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# Sales Training Presentation

- Who is iAIRE and what do we do? -
- iAIRE Presenter
- XX/XX/XXXX



- What is iAIRE?
- iAIRE is a technology driven manufacturing company, headquartered in Indianapolis, IN
- Manufacturing is in Orlando, FL

# What Technologies?

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- Patented Technologies that include:
- Solar HVAC Units
- Economizers that can reduce the amount of Outside Air while maintaining or improving indoor air conditions and delivering on-going operating utility savings.



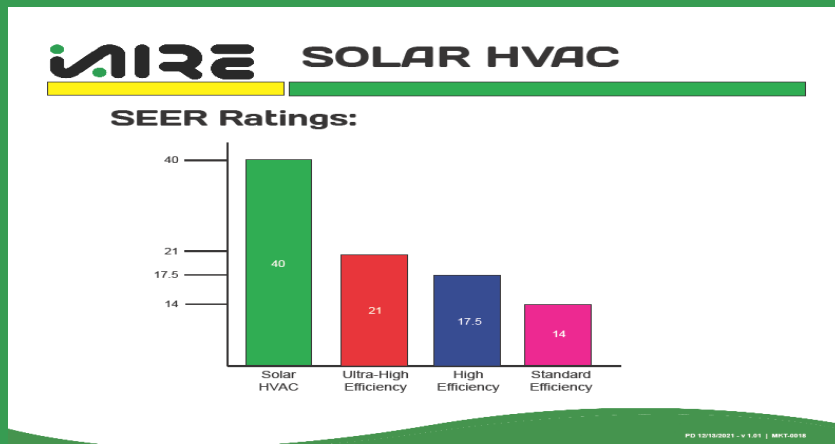
## What Does iAIRE Make?

- Solar HVAC Split Systems & Packaged RTUs (Commercial/Residential)
- Dedicated Outside Air and V.A.V. Units
- Ionization Devices
- Economizers
- ERV's
- Flow Monitoring Equipment
- Custom Modifications to HVAC units



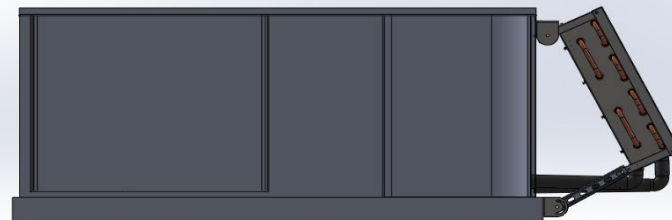
# Solar HVAC

- Solar HVAC uses a patented technology that captures energy from ambient light to dramatically increase the efficiency of a HVAC system
- This coupled with iAIRE's Variable speed compressor technology and controls, creates a system that is up to two to three times more efficient than a conventional system



# Solar HVAC

- Solar HVAC system are available in both Residential and Commercial system types
- Packaged RTU and Split System
- Straight Cool, Cooling with Electric Heat, Gas Heat and Heat Pump
- Available is 2 thru 150 Tons



**WIRE**

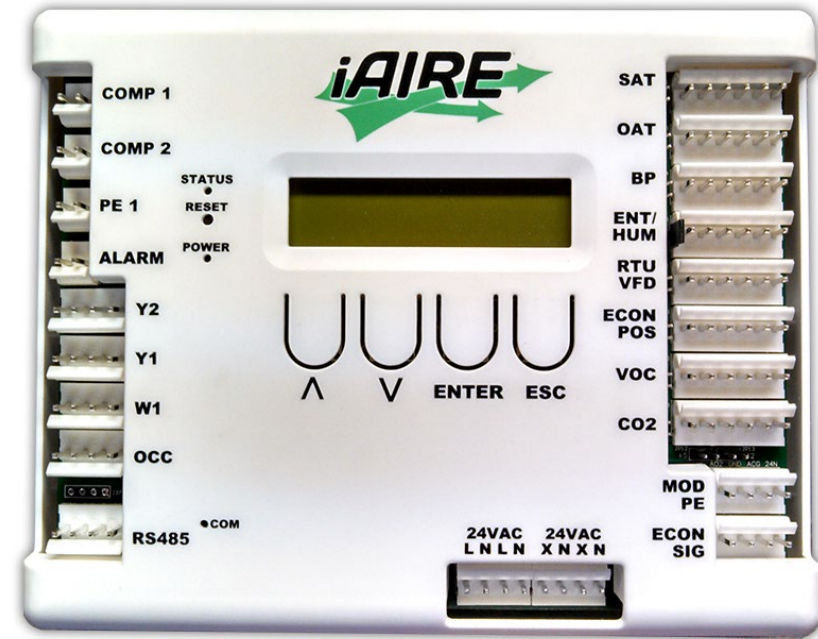
# Ionization

- Cleans Air
  - Removes VOC's including Dangerous Pathogens
- Low Cost
- Low Power
- Long Life
- Ion Block is:
  - UL 867 and 2998 Rated



# Economizer Controller

- Meets California Requirements
- Can do what Jade & Zip controllers do
- Has built in ERV controls as well





