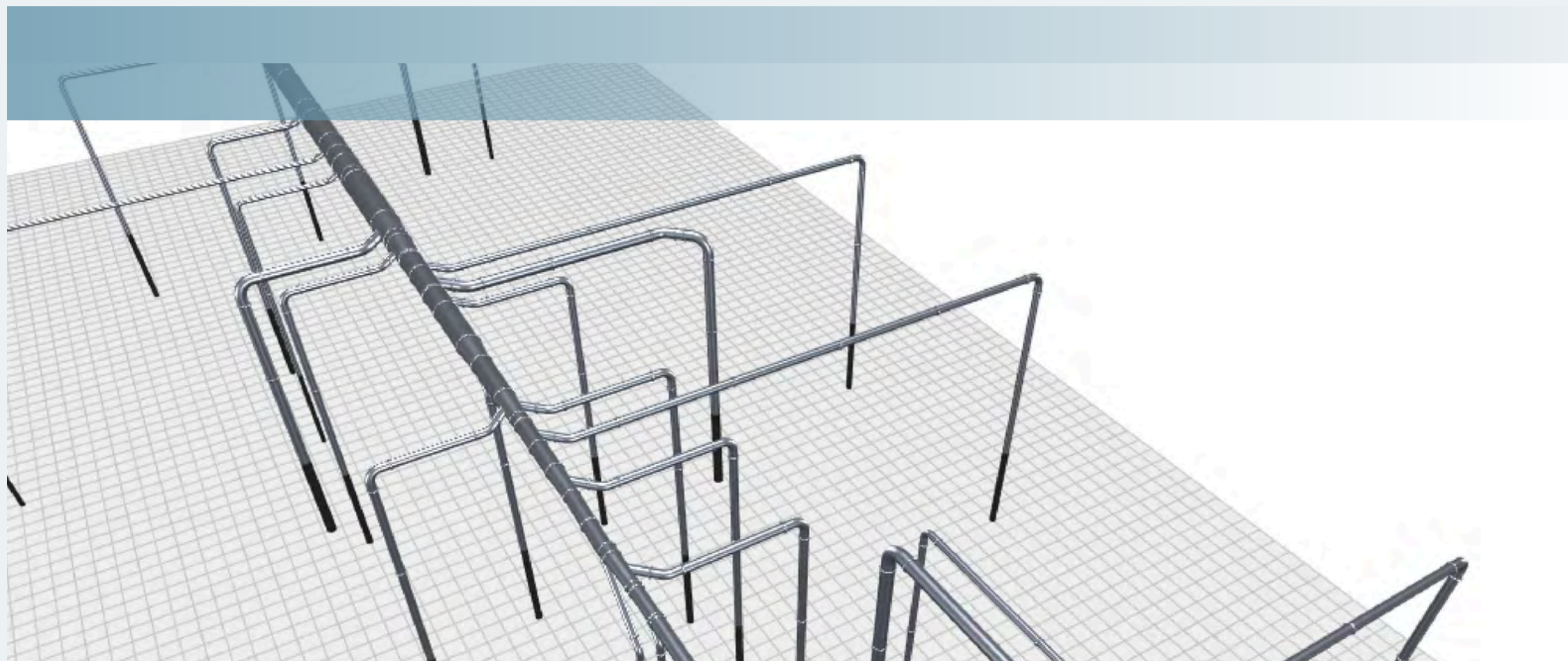
Agenda

1. Intro
2. Define Before Design
3. Airflow
4. Pressure
5. Pitfall Prevention
6. Plans for Profit
7. Q & A
8. Special Surprise for Attendees

