



*It's Hard To Stop A Trane.®*

# Mid-Atlantic Region Weekly Updates 11.09.21

## 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
HVAC Basic Electrical Class	November 9,2021	Raleigh DSO
Advanced Variable Speed Outdoor Unit Training	November 10, 2021	Richmond DSO
Voyager/Reliatel 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: Select Residential Packages Discontinued for 2022

### Select Residential Packages Being Discontinued for 2022

After extensive review, several Impact (i2) residential package unit SKUs have insignificant sales annually. Due to this, the following 3-Phase Impact (i2) sales families and associated models will be discontinued: **DCZ6, DCY4 and TCY4.**

[Learn More](#)

**SELECT RESIDENTIAL PACKAGES DISCONTINUED FOR 2022**

**IMPORTANT DATES:** Select Residential Packages Being Discontinued for 2022: After extensive review, several High-capacity Residential packages and DRUs have significant sales annually. Due to this, the following **3-Phase** impact is being taken and discontinued packages will be discontinued: 2020, 2024 and 2026.

**WARRANTY:** No Change. Through other things, this effort will help streamline production in the plant. Our objective is to provide you with all the necessary information, so that you can plan accordingly for the 2022 season.

**NOTES:** Each package available at Authorized Retailer.

Model	Package	Package	Package	Package
2020	2024	2026	2020	2024
2020	2024	2026	2020	2024

**FOR QUESTIONS:** Charles Traversed (TR) Product Leader  
Charles.Traversed@tranecontrols.com

**TRANE** TRANE  
It's Hard To Stop A Trane

## 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:

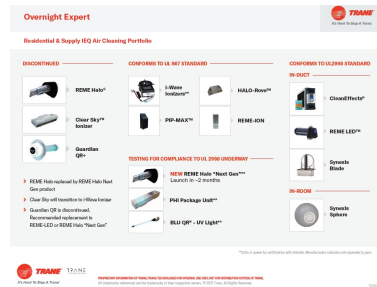
- **Sell sheet:** lit # 62-6025
- **Product bulletin:** click here
- **IAQ infographic:** ComfortSite > Marketing Center > IAQ infographic

**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

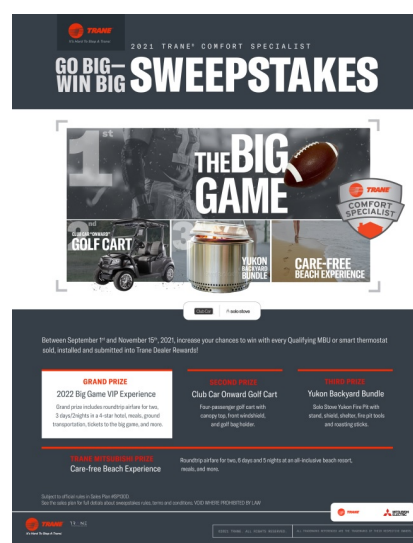
Overnight Expert

# 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.

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>.



## NEW Tech Rewards Promotion - 12 Days of Wishmas

Trane Supply Tech Rewards is launching a **NEW** promotion **TODAY!**

**How does it work:**

- November 8 – December 12: Tech Rewards participants add items to their wish lists within their Tech Rewards accounts
- Technicians who add to their wish lists will be entered for a chance to win 50,000 points (equivalent to \$250)
- December 2 – December 13: We will randomly select 1 technician winner each day and award 50,000 points
- Participants can only win one time during the promotion



[Learn More](#)

## 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