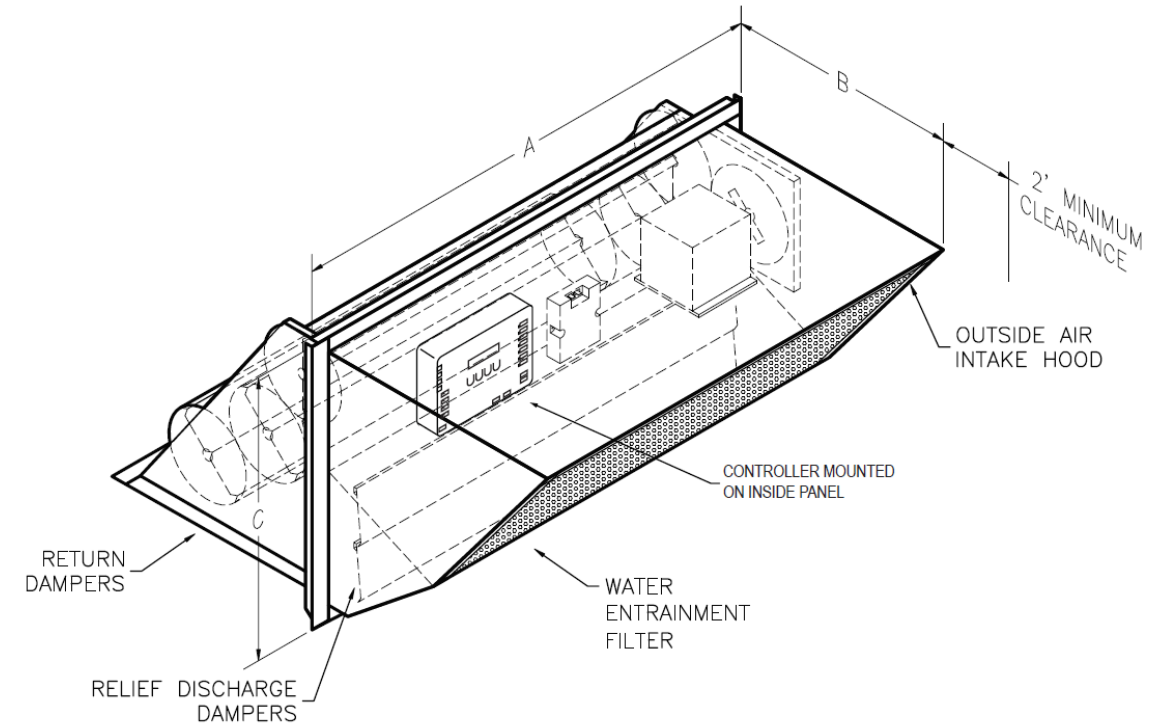
# Economizer Controller

- Can give the ability to spec a controller that utilizes patent pending technology
  - Ionization
  - VOC sensor
  - CO2 sensor
  - Default is 0 outside air
    - 2/3 reduction in outside air
    - Cleaner indoor air conditions



# Economizers

- 6 Carrier economizers
  - 3 horizontal
  - 3 vertical
- Size
  - 3-6 ton
  - 7-12.5 ton
  - 15-25 ton



# ultraDRY (iAIRE's DOAS) trueVAV (iAIRE's VAV<sub>unit</sub>)

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- Outside air and VAV units
- 3-150 ton units
- Built on Carrier platform
- Package RTU & split systems
- All electric
- Gas heat
- Heat pumps



# ultraDRY

- Equivilant of:
  - Aaon
  - CaptiveAire
  - Addison
  - Desert Air
  - Greenheck
  - Trane
  - Daikin
  - Valent



**inIRE**

# ultraDRY

- When you see DOAS systems on plans and specs and wish to obtain selections, quotes or submittals
- e-mail: [sales@myiaire.com](mailto:sales@myiaire.com) OR you can make use of “iSELECT” (iAIRE’s Selection, Quoting and Submittal Software)





# ultraDRY Part Number

## 12C - 3 4 5 6 7 8 9 10 11 12 13 - 14

### type (1,2)

UD - COOLING ONLY  
 UG - WITH GAS HEAT  
 UP - WITH HEAT PUMP

### Fan (4)

L - LOW/STD STATIC  
 M - MED STATIC  
 H - HIGH STATIC

### voltage (5)

G - 230VAC 1Φ  
 H - 230VAC 3Φ  
 K - 460VAC 3Φ  
 L - 575VAC 3Φ

### control (6)

D - DAT CONTROL  
 S - SPACE CONTROL

### electric & gas heat (7,8,9)

XXX - ELECTRIC (kW)  
 XXX - GAS (mBH)

### heat stages (10)

A - NO CONTROLS  
 B - 1 STAGE  
 C - 2 STAGE  
 D - 3 STAGE  
 E - 4 STAGE  
 M - MODULATING

### Rooftop Units (3)

TC04	HC04	A30
TC05	HC05	A35
TC06	HC06	A40
TC07	HC07	A50
TC08	HC08	A60
TC09	HC09	
TC12	HC11	
TC14	HC12	
TC16	HC14	
TC17	HC17	
TC20	HC20	
TC24	HC24	
TC28	HC28	
TC30		