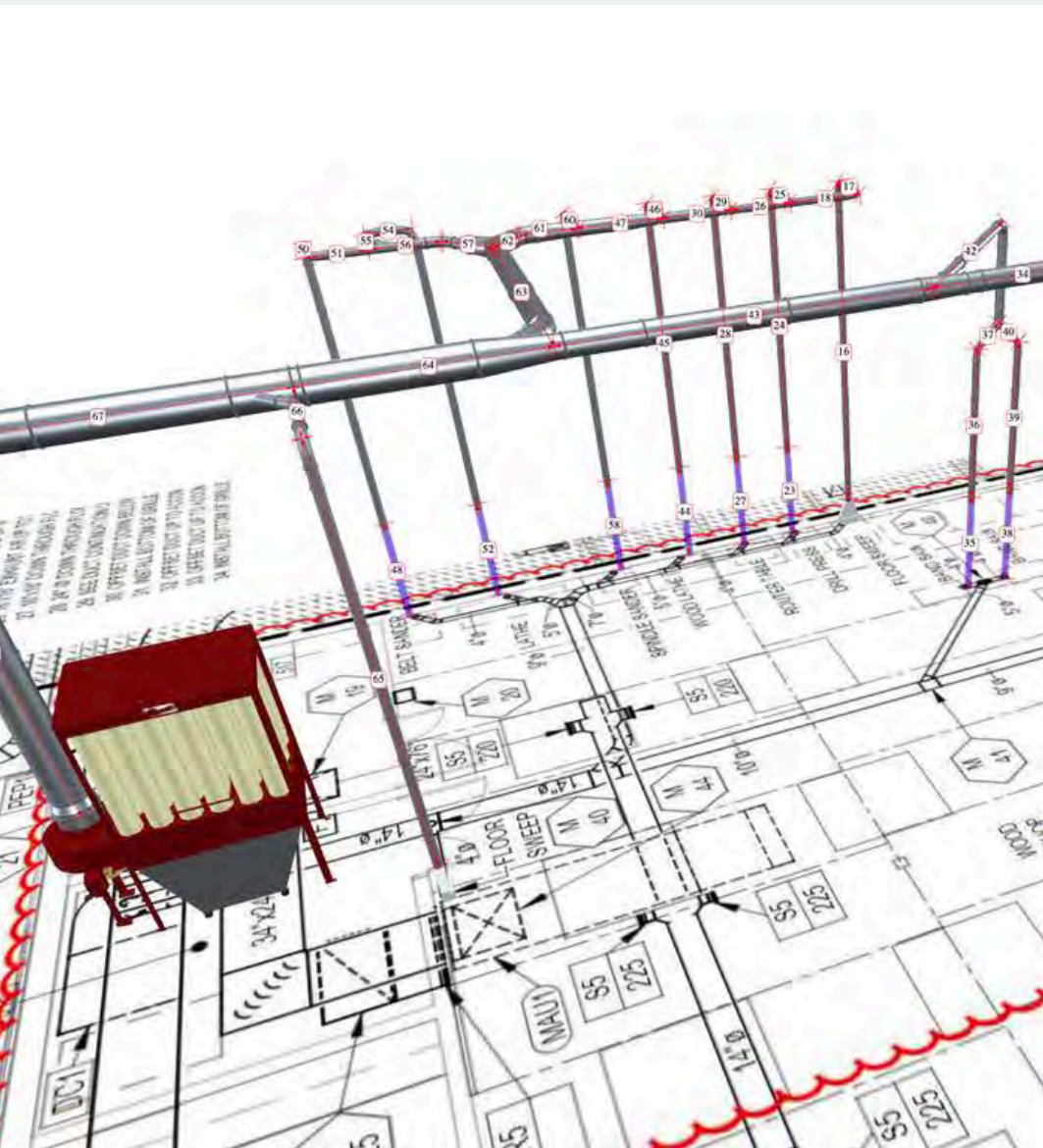


Define Before You Design

- Ask the right questions such as:
 - What are they doing?
 - What kind of dust or material are we dealing with?
 - What are the operating conditions—volume, velocity, temperature, space constraints?
- Be a **partner/consultant**, not just a dealer



Airflow 101 – Because Science Sells



01

CFM

- Consider designing the duct around a proper conveying velocity—typically 3500–4500 fpm for most common forms of dust, and a little faster for heavier material.
- Welding smoke and fumes can be captured with a much slower velocity – typically 2500-3000 fpm since these are extremely light weight to capture

02

VELOCITY

- Too small and you get restrictions and noise.
- Too large, and the material drops out —clogs, buildup, etc.
- Every fitting you add—elbows, reducers, flex hose—it all adds resistance.

