

# Market Competitors

Bingkun Luo

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## Regional/Commercial Market Competitors

### Broan Nutone



(<https://www.broan-nutone.com/en-us>)

Here is an overview of the product lines Broan actively promoted.

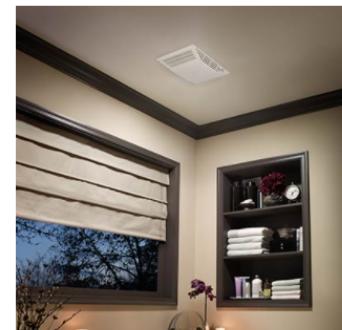
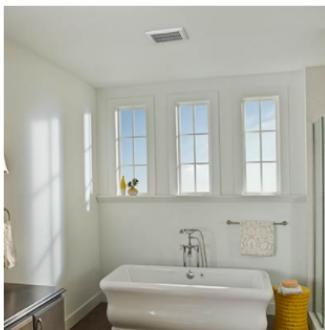
- Bath & Exhaust Ventilation Fans
  - **Bluetooth Fans**
  - Decorative & Recessed Fans
  - Fans w/ Lights
  - Fans w/ Heaters
  - Humidity & Motion Sensing Fans
  - High Capacity & Commercial Fans
  - Controls
- Range Hoods
  - Under-Cabinet
  - Wall-Mount Chimney
  - **Wall-Mount Canopy**
  - Island
  - **Built-In / Power Pack**
  - **Downdraft**
  - **Outdoor**
- Fresh Air Systems
- Specialty Ventilation & Heating
  - Heaters
  - **Attic Ventilation**
  - In-Line Fans
  - Utility Fans & Through-Wall Fans
  - **Central Vacuum Systems**
- **Mosquito Repellency**

### Heating, Ventilation and Air Conditioning (HVAC)

#### Exhaust Fan & Air Supply

Panasonic offers basically the same range of products in the bathroom ventilation, comparing with Broan. The only product gap highlights in the entertaining experience.

The bluetooth fans from Broan are featured in entertaining the bathing experience with the ChromaComfort™ fan (<https://www.broan-nutone.com/en-us/chromacomfort>) combines colorful LED lighting options and Broan® Sensonic™ (<https://www.broan-nutone.com/en-us/sensonic>) exhaust vent fan with a build-in speaker.



### Fans

Fans to eliminate odor, humidity and other air-borne pollutants that affect indoor air quality without calling attention to itself when it's working.

### Bluetooth Fans

Easily reinvigorate your space and your senses by playing music or control light settings, brightness, timers, and fan speed through your smartphone.

### Fans w/ Lights

Fan/light options also offer a quiet ventilation fan to remove excess humidity and a convenient light-all in one fixture.

### Fans w/ Heaters

Fans that add instant heat to quickly warm up the room, a quiet ventilation fan to remove excess humidity and a convenient light-all in one fixture.

(<https://www.broan-nutone.com/en-us/bath-exhaust-ventilation-fans>)



### Humidity & Motion Sensing Fans

Motion and humidity sensing fans are a hands-free solution to fighting excess humidity that employ unique sensing technology.

### Decorative Fans

Fan/light combination fixtures that unobtrusively blends into the ceiling or a statement fan/light with a stunning LED perimeter glow.

### High Capacity & Commercial Fans

Low-vibration and low-profile fans work quietly and powerfully behind the scenes to remove odor, humidity, and air-borne pollutants that affect indoor air quality in larger areas.

### Grille/Covers & Upgrade Kits

A dingy and discolored fan grille/cover can be an eye sore to your updated bathroom. And a loud or noisy fan can keep you from using it. Upgrades as fast as 5-minutes.

(<https://www.broan-nutone.com/en-us/bath-exhaust-ventilation-fans>)

## Range Hoods

Panasonic range hood products are not as diverse as Broan. They are more traditionally designed and focus on the indoor aspect.

Whereas Broan has advantages in diverse design in the build-in and island range hood, 500-1500 CFM (<https://www.broan-nutone.com/en-us/product/rangehoods/rmip33>), it is one of the leading company in building downdraft range hoods, 500 CFM (<https://www.broan-nutone.com/en-us/range-hoods/downdraft>) which compatible with both island and traditional cooktop.



### Under-Cabinet

Under-cabinet range hoods deliver best-in-class ventilation performance while preserving precious cabinet space.

### Wall-Mount Chimney

When a kitchen is designed to make the range hood the center of attention, the wall mounted hood is the perfect choice.

