

OUR 1-YEAR ANNIVERSARY ISSUE

Welcome to another issue of *e-Vent Newsletter*. This is our 1-year anniversary issue. We hope you are finding the newsletter helpful and interesting. We are committed to continue sharing industry news, tips you can use on the job, advice for challenging attic ventilation projects, and noteworthy Air Vent happenings. Since our last issue just before Christmas 2019, a lot has happened and changed in our world. We hope you are staying well during these extremely challenging times. We'll continue to publish twice a year midway and year-end. Send us your comments right here: [Contact Us](#). Thank you and make the best of the summer ahead!



Paul Scelsi, Ask the Expert™ Seminar Leader.

DID YOU KNOW?

Mixing Exhaust Vent Types Should be Avoided

The Installation Instructions from the attic ventilation manufacturer state: Do Not Mix Exhaust Vent Types because it could short-circuit the system. Short-circuit means one of the exhaust vent types could turn into intake (a task they have not been designed to handle); and the intake vents installed in the soffit/undereave or low on the roof are not being maximized. This leads to inefficient airflow for the attic/roof deck and it could eventually cause weather infiltration because the exhaust vent that is suddenly working as an intake vent could pull in rain, snow, etc. along with air.

Ron Gonzalez of Anthony Roofing in Aurora, IL, found out the hard way on his own house what can happen when you mix exhaust vent types. "My new construction home was built with a ridge vent and an undersized HVAC unit. My solution was to install a roof-mount power fan and keep the ridge vent thinking two has to be better than one. It's not. After running the power fan nonstop in the summer, my ridge vent turned into intake. It became clogged with debris and dirt because it was pulling in air to feed the running power fan instead of letting air out. I'll be eliminating the power fan and just rely on the ridge vent. I wanted to share my story of what not to do."

Thank you for sharing, Ron. Many other roofing contractors told us their first-hand experiences about the troubles associated with mixing exhaust vent types (wind turbines, ridge vents, power fans, gable-end louvers, and box vents/roof louvers) on the same roof above a common attic. Read their accounts [here](#).



PRODUCT FEATURE

ShadowHawk Low Profile Vent

Our First Box Vent with an External Wind Baffle (and it can be used as an intake vent, too)

ShadowHawk is a low-profile vent that has **two distinctions** among the many vents we make:

1. It's the first non-ridge vent we make that features an external wind baffle.

That means it is the only box vent (the category is also called roof louvers or static vents) that uses the wind to enhance its airflow. Without an external wind baffle, vents must rely on thermal effect or thermal buoyancy to move air (the natural flow of warm air rising). But the wind is a stronger mover of air. As wind hits the external baffle it is deflected up and over the vent creating an area of low pressure above the vent's openings to pull more air from the attic. Anyone who's attended the Air Vent in-person seminar over the years may recognize this description as The Bernoulli Effect (the same effect that gives lift to an airplane). At the same time, the external baffle deflects weather away from the vent and attic. It's one of multiple reasons the vent passed a very challenging Miami-Dade County wind-driven rain test, which you can watch [here](#).

2. It's the first vent in our catalog that can be either INTAKE or EXHAUST.

It's true. Install ShadowHawk high on the roof – it's an exhaust vent like any box vent or wind turbine. Install it low on the roof (we recommend 3 feet from the roof's edge) – it's an intake vent. The reason we do not recommend using other box vents or wind turbines low on the roof as intake is they have not been designed for intake duty. They are designed to exclusively let air out. Installed near the peak, they face minimal rain water that runs just a few feet down the roof from the peak. Installed low on the roof, traditional box vents or wind turbines are at a greater risk of leaking and ingesting weather. ShadowHawk's sleek, low profile design with weep holes, screening and an internal filter give it additional weather protection.



- 72 square inches of Net Free Area per vent
- Can be installed with shingles on top or without
- Colors: Mill, black, brown and weatherwood
- Made of galvanized steel
- Vent's footprint = 20" x 41"
- Slot cut required = 3" wide x 24" long
- Can be installed on multiple sides of the roof
- Miami-Dade County Approved
- Wildland Urban Interface Compliant (wildfires)
- Texas Department of Insurance (wind uplift)

TOOLBOX

Air Vent University Can Help You Stay Sharp About Attic Ventilation 24/7



Earlier this spring we introduced Air Vent University on [airvent.com](#). It is an extension of our commitment to collecting and sharing best practices and solutions in residential attic ventilation. Each month a new lesson plan will be uploaded as well as a 5-question Pop Quiz. The lesson plans will cover a variety of topics including our popular *Attic Ventilation: Ask the Expert* in-person seminar filmed for the first time ever for your viewing anytime you want. Lesson plans will also cover mistakes to avoid, installation techniques, etc. The quizzes are short and pretty easy (we think). To add some fun to your time "on campus," **we might have random prizes for quiz participants.**

Check out the lesson plans and Pop Quizzes at AVU [here](#).