03

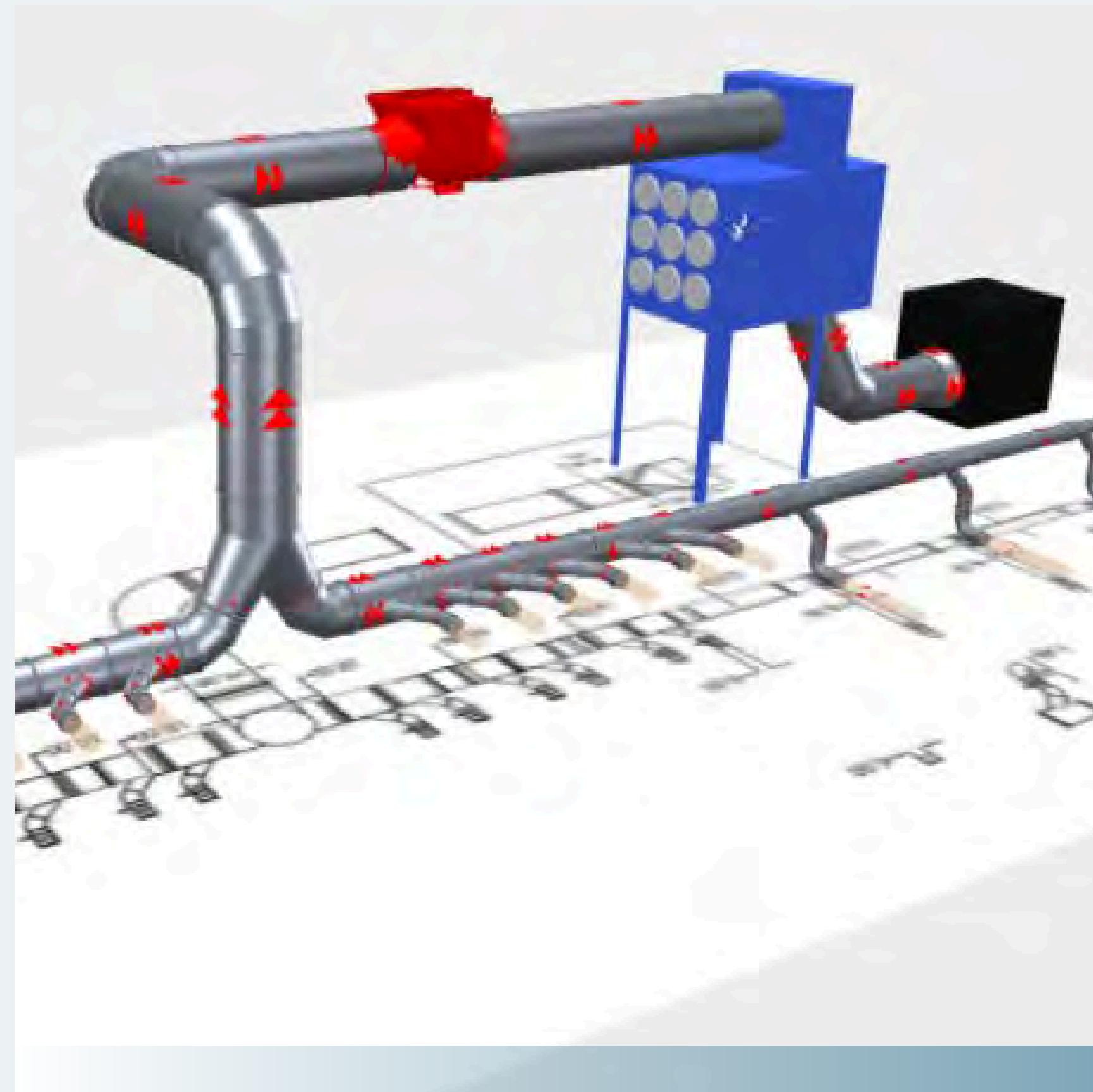
DUCT SIZE

04