### Island

Island hoods provide you with a selection of the most popular designs available which come with classic, telescopic chimney flue to allow a perfect fit.

### Built-In

Built-in/power packs are a hidden ventilation alternatives for the kitchen. It's a simple, behind-the-scenes solution that eliminates smoke and odors without ever being noticed.

### Downdraft

Think about having a powerful range hood that's there when you need it and hidden when you don't.

### Outdoor

Range hoods suitable for outdoor installation when used in partially protected environments such as screened-in lanais or covered patios.

## Fresh Air Systems

### BROAN AI SERIES

#### Fresh Air Systems driven by Virtuo Air Technology

Broan turned our classic fresh air ventilation line into a single and versatile platform: the AI Series. A platform specifically designed and improved to make your life easier and more profitable, in addition to offering superior air quality.

- Superior air filtration: MERV 8-13
- Premium ECM motors with built-in smart technology
- Ultra-quiet operating environment and 60% energy savings
- Versatile Installation Options



(<https://www.broan-nutone.com/en-us/ai-series>)

## Heating Fans

Broan features spot heating as one of their specialty and it introduced Attic ventilation system (<https://www.broan-nutone.com/en-us/specialty-ventilation-heating>) to prevent heat and moisture build-up, which could extend roof life by preventing rot, premature aging and shingle distortion.

Worth noting that Panasonic has ventilation fan with similar function. Although WhisperValue® DC™ Fan, Condensation Sensor (<https://na.panasonic.com/us/home-and-building-solutions/ventilation-indoor-air-quality/ventilation-fans/whispervaluer-dctm-fan-condensation-sensor>) was advertised for bathroom, it could be a potential multi-purpose solution.

## HEPA filters

Panasonic's global HEPA filter has obvious advantages over Broan's listed catalog. Broan provided two series of whole-house solution ventilation fans (<https://www.broan-nutone.com/en-us/search?q=HEPA>) with CFM rate range in 100-250 CFM.

- Advanced Series Energy Recovery Ventilator (<https://www.broan-nutone.com/en-us/product/freshairsystems/ervh100s>), 100-104 CFM
- HE Series High Efficiency Heat Recovery Ventilator (<https://www.broan-nutone.com/en-us/product/freshairsystems/hrv200te>), 210-250 CFM

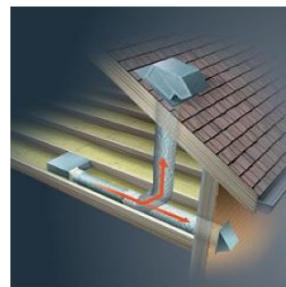
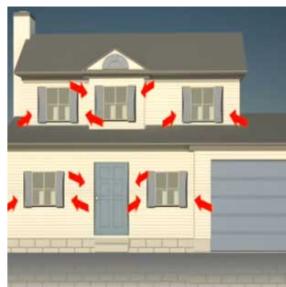
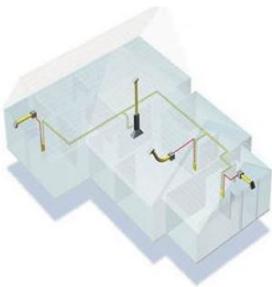
However, for Panasonic North America, the choice of high-efficiency ventilator (<https://na.panasonic.com/us/home-and-building-solutions/ventilation-indoor-air-quality/energy-recovery-ventilators/intelli-balancetm-100-balanced-air-50-100cfm>) is limited and with a relatively low CFM rate at 50 to 100.

[https://www.youtube.com/watch?v=Ra1yP\\_liXdg&feature=emb\\_title](https://www.youtube.com/watch?v=Ra1yP_liXdg&feature=emb_title) ([https://www.youtube.com/watch?v=Ra1yP\\_liXdg&feature=emb\\_title](https://www.youtube.com/watch?v=Ra1yP_liXdg&feature=emb_title))

## Special Designed tools for customer

Another interesting finding for the Broan is that they have provided some inspiring tools for customers to try out and learn more about their needs for ventilation.

