

# iAIRE NEWSLETTER



www.myaire.com



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Kissimmee, FL 34741

## iSELECT Just Got Smarter! New Features & Enhancements Added to Streamline Your Selections!

# iSELECT

BY



ONLINE QUOTING & SELECTIONS PLATFORM



May 27, 2025

Dear iAIRE Distributors,

We're excited to announce a series of important updates to **iSELECT**, iAIRE's online quoting and selections software. Designed to enhance your quoting experience and ensure the most accurate, up-to-date product configurations, these new features reflect our commitment to continuous improvement and responsiveness to user feedback and our ever-evolving industry.

### What's New in iSELECT:

#### Updated Mated ERV Selections

Selections for mated Energy Recovery Ventilators (ERVs) have been refined for greater pricing accuracy and improved compatibility with our equipment offerings. Users can now make seamless selections when integrating ERVs into their system designs.

#### R-454B Units Added

In alignment with evolving industry standards and environmental guidelines, all **new R-454B refrigerant-based units** have been added to the platform.

#### ISMRE Ratings Now Included in Submittals

To support engineers and specifiers with more detailed efficiency data, **Integrated Seasonal Moisture Removal Efficiency (ISMRE) ratings** have been added to unit submittals. This enhancement makes it easier to evaluate system performance and comply with project requirements.

#### Enhanced Heat Pump Selections with 17°F COP Ratings

We've also improved our heat pump selection tools. Users can now view **Coefficient of Performance (COP) ratings at 17°F**, offering better insight into cold-weather efficiency and enabling more informed system comparisons.

### Need a Custom Option? We've Got You Covered.

If you're working on a project and don't see the specific option you need in iSELECT, we're here to help. Just email [sales@myaire.com](mailto:sales@myaire.com) with your request, and we'll work with you to add a **custom "Z" option** to your iSELECT project.

### iSELECT Training Sessions Will Soon Be Available On-Demand

Did you miss the recent **iSELECT training sessions** led by **Chuck Eno**, our **VP of Sales**? Don't worry—we've got you covered. These recorded sessions will soon be available to all iSELECT users as a convenient, on-demand reference tool. Whether you're new to the platform or looking to brush up on best practices, Chuck's walkthroughs are packed with valuable tips to help you get the most out of iSELECT.

Stay tuned for release details and access links in your inbox and on the iAIRE website.

### Feedback or Questions?

We're committed to making iSELECT the most efficient and user-friendly HVAC selection tool in the industry. If you have feedback or suggestions for future updates, we'd love to hear from you!

**Email us today at [sales@myaire.com](mailto:sales@myaire.com).**


Best Regards and Happy Selling,



*Chuck Eno*

**Executive Vice President** 

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Get iSELECT Quote!

## The Powerhouse Behind Your Projects: The iAIRE Sales Team

At iAIRE, we know that great products are only part of the equation. It's the people behind the scenes—those who guide your selections, answer your questions, and help your projects run smoothly—that truly make the difference. This month, we're proud to shine a spotlight on the dedicated professionals who make up the **iAIRE Sales Team**, led by industry veteran **Chuck Eno**, our **Vice President of Sales**.

This group of dedicated professionals brings deep industry knowledge, personalized support, and a passion for helping you succeed to the iAIRE family. Our team takes pride in not only delivering innovative HVAC solutions but also in providing the highest level of service and support to our customers and representatives across the country.

Whether you're using iSELECT to build a quote, planning your next project, or just have a quick question, the iAIRE Sales Team is here to help—every step of the way. We're more than a supplier—we're your partners in success.

**If you ever need assistance, don't hesitate to reach out to our team at [407-480-5120 ext. 102](tel:407-480-5120), or email [sales@myaire.com](mailto:sales@myaire.com).**

## MEET THE *Sales* TEAM



### CHUCK ENO

VP OF SALES

Chuck Eno serves as iAIRE's Executive Vice President, bringing over 40 years of experience in the HVAC industry to the company. With a proven track record in sales leadership, Chuck is responsible for driving iAIRE's sales strategy, expanding market share, and building strong, lasting relationships with distributors and clients. His expertise in sales management, combined with his deep knowledge of iAIRE's products, allows him to lead a dynamic sales team focused on delivering value and exceeding customer expectations.



### ROBERT ENO

EASTERN REGIONAL SALES MANAGER

With a strong foundation as a field technician, Robert Eno brings a wealth of hands-on experience and technical knowledge to the sales team. Having worked on the ground, as well as at the distributor level as a store manager, he understands the unique challenges and needs of our customers, which allows him to provide valuable insights and tailored solutions. Robert is committed to fostering strong relationships with our distributors in the Eastern United States, ensuring they have the support they need to grow and succeed.



### LITO PACIO

WESTERN REGIONAL SALES MANAGER

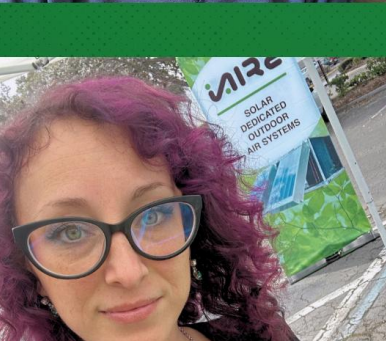
Lito Pacio is a Mechanical Engineer with 36 years of experience in Technical Sales, Account Management, and Application Engineering. He brings a deep understanding of product specifications and industry trends, allowing him to provide customized HVAC solutions that meet both technical and business needs. Lito is passionate about delivering exceptional customer service through a proactive, solution-oriented approach. In his role at iAIRE, he is focused on building strong, long-term partnerships that drive value and success for distributors and customers across the Western region.



### JOHANN WARREN

INSIDE SALES APPLICATION ENGINEER

Freshly graduated with an engineering degree from the University of Central Florida (UCF), Johann Warren brings a fresh perspective and a strong technical foundation to the iAIRE team. He is passionate about using his engineering knowledge to provide tailored solutions and support to our distributor network. With a deep understanding of our products and systems, Johann is dedicated to assisting customers with technical inquiries and helping to provide timely quotes and submittals for our distributors. His enthusiasm, combined with academic expertise, makes him a valuable resource for our team and partners.



### ERIKA RAJECKI

MARKETING MANAGER & SALES ADMIN

With a passion for driving brand awareness and creating impactful marketing strategies, Erika Rajacki leads our efforts in promoting iAIRE's products and services. Wearing two hats, she is responsible for overseeing marketing campaigns, content creation, digital outreach, and event management to ensure our message reaches the right audience. With a strong background in marketing and a keen understanding of the HVAC industry, Erika works closely with both the sales and technical teams to deliver compelling communications that support our business growth and engage our distributor network.

Let's Connect!



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