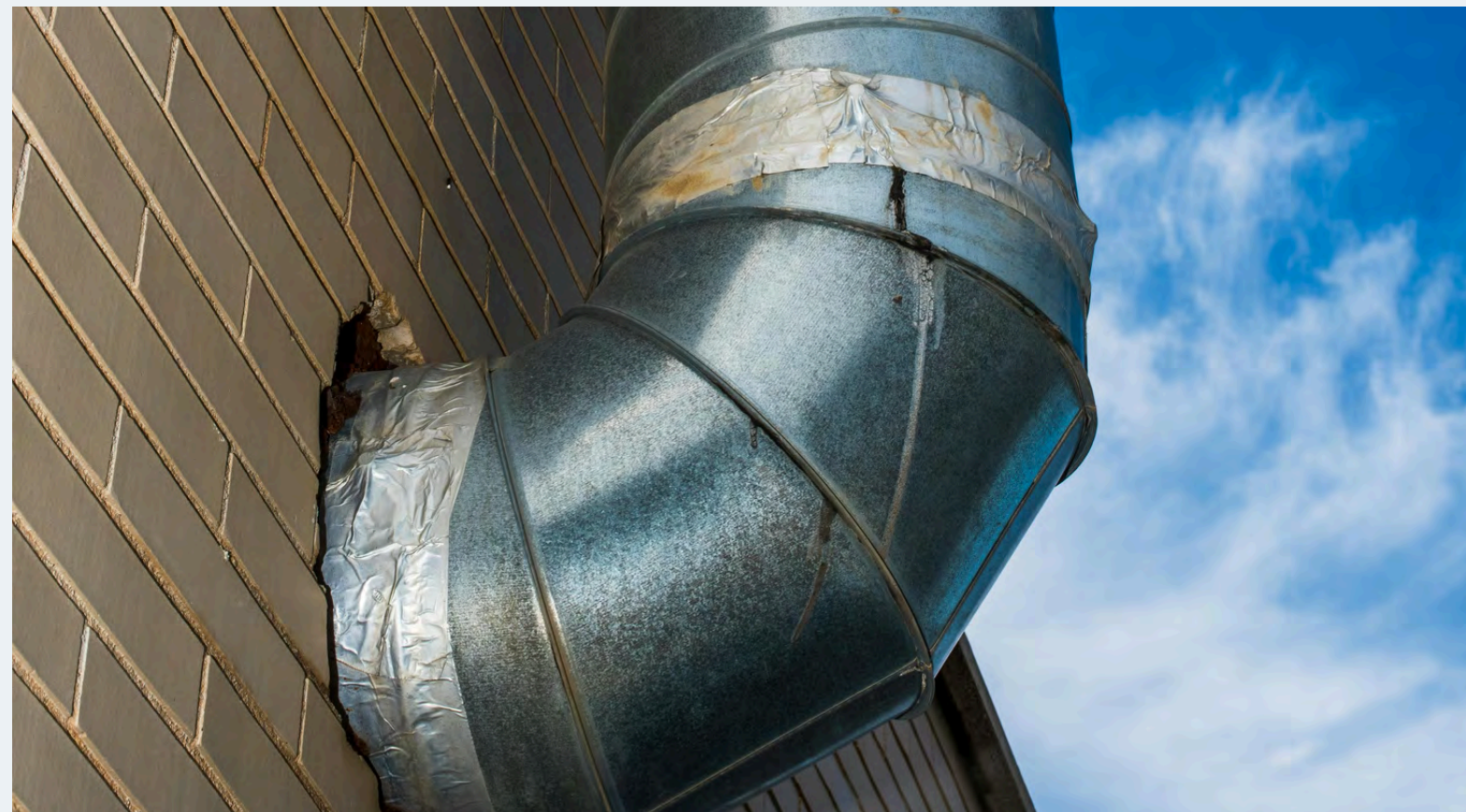
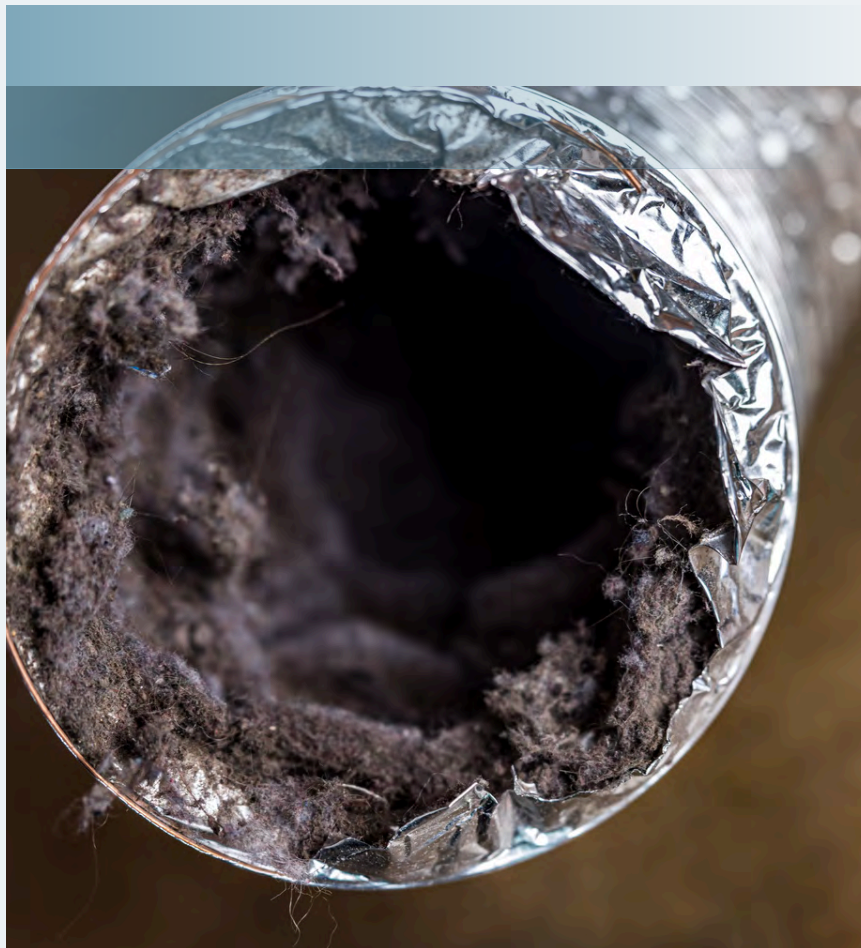
CUSTOMER WALKTHRU

