

FoamWork Insulators, LLC

Attn : Rich Brown

**Subject : Murdock Residence**

Rich, please find following a summary of the installation of Icynene at our home and the current status. Overall, we are really pleased with the product and function over the last year and a half. I responded to the key questions in bullet form to simplify my responses.

**1. What led you to consider upgrading the insulation on your project?**

Honestly, this was purely a cost decision. The upfront capital costs in exchange for the long term operating costs. We clearly knew we wanted to be in our new home for greater than 5 years and this was the break even point for us in terms of the higher upfront capital costs for foam vs. the higher operating costs of traditional batted insulation.

**2. What types of insulation did you consider?**

Traditional batted insulation, and all forms (closed and open cell) of sprayed foam.

**3. How did you choose Icynene?**

The benefits of open cell were preferred over closed cell foam and then I chose Insulation Inc for the installation because of reputation and cost.

**4. Have you worked with other brands of spray foam in the past?**

No

**5. What were the key factors in your decision to install Icynene?**

- a. Energy efficiency - yes
- b. Comfort for the homeowner – No – all foams perform the fairly the same
- c. Cleanliness of the finished home – All foams installed much the same
- d. Changes in sound from outside, and/or from within – Definitely.
- e. Reduction in HVAC size – There was a nominal benefit here.
- f. Reduction of uncontrolled outside air infiltration – Definitely. This is a huge benefit
- g. Change to an Unvented Attic Assembly. This was a huge benefit

**6. Have you received information on energy usage from the homeowner?**

Yes, I am the homeowner. The costs per sq ft is about 30% less.

**7. Have you received information on comfort of this home from the homeowner?**

It works great.

**8. Please tell us any stories that you consider relevant regarding the changes in this home with The Icynene Insulation System® in contrast to other conventionally insulated homes you have built.**

Operating costs are significantly (30%) less.

**9. What was your installation experience with Foam Worx Insulators?**

Fantastic.

**a. Was your job completed in a timely fashion?**

Yes. Excellent.

**b. Was your installation team up to your expected professional standards?**

Yes.

**c. Were you satisfied with the level of preparation and cleanup?**

Yes.

**d. What is your opinion of the overall impression made by our trucks and crews?**

Excellent.

**10. Are you willing to be a Foam Worx Insulators reference for other contractors?**

**If so, would you prefer that they contact you by Email, Phone, Fax or Letter?.**

Be glad to by Phone or Email.

Danny Murdock

1022 E. Ivy Valley Dr

Fuquay-Varina, NC 27576

Phone: 919-795-6940

Email: [dmurdock@us.ibm.com](mailto:dmurdock@us.ibm.com)