### disconnect (11,12)

00 - NO DISCONNECT  
 (if requested, size will be determined by factory)  
 01 - 240V - 30A FUSE  
 02 - 240V - 60A FUSE  
 03 - 240V - 100A FUSE  
 04 - 240V - 150A FUSE  
 05 - 240V - 200A FUSE  
 06 - 240V - 300A FUSE  
 11 - 240V - 30A SWITCH  
 12 - 240V - 60A SWITCH  
 13 - 240V - 100A SWITCH  
 14 - 240V - 150A SWITCH  
 15 - 240V - 200A SWITCH  
 16 - 240V - 300A SWITCH  
 21 - 600V - 30A FUSE  
 22 - 600V - 60A FUSE  
 23 - 600V - 100A FUSE  
 24 - 600V - 150A FUSE  
 31 - 600V - 30A SWITCH  
 32 - 600V - 60A SWITCH  
 33 - 600V - 100A SWITCH  
 34 - 600V - 150A SWITCH

### Comm. Split (3)

COOLING	HEAT PUMP
AUZRUA07	AUQRUQ07
AUZRUA08	AUQRUQ08
AUDRUA12	AUQRUQ12
AUDRUA14	AUQRUQ16
AUDRUA16	AUQRUQ25
AUDRUA25	

### configuration (13)

A - DOWN SUPPLY  
 DOWN RETURN  
 B - HORIZONTAL SUPPLY  
 DOWN RETURN  
 C - DOWN SUPPLY  
 HORIZONTAL RETURN  
 D - HORIZONTAL SUPPLY  
 HORIZONTAL RETURN

### Residential Split (3)

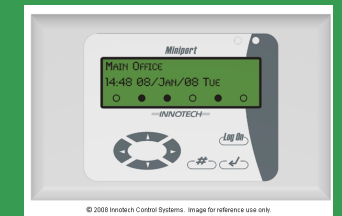
COOLING	GAS HEAT	HEAT PUMP
ACFV636	ABCV836	HCFV636
ACFV642	ABCV842	HCFV642
ACFV648	ABCV848	HCFV648
ACFV660	ABCV860	HCFV660
	HDCV836	
	HDCV842	
	HDCV848	
	HDCV860	

### options (14)

0 - NO OPTIONS  
 A - IONIZATION  
 B - WHOLE UNIT (UG)  
 C - ALL COILS (UG)  
 D - CONDEN. COIL (UG)  
 E - ERV  
 F - MERV 13 4" FILTER  
 G - 2 POS. OA DAMPER  
 H - BACNET  
 J - DOUBLE WALL  
 K - DW W/ POLY INSUL.  
 L - SS DRIP PAN  
 M - SS GAS HEAT EXCHANGER  
 N - DIRTY FILTER SWITCH  
 P - SERV. OUTLET (NON PWR)  
 Q - SERV. OUTLET (PWR)  
 R - SPLIT PWR FUSE DISC.  
 S - SPLIT PWR SWT DISC.  
 T - SMOKE SA  
 U - SMOKE RA  
 V - LOW AMBIENT CONTROL  
 W - OA HOOD  
 Y - START UP  
 1 - 365 DAY ANNUAL TIMER

# Options/Modifications To Units

- Ionization – Reduce DOAS size using ASHRAE calcs
- ultraGUARD Coatings – Condenser only, All Coils, or Entire Unit are the options.
- ERV - Optional ERV (laire brand) using AirXchange wheel (mated or bolt on)
- Motorized OA Dampers
- Bacnet Interface
- Double Wall Construction – Insulated and Un-Insulated
- SS Drain Pan
- SS Gas Heat Exchanger
- Non-Powered or Powered Service Outlet
- Disconnect – Switched or Fused
- Split Power Disconnect
- Smoke Detectors – Supply or RA
- Low Ambient Kits
- 365 Day Timer
- Condensate Control per Code
- MORE



# Selections, Pricing, Submittals

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- iSELECT is iAIRE's Selection, Pricing and Submittal Software.
- Use iSELECT to select and price a unit that matches the job requirements.
- iSELECT will then return to you a Quote and a Submittal for the selection.
- iSELECT will create a model number for your iAIRE “ultraDRY”, “trueVAV”, or “Solar HVAC” system, or a part number for the modification(s) that you wish to apply to your unit(s).
- For custom quotes or selections outside the scope of iSELECT you can send your requests to [sales@myiaire.com](mailto:sales@myiaire.com)



## Conclusion

- 1.) Industry leading lead time
- 2.) Sell a complete package on most projects
- 3.) Wide array of custom modifications (Indoor package units, WSHP, etc.)
- 4.) Low cost
- 5.) iAIRE covers 1/5 warranty
- 6.) Factory service support
- 7.) Full technical training for contractors
- 8.) On-Line Selection Quoting and Submittal Software



## Contact Information



**iAIRE**

[www.myiaire.com](http://www.myiaire.com)

Customer Service: 844-348-9168

**iAIRE Sales Department**

sales@myiaire.com

**Questions?**

**inire**