Pressure That Pays Off

- **Static pressure** is the resistance your fan needs to overcome to move air through the system. It's not just one number—it's the sum of pressure losses from duct lengths, fittings, filters, separators, even your hood design.
 - If you skip this step and just pick a fan off a spec sheet, you're either underpowered or overpaying
- Use a pressure calculator
- **Don't forget about budget**



Pitfall Prevention



- **Proper & consistent sizing**
- **Double & triple check the design**

Real-World Wins

“DuctQuote software is also a game-changer – it makes it easy to see exactly what I’m getting, which is invaluable for ensuring the accuracy of every order.”

-Ben W.

“DuctQuote Software is what really helps take our proposals to another level, there has been a couple of times we won projects because the 3D drawings have helped the customer visualize the project beforehand.”

-Matt D., Air Filtration

“DuctQuote is a priceless tool that really allows us to up our customer service game.”

-Matt K., Industrial Equipment

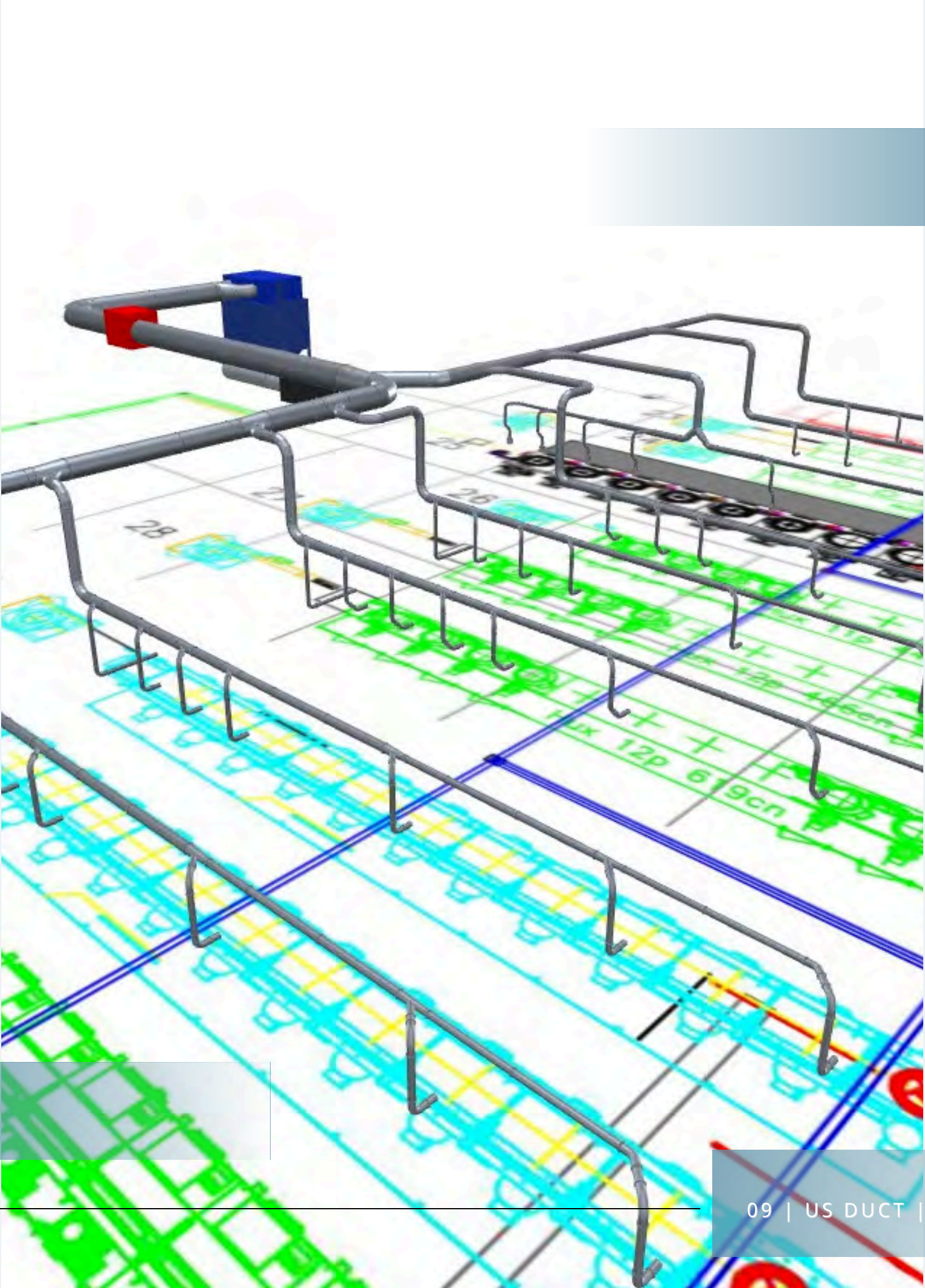
“Jameson helped me secure several jobs with his knowledge and training of DuctQuote. I mean, as a customer, who *doesn't* want to see their purchase displayed in 3D over their shop layout?”

