

# iAIRE NEWSLETTER

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

## Next Generation Refrigerant: New R-454B Models Available for Order!



### No Ozone Depletion & Low-GWP

October 15, 2024

Dear Valued Customers,

Because of our commitment to sustainability and a greener planet, we are excited to announce the transition to new product lines utilizing EPA-approved R-454B refrigerant for environmental sustainability and improved health and safety.

#### Why R-454B?

1. **Eco-Friendly:** R-454B has a significantly lower Global Warming Potential (GWP) compared to traditional refrigerants, and is more than 75% lower than its most recent predecessor, R-410A. This makes it a more sustainable choice that aligns with our goals to protect the environment.
2. **Improved Efficiency:** The new refrigerant is engineered to provide superior cooling capacity and is up to 5% more energy efficient than R-410A, which means lower energy bills for our customers.
3. **Seamless Transition:** The new R-454B refrigerant behaves very similar to R-410A, reducing the transition time to newer, updated models with minimal disruption to supply chains.

The only drawback is that the new energy efficient units are slightly more expensive to produce. Therefore, we want to inform you of an **8.5% price increase** on all [Humidimax and tru-VAV units], both packaged and split system configurations, that went into effect on September 20, 2024. This change is a **direct and proportional response** to the price increase from our major supplier, impacting our cost structure. To continue delivering the exceptional quality you expect from us, we must adjust our pricing accordingly.

#### Key Details of the Price Increase:

- The new pricing is now in effect and our iAIRE quoting software, iSelect, has been updated to reflect these updated prices.
- Quotes that are over 30 days old will no longer be valid under the previous pricing.
- There may be a period in the next couple of months in which new systems will be unavailable for order. iAire will be able to source Base Equipment in R-410A chassis from remaining inventory on hand **ONLY** during this time period. NOTE: Pricing for these R-410A systems will be at the FORMER price.

#### Action Required:

Please call iAire to see if there are any available units with R-410A in stock, which would be available at our former price structure before the adjustment. Call us at 407-480-5120 to check availability, or email [sales@myiaire.com](mailto:sales@myiaire.com).

Your understanding and continued partnership are highly valued. If you have any questions or concerns regarding this update or how it might affect your upcoming orders, please do not hesitate to reach out to us.

Thank you for your ongoing trust and support. We look forward to continuing to serve your needs and exceed your expectations.

Warm regards,

Chuck Eno  
VP of Sales

Let's Connect!



## Contractor Training: LEVEL 1

**November 6, 2024**

iAire will be hosting a **Contractor Training Level 1** class at our manufacturing plant on **November 6, 2024**. Classes will run from **9:00am** until approximately **3:00pm**.

Our plant is located at: **2100 Consulate Dr, Suite 103, Orlando, FL 32837**.

#### HOW DO I SCHEDULE A CLASS?

You can schedule a class in one of three ways:

1. Click on the "Contact Us" link below, enter your information, and ask to be put into the contractor training class.
2. Send an email to [support@myiaire.com](mailto:support@myiaire.com)
3. Contact us at 407-480-5120 ext. 2 and let our Tech Support Team know you would like to join the class.

#### WHY SHOULD I ATTEND THIS CLASS?

The **Contractor Level 1 Class** covers:

- What to do when receiving the equipment
- Items needed to help ensure the unit is properly set up and installed
- How to schedule the factory start-up
- Basic troubleshooting steps
- Where and how to get factory support

Everyone passing this class will get a certificate showing completion of the class with 6 hours of continuing education.

**Sign Up for Level 1 Contractor Training Today!**

SIGN UP



## iAire Meet & Greet and Plant Tour

**February 10 & 11, 2025**

We are excited to welcome you to Orlando during the ASHRAE AHR Expo! This is a unique opportunity to connect with our leadership team, learn more about our innovative projects, and explore our state-of-the-art facility.

#### Agenda:

- Welcome Reception with Food & Beverages
- Meet & Greet with Leadership
- Guided Plant Tour
- Networking Opportunities
- Shuttle ride to and from the Orange County Convention Center

We look forward to seeing you there and sharing insights about our industry and iAire's commitment to excellence. Don't miss this chance to engage with peers and leaders in the field!

**We can't wait to see you there!**

R.S.V.P.



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