Q&A

Question: "Is it OK to reduce the ridge vent slot cut width to match the reduced intake ventilation feeding it?"

Answer: Yes. In the picture we show the *recommended slot cut width for a ridge vent that provides 18 square inches of Net Free Area per linear foot* like ShingleVent II. Those cuts will allow 18 square inches of airflow to reach the vent. In case you are curious, each of those slot cut sizes across the distance of one linear foot equals the ridge vent's Net Free Area specification per linear foot (That is, 3/4 of an inch on each side of the ridge pole x 12 happens to equal 18; and 1.5 x 12 also equals 18).

There are times when a ridge vent is the preferred attic exhaust vent for the project but the intake ventilation available will not meet the ridge vent's total needs. To keep the overall attic ventilation system "balanced" and still take advantage of continuous airflow through the entire roof peak that a ridge vent delivers, it is possible to reduce the ridge vent's slot cut width in an effort to reduce its airflow output to match the intake airflow being provided. This is only recommended if the attic's overall ventilation needs are still being met at the minimum level and is balanced.

Here's what the modified ridge vent slot cut width would produce:

- (Ridge pole construction) @ .5 inches wide on each side of the ridge pole = 12 square inches of Net Free Area per linear foot.
- (Ridge pole construction) @ .375 inches wide on each side of the ridge pole = 9 square inches of Net Free Area per linear foot.
- (Truss construction) @ .75 inches wide total = 9 square inches of Net Free Area per linear foot.
- (Truss construction) @ 1 inch wide total = 12 square inches of Net Free Area per linear foot.

Have a question for Air Vent? Send it to **Paul Scelsi** (pscelsi@gibraltar1.com). You don't have to wait until the next issue of this newsletter for your answer. We'll answer your question immediately and we may even feature it on our Facebook page shortly after. Thanks for participating.



FOUND IN THE FIELD

Contractor: Brett Huizenga, Hometown Roofing, Omaha, NE

The Issue: Incorrect quantity of attic vents; blocked intake vents.

Solution: Fix everything during the new roof installation.



Blocked intake vent area was found during the roof and attic inspection.



It was discovered that another 13 rectangular undereave vents were needed, thanks to the Air Vent app.



With 60 feet of available ridge length, the contractor determined it needed a ridge vent with 18 square inches of Net Free Area, more than what the existing rolled ridge vent provided.

"The homeowner asked us for a bid for a roof replacement due to damage from a hail storm. My salesman noticed that there were only a few soffit vents installed and they were only on one side of the house. This prompted him to open the Air Vent app and calculate how much intake and exhaust an attic this size needed. The existing roof had roughly 60 feet of ridge length available and a rolled ridge vent installed. My salesman determined this roof would actually require a ridge vent that had increased airflow (that is, more Net Free Area per linear foot) instead of the rolled ridge vent due to the length of ridge present.

He also found that the roof needed an additional 13 undereave vents (16" x 8" each) to balance the intake with the exhaust. Finally, upon removing one of the existing intake vents, he found that the insulation was sandwiched between the roof deck and the exterior wall of the house that extended up into the soffit area. Essentially, this attic had no intake at all. We fixed the issues by cutting in the additional undereave vents, adding attic insulation baffles in most of the rafter bays, and installing VenturiVent Plus ridge vent. The homeowner has a beautiful new roof that ventilates for the first time ever." – Brett Huizenga

Have a Field Find you want to share? We love photos from the field. They are a popular feature weekly on our Facebook page and in our *Ask the Expert™* seminars. We'll take your success stories, handy tips and mistakes to avoid please. Send them to **Paul Scelsi** (pscelsi@gibraltar1.com). Thanks for sharing.

ASK THE EXPERT SEMINAR

Another Successful Year of Ask the Expert Seminars!

We were able to complete 28 of our scheduled 33 in-person *Attic Ventilation: Ask the Expert Seminars* across North America during Q1 before COVID-19 arrived. Thank you to all 1,972 attendees who participated. A few stats from the season:

- Our average attendance per seminar was 70 people – our 3rd highest since we started in 1998.
- Over 1,400 attendees filled out a Feedback Form. We have read each one and have plenty of ideas for 2021 seminars. Thanks!
- The most frequent way attendees found out about the seminar was from a previous attendee (28%). Please keep spreading the word. We appreciate it.
- Hands down, the go-to social media platform for your business use is Facebook (64%); next was Instagram (10%).
- Need a laugh? *Watch* host Paul Scelsi knock the eyeglasses off his face mid-presentation in Schaumburg, IL
- We'll be planning our 2021 season starting in late summer and we'll keep you posted. If you want to be added to the email list to be notified about the next seminar near you, click [here](#).



