



# WHEN A HAILSTORM STRUCK, XION™ DELIVERED



LENNOX AND AIR TECHNOLOGIES PARTNER  
TO INSTALL 28 XION™ ROOFTOP UNITS

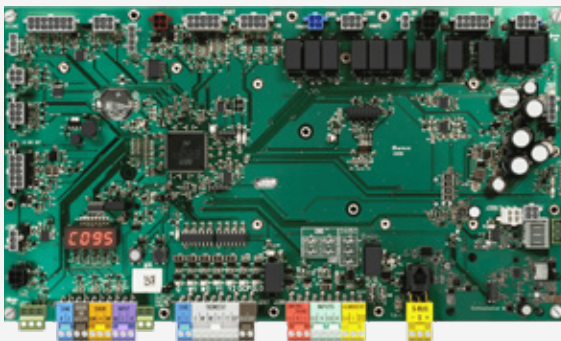
## PROJECT OVERVIEW

Cross Rock Place, a two-story multi-tenant office building in the Quail Ridge area of greater Oklahoma City, faced a major operational challenge after a severe hailstorm damaged 28 rooftop units. The building owner wanted the equipment to be replaced quickly, uniformly and with minimal disruption to tenants.

As the building's long-time HVAC service partner and trusted HVAC/Mechanical services company in the greater Oklahoma City, Oklahoma area, [AIR Technologies, A Fidelity Building Services Group Company](#), was positioned to lead the full-system replacement. With more than 20 years of history servicing the property, the team understood the building's needs, the owner's expectations and the importance of maintaining a clean, professional appearance throughout the project.



Xion™ Rooftop Unit



Lennox® CORE Lite Unit Controller

# 28 UNITS REPLACED. ZERO DISRUPTION.

AIR Technologies chose 28 Lennox **Xion™ Rooftop Units** as the ideal replacement solution— continuing the building’s longstanding use of Lennox equipment. Lennox was the strongest choice based upon:

- Consistent unit footprints and curb alignments ensured a smooth, clean installation across all 28 placements
- Service-friendly design reduced future maintenance time and costs
- Proven reliability and strong local support minimized risk and aligned with the owner’s expectations

“At the end of the day, Lennox made the most sense—not only from a cost perspective, but also for the aesthetics and performance,” said Ryan Carriger, Business Development Representative at AIR Technologies.

Designed for seamless rooftop integration, **Xion™** units simplify installation and adapt easily to a wide range of applications. Equipped with the **Lennox® CORE Lite Unit Controller**, they support efficient service and maintenance while delivering dependable, year-round performance.

This combination of quick adaptability, reliable operation and a serviceable design made Xion™ an ideal fit for the project’s fast-turnaround needs.

Another advantage was that a curb adapter promotion was running and reduced costs across all 28 units. “That really helped with the overall project cost,” Carriger added. “It was a win-win for everyone.”

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## RYAN CARRIGER

Business Development Representative,  
AIR Technologies

## RESULTS

With the project now complete, the benefits of the new Lennox systems are already clear:

- Greater equipment reliability and fewer service interruptions
- Enhanced comfort and consistent performance across all 28 units
- A clean, uniform rooftop appearance

"Everything went really well—timely equipment deliveries, curb adapters and accessories. It was a smooth process from start to finish," said Carriger.

## A LONGSTANDING PARTNERSHIP

AIR Technologies' 25-year relationship with Lennox played an important role in the project's success.

"Lennox has always put out a really good product, and anytime there's been an issue, they've worked with us directly to resolve it," said Carriger. "That's something that continues to drive our relationship with Lennox."



## CONCLUSION

The rooftop replacement at Cross Rock Place stands as a strong example of strategic planning, reliable equipment selection and seamless execution. With all 28 new Xion™ installed and running smoothly, AIR Technologies and Lennox have delivered a solution that improves comfort, appearance and long-term reliability—while reinforcing a partnership built over decades.

More speed, service and control from start to finish.

THAT'S THE DIRECT EFFECT OF LENNOX.



### ACCESS ADDITIONAL RESOURCES

Explore the full Xion product portfolio, educational content and other resources at [Lennox.com/Commercial](https://lennox.com/Commercial)