



iAIRE NEWSLETTER

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The Future of High-Efficiency HVAC Starts Now!

NEW YEAR NEW MOMENTUM

WITH 

WHAT WINNING HVAC PROJECTS LOOK LIKE IN 2026

Bundled systems. Solar integration. Long-term efficiency.

January 20, 2026

Dear Distributor Partners,

Greetings! As we step into 2026, I want to extend my gratitude for your partnership and for the meaningful strides we made together throughout 2025. Your work helped advance cleaner, more efficient buildings across the country, and this year, we're poised to elevate that impact even further.

At iAIRE, our mission remains clear: deliver **cutting-edge, energy-saving HVAC solutions** that benefit both end-users *and* our distributors. This year, we're doubling down on the strength of our **complete ecosystem** — a suite of technologies designed not only to reduce operating costs and improve building performance, but also to give you **higher margin opportunities** across every vertical you serve.

Our ecosystem includes:

- ☀️ **Solar HVAC (Thermal Conversion)** — Reduce compressor load and increase efficiency by up to 30-50%.
- 🌀 **Dedicated Outside Air Systems (DOAS)** — Precision-controlled outdoor air for superior comfort and efficiency.
- 🔄 **Energy Recovery Ventilators (ERVs)** — Capture and reuse energy while enhancing indoor air quality.
- ⚡ **Ionization Devices** — Improve IAQ and create easy upsell opportunities.
- ❄️ **ultraCOOL Technology** — Water-assisted condensing for peak efficiency and system resilience.

When bundled, these products create **peak energy savings** for your customers and **peak sales margins** for your team. The more complete the solution, the stronger the ROI — and the easier it becomes to win projects and outperform the competition.

Let's make 2026 the year we help more buildings breathe easier, run cleaner, and save more.

Warm regards,



Chuck Eno

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Let's Connect!

Case Study Spotlight: HSI Solar + iAIRE Deliver a Complete Energy Solution for Kittle Building



A bundled DOAS + Solar HVAC + ultraCOOL system paired with 268 PV panels

At the **Kittle Building at Two Parkwood in Indianapolis, Indiana**, iAIRE and HSI Solar recently completed a transformative upgrade that demonstrates the power of pairing solar technologies with a high-efficiency HVAC ecosystem.

This four-story, 97,982 sq ft office building previously relied on a **Desert Aire 50-ton DOAS rooftop unit** supplying outdoor air, supported by water-source heat pumps. While functional, the system was aging and energy-intensive, limiting the building's ability to hit long-term sustainability and budget goals.

The Solution

HSI Solar and iAIRE collaborated to deliver a fully integrated solution:

1. Photovoltaic System Upgrade

- **268 solar panels** installed on-site
- Expected annual generation: **144,369 kWh**
- Estimated annual savings: **\$16,984**

2. New HVAC System Manufactured by iAIRE

A complete replacement of the original DOAS unit with an **iAIRE ultraDRY 100% DOAS rooftop system** featuring:

- **Solar HVAC Thermal Conversion Technology**
Harnesses solar heat to reduce compressor energy use
- **ultraCOOL Option**
A water-cooled condenser with backup air-cooled operation for superior efficiency, resilience, and heat transfer

Why This Bundle Works

Pairing HSI Solar's PV system with iAIRE's DOAS + Solar HVAC + ultraCOOL features created a **multiplying effect** in performance and savings:

- **30%+ HVAC Energy Efficiency Gain**
Solar HVAC reduces compressor load, improving cooling performance and equipment life.
- **Better Heat Transfer & Peak Load Performance**
ultraCOOL provides enhanced heat rejection, maintaining cooling capacity even during high-demand periods.
- **Extended Equipment Longevity**
Thermal conversion allows compressors to operate at lower speeds, minimizing wear.
- **40% Federal Tax Credit on Both Technologies**
Because Solar HVAC falls under renewable thermal technology, both the PV and Solar HVAC systems qualify for a **40% Investment Tax Credit (equipment + installation)** — dramatically improving project ROI.
- **Major Sustainability Gain**
Reduced electrical consumption + on-site solar = lower carbon footprint and a proactive sustainability statement for the building owner.

Project Impact

This upgrade positions the Kittle Building as a forward-thinking facility embracing modern efficiency standards. Occupants benefit from improved comfort and air quality, while ownership enjoys lower operating costs, energy resilience, and a future-ready HVAC system with long-term savings.

This project is a prime example of what's possible when distributors pair iAIRE's ecosystem with complementary renewable technologies.

If you're looking to create standout proposals in 2026, **bundled solutions are the key**.

To learn more, reach out to our Sales Team at sales@myiaire.com.