-Thomas P., Industrial Equipment



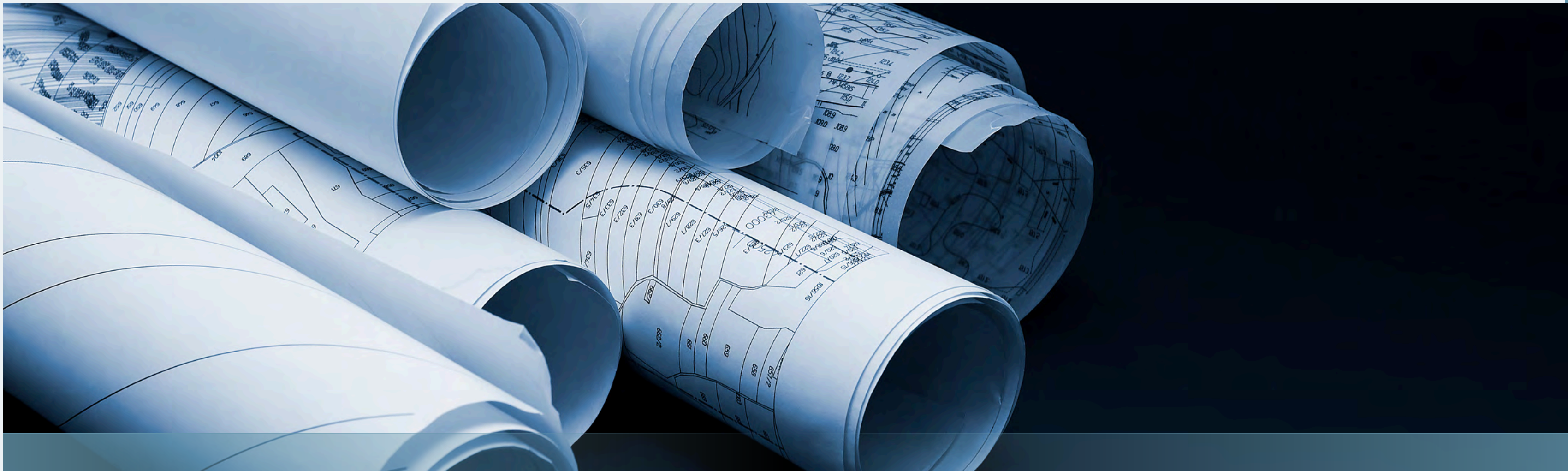
Demo Time

us-duct.com/ductquote



Q & A





Thank You

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