- CodeKey Specifier Tool (<https://tools.broan-nutone.com/whms>)
- Range Hood Make-Up Air Damper Specifier (<http://tools.broan.com/muatemplate.aspx>)
- Allowable Duct Length Calculator (<https://tools.broan-nutone.com/duct-length/>)
- Attic Ventilation Estimating Tool (<https://tools.broan-nutone.com/attic-vents/>)



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#### CodeKey Specifier Tool

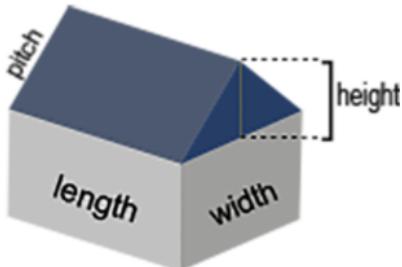
With our CodeKey Specifier you can select and specify products in accordance with the latest codes and regulations. Use this tool to make your specification job easier.

#### Range Hood Make-Up Air Damper Specifier

With our Make-Up Air Specifier tool you can specify equipment designed to provide for the home's Make-Up air needs and designed to be compliant with the latest codes and regulations. Use this tool to make your specification job easier. As a rule of thumb most codes require make-up air at 400 CFM of range hood exhaust (HVI rating at 0.1" static pressure).

#### Allowable Duct Length Calculator

This easy-to-use, flexible tool calculates maximum allowable duct length to hit a given delivered cfm airflow level based on basic inputs: CFM required, fan model, duct diameter, duct type (flex or rigid) and number of elbows.



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#### Attic Ventilation Estimating Tool

Use this tool to estimate the ventilation needs for your attic and get a list of Broan attic ventilation product that will meet your needs.

Reference:<https://www.broan-nutone.com/en-us> (<https://www.broan-nutone.com/en-us>)

## AirKing



Here is an overview of the product lines Airking actively promoted.

- Exhaust fans
  - ENERGY STAR® Exhaust Fans
  - ENERGY STAR® Exhaust Fans with Light
  - Exhaust Fans
  - Exhaust Fans with Light
  - Combination Heaters
  - Exhaust Fan Accessories
- Fresh air

- Range hoods
  - ENERGY STAR® Certified Range Hoods
  - Liners and Power Packs
  - Under Cabinet Range Hoods
  - Range Hood Accessories
- Air circulating fans
  - Industrial Grade Fans
  - Commercial Grade Fans
- Other product
  - **Furnace Mounted Humidifiers**



(<https://www.airkinglimited.com>)

## Heating, Ventilation and Air Conditioning (HVAC)

### Exhaust Fan

Most of the exhaust fans from Air king are equipped with 6" round duct and can be customized with motion humditiy sensor. Some of the products satisfied the ASHRAE 62.2 & CALGreen (<https://www.airkinglimited.com/product-category/ashrae-62-2-compliant-products/>).

What's more, Air king offers decorative lights that can be equipped somewhere other than the bathroom.



(<https://www.airkinglimited.com>)

### Range Hoods

Mainly, Airking has two major categories for range hoods

- Under cabinet range hood solutions
- Liners and power packs

The big selling point is that both types have been nominated by ENERGY STAR® Certified.

		
<a href="#">ENERGY STAR® Certified Essence™ Range Hoods</a>	<a href="#">ENERGY STAR® Certified ASHRAE 62.2 Variable Speed Deluxe Quiet Range Hoods</a>	<a href="#">ENERGY STAR® Certified Deluxe Quiet Range Hoods (including ADA compliant models)</a>
		
<a href="#">ENERGY STAR® Certified Quiet Range Hoods (including ADA compliant models)</a>	<a href="#">ENERGY STAR® Certified Power Packs</a>	<a href="#">ENERGY STAR® Certified ASHRAE 62.2 Power Packs</a>

(<https://www.airkinglimited.com/product-category/energy-star-range-hood/>)

## Fresh Air

The Air King AKEV160 Energy Recovery Ventilator (ERV) (<https://www.airkinglimited.com/product/energy-recovery-ventilator-copy/>)//Heat Recovery Ventilator (HRV) (<https://www.airkinglimited.com/product/heat-recovery-ventilator/>) are advertised as the lightest units in the Energy Recovery Ventilator market with only 30 pounds of weight.The following features are included:

- Durable white enamel finish
- Easy access to interior of unit through the latched door
- Includes removable and cleanable polyester air filters – option MERV filters can be purchased separately for additional air quality and air filtration
- Removable and cleanable fiber media core(ERV)/Removable and cleanable polypropylene cross-flow heat exchange core(HRV)
- Two energy efficient, permanently lubricated motors with a self resetting fuse
- Optional drain connection can be added for areas where condensation might be a consideration
- Safety switch shuts the unit off when the door is open
- Test ports on the front cover allow airflow verification without having to remove ducting

Note: The air exchanger can be installed as a fully ducted system, Extended exhaust system, or as a simplified system for continuous or intermittent ventilation.