WHAT'S YOUR STORY

FREE product in exchange for your story

We're always looking for success stories to share. If we use your story, we'll give you FREE product of your choice as a "thank you." It's a sweet deal. You'll get free publicity, free product and the good feeling knowing you are helping us further educate the roofing industry and homeowners. Here are examples of what we're looking for:

- If you recently solved a particularly challenging attic ventilation project, tell us how.
- If you worked on a roof that had a pre-existing attic ventilation mistake, tell us your fix.
- If you successfully helped an objecting homeowner understand why proper attic ventilation is needed, tell us the details.

It doesn't need to be long story. A few photos and a handful of sentences summarizing things will do the trick. Send everything to **Paul Scelsi** (pscelsi@gibraltar1.com). Thank you!

NEW FROM AIR VENT: WE HAVE A PODCAST!

Airing it Out with Air Vent is available now



Just a few weeks ago we launched our podcast – another resource from the brand you've come to trust for industry education. **Airing it Out with Air Vent** will be an extension of our commitment to collect and share best practices and solutions in the residential attic ventilation industry. Our first episode, "Most Homes Have Incorrect Attic Ventilation. So What?" released May 27, 2020. You can listen to it [here](#). You can also find our podcasts by searching "Air Vent" on iTunes, etc.

We have an initial lineup of topics we think you'll find useful and interesting because we pulled them from the Q & A portion of our popular in-person seminars, *Attic Ventilation: Ask the Expert*. Our plan is to expand on those topics in greater length than the seminar format allows. We'll be bringing guests to the show and we welcome your ideas for future episodes. Drop us a note on the podcast page of our website [here](#).

NEW FROM AIR VENT: OUR SUMMER 2020 PROMOTION

Calling all roofing contractors, remodelers and builders

We're pleased to announce Air Vent's 2020 Summer Promotion exclusively for roofing contractors, remodelers and builders. Purchase **The Edge Vent** and/or **ShadowHawk** between **June 1, 2020 and September 30, 2020** (the products must also be shipped during those dates) and you'll be eligible to win unlimited Visa Gift Cards in increments of \$50. The more you buy, the more you can win. There's no limit to the number of entries you can submit or the number of Visa Gift Cards you can win.



For complete promo details and an official Redemption Form, click [here](#). All redemptions must be postmarked by October 31, 2020.

The product focus for this promotion are two of our intake vents: **The Edge Vent** (installs at the roof's edge) and **ShadowHawk** (Yes, it can be used as intake or exhaust). Watch ShadowHawk pass the very challenging Miami-Dade County wind driven [rain test](#). Thank you for your business and enjoy the Visa Gift Cards.

NEW FROM AIR VENT: HVAC CONTRACTOR ALERT

Share our latest brochure as a heads-up for homeowners



There is no doubt that attic ventilation can help to fight heat buildup in the summer months; and that can help reduce the burden on a home's cooling system. Sometimes during a routine A/C checkup or repair, the HVAC contractor offers to address what appears to be insufficient attic ventilation in an effort to help cool the house for the homeowner. At the urging of roofing contractors who have witnessed mistakes in the attic at the hands of well-intentioned HVAC contractors trying to "fix the attic ventilation," we created this brochure.

HVAC Contractor Alert: Vent Those Hot Attics Carefully is a heads-up to homeowners when working with HVAC contractors who are making attic ventilation recommendations. You can read it [here](#). You can also custom-print the brochure by adding your company contact information to the bottom of page 1. See our [Print-on-Demand Store](#) for more information and other customizable brochures your clients just might find helpful.

NEW FROM AIR VENT: SELF-HELP ATTIC INSPECTION CHECKLIST

In this time of social distancing homeowners can check their own attics



Shortly after the COVID-19 virus hit, Air Vent released this self-help attic inspection checklist recognizing that social distancing would either prevent or hinder an inspection by a roofing contractor – wearing a mask or not. Homeowners might not want the contractor inside. This checklist is designed to help homeowners check the attic themselves so they can relay to the roofing contractor what might be a problem associated with incorrect attic ventilation.

Skipping the attic inspection as part of a new roof installation is never recommended, virus or not. This tool is intended to enable homeowners to help themselves and share their findings with a roofing pro who can then take any needed next steps.

You can find it [here](#).

CONTACT US

There are plenty of ways to keep in touch. We hope you will.

- 1-800-AIR-VENT (247-8368); ventilation@gibraltar1.com (Customer Service/Tech Support)
- www.airvent.com (There's a wealth of valuable resources awaiting you)
- www.facebook.com/AirVentInc (You could win FREE product!)
- www.twitter.com/AirVentInc (Follow us)
- www.linkedin.com/AirVentInc
- www.instagram.com/AirVentInc
- Paul Scelsi, *Attic Ventilation: Ask the Expert* seminar leader: pscelsi@gibraltar1.com

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