



*It's Hard To Stop A Trane.®*

# Mid-Atlantic Region Weekly Updates 10.26.21

## Fall Training Registration Available

Trane's Fall Training Registration is now live! Please only include 1 person per dealer. See the Fall 2021 training schedule below!

[Fall Training Schedule](#)

### BDR Class-Customer Experience University Flyer

Class	Date	Location
Trane Boot Camp	October 26-29, 2021	Greensboro DSO
Advanced Variable Speed Outdoor Unit Training	October 28 2021	Raleigh DSO
Customer Service Experience	November 2-3, 2021	Raleigh DSO
Gas Furnace Preparation and Commissioning	November 2, 2021	Richmond DSO
Comfort Link II Zoning	November 3, 2021	Charlotte DSO
"S" Furnace Operation and Troubleshooting	November 4, 2021	Chesapeake
HVAC Quality Installation	November 8, 2021	Charlotte DSO
HVAC Basic Electrical Class	November 9, 2021	Raleigh DSO
Advanced Variable Speed Outdoor Unit Training	November 10, 2021	Richmond DSO
Voyager / Reliate! Diagnostics	November 11, 2021	Greensboro DSO
Heat Pumps and Defrost Diagnostic	November 17, 2021	Charlotte DSO
Heat Pumps and Defrost Fundamental	November 18, 2021	Richmond DSO
HVAC System Design Using Wrightsoft Universal	November 18-19, 2021	Raleigh DSO

**[Sign Up Now on our Website!](#)**

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

---

## Product Bulletin

**What's happening:**

Last year we eliminated some lower volume product to provide more capacity for higher volume products while also reducing complexity in our product offering. Manufacturing of these products ceased in the January 2021 timeframe. We still have some inventory on these products, so we are lowering pricing to help sell them.

**Why this matters to you:**

New pricing is updated and available in the system. Once inventory is depleted, the products will no longer be available. Model numbers impacted with this price change:

SKU#	NAME
GMU400001010	GMU400001010
GMU400001020	GMU400001020
GMU400001030	GMU400001030
GMU400001040	GMU400001040
GMU400001050	GMU400001050
GMU400001060	GMU400001060
GMU400001070	GMU400001070
GMU400001080	GMU400001080
GMU400001090	GMU400001090
GMU400001100	GMU400001100

**Action Needed:**

Review inventory to see if any of these models meet your needs.

**Timing:**

New reduced pricing is active.

**Contact Information:**

[Darcy Lee](#) – Product Manager, Value Products  
[Austin Leath](#) – Product Manager, Calls

[Link to RunTru Bulletin](#)

**What's happening:**

Last year we eliminated some lower volume product to provide more capacity for higher volume products as well as reduce complexity in our product offering. Manufacturing of these products ceased in the January 2021 timeframe. We still have some inventory on these products, so we are lowering pricing to help sell them.

**Why this matters to you:**

New pricing is updated and available in the system. Once inventory is depleted, the products will no longer be available. Model numbers impacted with this price change:

SKU#	SKU#	SKU#	SKU#	SKU#
TAM4A00001000	TAM4A00001000	TAM4A00001000	TAM4A00001000	TAM4A00001000
TAM4A00001001	TAM4A00001001	TAM4A00001001	TAM4A00001001	TAM4A00001001
TAM4A00001002	TAM4A00001002	TAM4A00001002	TAM4A00001002	TAM4A00001002
TAM4A00001003	TAM4A00001003	TAM4A00001003	TAM4A00001003	TAM4A00001003
TAM4A00001004	TAM4A00001004	TAM4A00001004	TAM4A00001004	TAM4A00001004
TAM4A00001005	TAM4A00001005	TAM4A00001005	TAM4A00001005	TAM4A00001005
TAM4A00001006	TAM4A00001006	TAM4A00001006	TAM4A00001006	TAM4A00001006
TAM4A00001007	TAM4A00001007	TAM4A00001007	TAM4A00001007	TAM4A00001007
TAM4A00001008	TAM4A00001008	TAM4A00001008	TAM4A00001008	TAM4A00001008
TAM4A00001009	TAM4A00001009	TAM4A00001009	TAM4A00001009	TAM4A00001009
TAM4A00001010	TAM4A00001010	TAM4A00001010	TAM4A00001010	TAM4A00001010

**Action Needed:**

Review inventory to see if any of these models meet your needs.

**Timing:**

New reduced pricing is active.

**Contact Information:**

[Darcy Lee](#) – Product Manager, Premium Air Handlers  
[Autiane Ford](#) – Product Manager, Value Products  
[Austin Leath](#) – Product Manager, Calls

[Link to Bulletin](#)

# New Virtual Plant Tour

The Virtual Plant Tour of Tyler, Texas is now live for you!

For those who are not able to visit the Tyler, Texas plant and facilities in person, you can now gain the full experience through our in-depth virtual tour. We are now offering you the ability to get a detailed walk-through of the labs, assembly lines, testing facilities, and more—right alongside a knowledgeable tour guide.