Customer could choose the Supply air without the connection to HVAC system

- QFAM Fresh Air Machine (<https://www.airkinglimited.com/product/qfam-fresh-air-machine/>)
- FAS Fresh Air Supply (<https://www.airkinglimited.com/product/fas-fresh-air-supply/>)
- MQFAM Fresh Air Machine (<https://www.airkinglimited.com/product/mqfam-fresh-air-machine/>)

- MFAS Fresh Air Supply (<https://www.airkinglimited.com/product/mfas-fresh-air-supply/>)

## Heating Fans

Air King combination heater exhaust fans target for bathrooms needing supplemental heat and ventilation but with limited choices.



Bulb Heater with Exhaust



Ceramic Combination Heater



Deluxe Combination Heater

(<https://www.airkinglimited.com/product-category/combo-heater/>)

## HEPA filters

AirKing has listed several MERV air filters on their website. Those can be easily added to the QFAM, FAS, MQFAM or MFAS units to filter out unwanted pollutants from entering the dwelling and the model MERV16(QFAMD) is unique among those from other competitors.

Models	AF8102-2	AF13102-2	AF16102-2	AF882-2	AF1382-2
Specification Sheet Download	AF8102-2	AF13102-2	AF16102-2	AF882-2	AF1382-2
Filter Rating	MERV 8	MERV 13	MERV 16	MERV 8	MERV 13
Construction	Cardboard Frame				
Use With	QFAM, FAS	QFAM, FAS	QFAM, FAS	MQFAM, MFAS	MQFAM, MFAS
Mounting	Slides into holder in Fresh Air Unit				

(<https://www.airkinglimited.com/product/fresh-air-filters/>)

## Furnace Mounted Humidifiers

Air King's Furnace Mounted Humidifiers maximize the comfort level by maintaining the proper humidification and improving the Indoor Air Quality.

The products enable the whole house humidification but cannot be remotely controlled.

[https://www.youtube.com/watch?v=LUDwBlwP-i4&feature=emb\\_logo&ab\\_channel=AirKingVentilation](https://www.youtube.com/watch?v=LUDwBlwP-i4&feature=emb_logo&ab_channel=AirKingVentilation) ([https://www.youtube.com/watch?v=LUDwBlwP-i4&feature=emb\\_logo&ab\\_channel=AirKingVentilation](https://www.youtube.com/watch?v=LUDwBlwP-i4&feature=emb_logo&ab_channel=AirKingVentilation))

# Global/Multifamily Housing Market Competitors

## Delta Breeze



(<https://www.deltabreez.com/>)

Here is an overview of Delta's product lines.

- Bath & Exhaust Ventilation Fans

- Bluetooth Fans
- Fans w/ Lights
- Fans w/ Heaters
- Humidity & Motion Sensing Fans
- High Capacity Fans

Delta promotes mostly bathroom ventilation. Its lack of HEPA product choices and control panel is less attractive compared to Broan. However, their products highlight the demands for ASHRAE 62.2 & ENERGY STAR® Most Efficient 2021 (<https://www.deltabreez.com/energyefficient.php>) and focusing on the low-rise multifamily and single housing.

### Heating, Ventilation and Air Conditioning (HVAC)

<b>BreezSlim</b>	<b>BreezIntegrity</b>	<b>BreezGreenBuilder</b>	<b>BreezElite</b>
			
<b>BreezSignature</b>	<b>BreezSmart</b>	<b>BreezRecessed</b>	<b>BreezRadiance</b>
			
<b>BreezProfessional</b>	<b>BreezWall</b> (Disponibles Solo En México)		
			

(<https://www.deltabreez.com/>)

### High-Tier Solutions

High-Tier Solutions (<https://www.deltabreez.com/ASHRAEHightTier.php>) have targeted housing from less than 1500 up to 6000 square feet(140-560 square meter).

- Breez Smart: Engineered to run continuously for a minimum 70,000 hours. Motion-sensing, humidity-sensing, and dual-speed options available with user-adjustable continuous low speed.
- Breez Signature: Adding innovative brushless DC motor design to *Breeze Elite* with indicator light to show fan is on.

