



It's Hard To Stop A Trane.®

Mid-Atlantic Region Weekly Updates 11.02.21

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
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 / Reliabel 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

Product Bulletin

Trane is permanently ending production of the XR16, 3-phase side discharge products listed in the table below on Dec. 31st, 2021. To ensure the completion

of project work, please order any necessary equipment ahead of this transition.

[Learn More](#)

PRODUCT BULLETIN
Phase-Out: XR16, 3-Phase Side Discharge Family



4TPB2134
Oct. 29th, 2021
IMPORTANT DATES:
Final Order Date: Dec. 1st, 2021
Final Production Date: Dec. 31st, 2021

Trane is permanently ending production of the XR16, 3-phase side discharge products listed in the table below on Dec. 31st, 2021. To ensure the completion of project work, please order any necessary equipment ahead of this transition. The last order date for the products below is Wednesday, Dec. 1st, 2021.

Portfolio	Voltage	Compressed Motor	Control Method
AC	208-230V	47F7030A3000A	47F7030A3000A
	277V	47F7030A3000A	47F7030A3000A
	480V	47F7030A3000A	47F7030A3000A
	480V	47F7030A3000A	47F7030A3000A
HP	208-230V	47F7030A3000A	47F7030A3000A
	277V	47F7030A3000A	47F7030A3000A
	480V	47F7030A3000A	47F7030A3000A
	480V	47F7030A3000A	47F7030A3000A

WARRANTY:
No Change

RATINGS:
AHRI ratings available at ahri.directory.org

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](#)

New Independent Testing

Independent testing has found that the CleanEffects® Whole-Home Air Cleaner removed more than 99% of surrogate COVID-19 virus particles within 30 minutes.



Learn More

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:

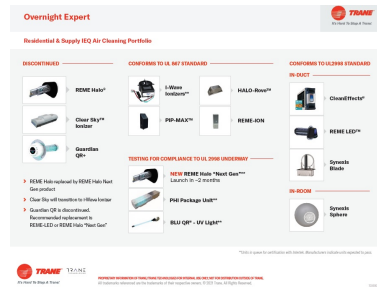
- **Sell sheet:** lit # 62-6025
- **Product bulletin:** click here
- **IAQ infographic:** ComfortSite > Marketing Center > IAQ infographic

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 LVI! 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.

The image shows a promotional flyer for the 2021 Trane Comfort Specialist 'GO BIG - WIN BIG' Sweepstakes. The flyer features a 'THE BIG GAME' theme with a football and a Trane logo. Below the flyer is a screenshot of the sweepstakes website, which lists prizes such as a 2022 Big Game VIP Experience, a Club Car Onward Golf Cart, and a Yukon Backyard Bundle. The website also includes a registration form and a 'GO BIG - WIN BIG' button.

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 15th** 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>.

Organizational Update

Megan has been a contractor with us as RDOM. We are pleased to announce we've officially hired her into a permanent role for the same position! Please join us in congratulating Megan on this exciting opportunity!

A message from Megan:

I'm a University of South Carolina graduate with a bachelor's in Visual Communications. I am from a small town in upstate New York near the Finger Lakes and currently live in Charlotte, NC. I am a wedding videographer on the weekends, I love spending time outdoors and I am a huge animal lover. I've enjoyed modeling for years and was just in Charlotte Fashion Week! My outgoing personality makes me a great fit for this role and I am very excited to officially be a part of the Trane family.



Welcome Baby Boy!

Zack with our Charlotte/Greensboro ISS team is announcing his new baby boy!

Please join us in welcoming Theodore Jackson Beatty.

He is named after Zack's grandfather.

Nickname: Teddy



Theodore Jackson Beatty

Born Monday, Oct. 25, 2021

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

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