Access the Virtual Tour through the LMS. The virtual tour links, dealer guide and AM guide are below.

**Trane Virtual Tour Links and Resources:**

- Trane Dealers [click here](#).
- [Trane Virtual Tours Dealer Guide](#)



# Wells Fargo - Dealer Training

Wells Fargo has new learning opportunities available to help you get the most out of consumer financing. Check out the attached training dates! All Wells Fargo dealers are encouraged to attend.

[Training Dates](#)

# Trane Supply Fall Stock-Up Program

The Supply Fall Stock-Up program **launched last Wednesday, September 1<sup>st</sup>, and runs through Sunday, October 3<sup>rd</sup>**. The program will operate very similarly to previous stock-up programs. Attached is the Fall Stock-Up sales plan and flyer, which outline the program's credit terms. The Fall Stock-Up guide is also attached.



Fall Stock Up Sales Plan

Fall Stock Up Flyer

Fall Stock Up Guide

# New IAQ Product Integration: Awair® Element™



2021 through 11/22/2021.

For more in-depth information, check out our resources:

Available to order/download on the MRC:

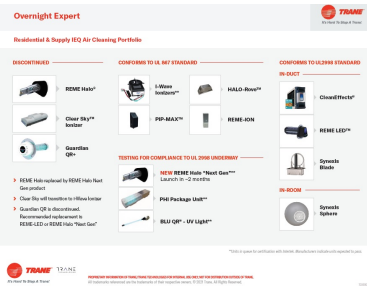
- **Sell sheet:** lit # 62-6025
- **Product bulletin:** click here
- **IAQ infographic:** ComfortSite > Marketing Center > IAQ infographic

LMS training

- Home
- Internal Link: [Click Here](#)
- External Link (dealers, distributors): [click here](#)
- Diagnostics
- Internal Link: [Click Here](#)
- External Link (dealers, distributors): [Click Here](#)

# UL2998 Air Cleaner - Overnight Expert

After Trane Technology's recent decision to discontinue the sale of the REME Halo a Technical Bulletin was distributed to the field by RGF which has caused some confusion on the current ozone emission standards. We have sought to provide clarity on the guidance provided by the EPA, CDC, and ASHRAE in the attached Technical Bulletin.



UL 2998 Technical Bulletin

Overnight Expert

# Fall 2021 Go Big, Win Big! Sweepstakes Update

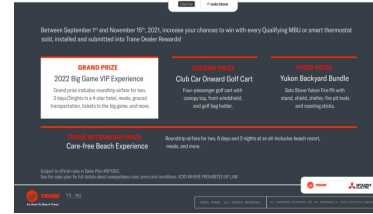
On Sunday, February 13, 2022, one lucky Trane dealer will be sitting in SoFi Stadium in Los Angeles, California watching Super Bowl LVII! With six weeks left in the Sweepstakes,

only 11% of Trane DSO TCS dealers are entered into the drawing, so let's make sure it's one of YOUR DEALERS rubbing elbows with NFL celebrities in February.



Here are some tips:

- **Enter sales on Trane Dealer Rewards**, the same platform used for SPIFF and NCP claims.
- For those who chose the SPIFF Growth Benefit this year, **when you submit a SPIFF claim, you will automatically receive an entry for the Sweepstakes**...no need to enter it twice! Because of this, you will also want to get **as many SPIFF claims entered as possible before November 15<sup>th</sup>** to maximize your chances of winning in the Sweepstakes. Also, whoever submits the SPIFF claim is the one who will be entered in the Sweepstakes.
- **All Trane MBUs, Smart Thermostats and METUS Ductless sales can be counted...ONE serial number = ONE entry!** Have the attached flyer ready to share with your dealers.
- For **instructions on submitting sales** for the Sweepstakes, check out the Dealer Rewards Quick Start Guide at <https://my.visme.co/view/90me0pnp-trane-dealer-rewards>.



## St. Jude - Donation Childhood Cancer Awareness

Since 2014, Trane has been a St. Jude Children's Research Hospital partner, sponsoring the St. Jude Dream Home Giveaway and the St. Jude Walk/Run—and helping raise more than \$1.6 million to advance cures and means of prevention for pediatric catastrophic diseases.

This year, we've added a dedicated donation page to show support from the extended Trane family during the month of September. Simply click on the link below to donate.

[https://www.stjude.org/donate/partners.html?source\\_code=CMWTRANDO22](https://www.stjude.org/donate/partners.html?source_code=CMWTRANDO22)

Whether you want to contribute \$5, \$10, or \$100 as a one-time donation or a monthly donation, every dollar has an impact on a child's life.

In addition, their families never receive a bill from St. Jude for treatment, travel, housing or food—because all a family should worry about is helping their child live.

Want to make an even bigger difference?

Please forward this email to friends and family who would like to join Trane's unstoppable support of St. Jude.

Mid-Atl Region- All Dealers