### BreezSmart Single Speed or Dual Speed Exhaust Fans

130 CFM Single Speed / **SMT130**150 CFM Single Speed / **SMT150**150 CFM Dual Speed / **SMT150D**

(<https://www.deltabreez.com/breezsmart.php>)

### Signature Bath Fans with Dual Speed

80 CFM Dual Speed  
**SIG80D**80-110 CFM Dual Speed (6" duct)  
**SIG80-110D**110 CFM Dual Speed /  
**SIG110D (Discontinued)**

(<https://www.deltabreez.com/signature.php>)

### Competitive Solutions

Competitive Solutions (<https://www.deltabreez.com/ASHRAECompetitive.php>)

- Breeze Slim: Super low profile & Super low energy consumption.
- Breez GreenBuilder: Built-in lighting with humidity sensor or motion sensor in a power efficient, quiet system
- Breez Signature: Adding innovative brushless DC motor design to *Breeze Elite* with indicator light to show fan is on.

50 CFM Single Speed / **SLM50**70 CFM Single Speed / **SLM70**70 CFM with Dual Speed  
**SLM70D**70 CFM w/Humidity Sensor  
**SLM70H**

(<https://www.deltabreez.com/slim.php>)

50 CFM Single Speed / GBR50  
(Discontinued)

80 CFM Single Speed / GBR80

[\(https://www.deltabreez.com/greenbuilder.php\)](https://www.deltabreez.com/greenbuilder.php)

80-110 CFM Single Speed (6" duct)  
SIG80-110110 CFM Single Speed  
SIG110

[\(https://www.deltabreez.com/signature.php\)](https://www.deltabreez.com/signature.php)

## Other Solutions

Other than the most popular lines such as Breez Slim/GreenBuilder, there are versatile alternative products could be compared at Delta (<https://www.deltabreez.com/ChooseAFan.php>).

## Which Fan Is Most Suitable To Your Needs?

### Bath Fan Buying Guide

[Hide Search Filters](#)

Mounting location	Housing Size	AIRFLOW	Sound Level (Sones)	Features
<input type="radio"/> Ceiling	<input type="radio"/> 7-1/2 x 7-1/4	<input type="radio"/> 50	<input type="radio"/> Virtually Silent (< 0.3 Sones)	<input type="checkbox"/> Single speed
<input type="radio"/> Wall	<input type="radio"/> 8-1/4 x 8	<input type="radio"/> 70	<input type="radio"/> Extremely Quiet (0.3~0.5 Sones)	<input type="checkbox"/> Dual speed
<b>Room size</b>	<input type="radio"/> 9-5/8 x 9-5/8	<input type="radio"/> 80	<input type="radio"/> Very Quiet (0.6~ 1.0 Sones)	<input type="checkbox"/> LED Light
<input type="radio"/> Small (up to 70 sq. ft.)	<input type="radio"/> 11-3/8 x 10-1/2	<input type="radio"/> 80-110	<input type="radio"/> Quiet (1~2 Sones)	<input type="checkbox"/> LED Dimmable Light
<input type="radio"/> Medium (80 sq. ft.)	<input type="radio"/> 11-1/4 x 10-1/2	<input type="radio"/> 100	<input type="radio"/> 2.5 Sones or more	<input type="checkbox"/> CFL Light
<input type="radio"/> Large (100-110 sq. ft.)	<input type="radio"/> 12-3/4 x 8-1/4	<input type="radio"/> 110		<input type="checkbox"/> Night Light
<input type="radio"/> Extra Large(over 110 sq. ft.)	<input type="radio"/> 12-1/4 x 12-1/4	<input type="radio"/> 120		<input type="checkbox"/> Humidity Sensing
<b>ENERGY STAR®</b>	<input type="radio"/> 14-3/8 x 8-1/4	<input type="radio"/> 130		<input type="checkbox"/> Motion Sensing
<input type="radio"/> ENERGY STAR®- Qualified	<input type="radio"/> 15-1/4 x 9-1/2	<input type="radio"/> 150		<input type="checkbox"/> Adjustable Color Temperature
<input type="radio"/> ENERGY STAR®- Most Efficient		<input type="radio"/> 200		<input type="checkbox"/> Decorative
		<input type="radio"/> 300		<input type="checkbox"/> Bluetooth Speaker
				<input type="checkbox"/> Heater

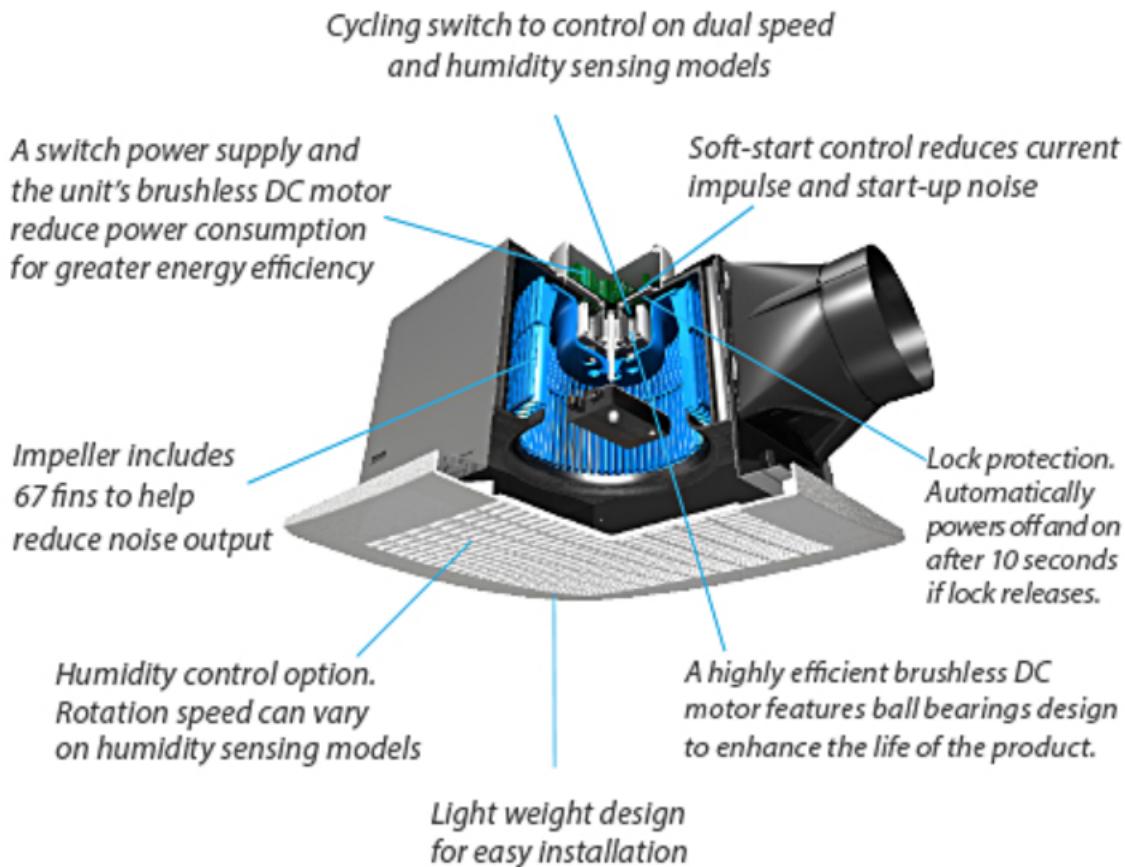
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There are considerable amount products have been implemented with humidity and motion modules and the product flexibility could be considered as an advantage.

- Breeze integrity: Enables to enjoy music or real-time news, compatible with LED light
- Breeze Elite: Bath fans with single/dual speed, humidity sensor or motion sensor
- Breez Recessed: Brushless DC motor lasts 70,000 hours for extended reliability.
- Breez Radiance: Energy saving heater module equipped with thermal cut off fuse with built-in thermostat for consistent temperature.
- Breez Professional: Powerful airflow extraction for heavier applications but with quiet operation, featuring 6" diameter metal duct adapter while normal one is 4".
- Breez Wall(Mexico only): Low noise, low power consumption with two models on market,CFM56/165

## DC Motor Technology

## High Efficiency Brushless DC Motor



(<https://www.deltabreez.com/dcmotor-tech.php>)

- Reliability
  - Delta's brushless DC motor fans are engineered to outlast popular AC motor models by as much as 70 percent, reducing the need for replacement.
- Less noise
  - Delta's brushless DC motor fans are precision engineered for low sound, down to less than 0.3 Sones, the lowest sound rating of any exhaust fan.
- Less power consumption
  - Delta's brushless DC motor fans use up to 74% less power than popular AC motor exhaust fans.
- Efficiency
  - Delta brushless DC motor fans are among the most efficient ventilation fans available, exceeding ENERGY STAR requirements for efficiency by as much as 367%.

**Note: All Delta Breez ventilation fans are precision engineered to run continuously for a minimum 70,000 hours.**

Reference:<https://www.deltabreez.com/index.php> (<https://www.deltabreez.com/index.php>)