



It's Hard To Stop A Trane.

Mid-Atlantic Region Weekly Updates 08.28.2022



Training Registration Available

***If you are registered for a class, we are committed to holding space for you. In the event you are registered and are unable to attend, please cancel your registration. There will be a no-show charge of \$75 per person for technical classes, \$500 per person for business classes, and \$1,495 for ACT Group Boot Camps.**

[Training Calendar](#)

Please register on the Mid-Atlantic Website - tranemidatl.com
The username is your account number, the password is trane (all lowercase)

If you have any questions, please reach out to your Account Manager.

[Register Here!](#)

St. Jude Walk/Run Fundraiser

- **Raleigh:** Register for St Jude/Walk/Run



[-https://fundraising.stjude.org/site/TR?fr_id=137445&pg=entry&sc_cid=smd87779](https://fundraising.stjude.org/site/TR?fr_id=137445&pg=entry&sc_cid=smd87779)

- **Charlotte:** Register for St. Jude/Walk/Run [-St. Jude Walk/Run - Charlotte, NC - St. Jude Walk/Run | St. Jude Children's Research Hospital \(stjude.org\)](#)

Inflation Reduction Act Signed

Last week, the Inflation Reduction Act was signed, which includes a newly created High-efficiency Electric Home Incentive Program. The incentives (including tax credits and rebates) are designed to increase the use of electric appliances in new and existing homes by encouraging the replacement of gas appliances with heat pumps and electric appliances. Our teams are working to review the details of the Act and determine how to support our customers and will be sharing more information soon.

You can find more information about this Act [HERE](#)

[Click here to learn more](#)

Trane® ComfortSite Login Authentication Changing for Users on Sept. 18

Our company requires identity authentication in order for users to access Trane® ComfortSite and the various applications within the platform. On September 18, we are migrating our authentication platform to Microsoft Azure B2C. Users will see a slightly different login screen moving forward. In order to access ComfortSite and all of the applications within the portal, users will need to reset their password. What will not change is the platform's security - how the information will be managed, and how it will be protected.

Who is affected:

Anyone who uses ComfortSite.

What users will need to do:

Effective September 18 or the next time a user signs on to ComfortSite thereafter, they will need to reset their password. Once that is done, they will be good to go and have access to ComfortSite and all of the applications within it that helps them do business with us.

*Please note that for now, users should continue to log in as they usually do. The password reset becomes effective on September 18.



[Azure Migration Login Instruction Guide](#)

[Azure Migration FAQ](#)

New Effective Date for Wells Fargo Consumer

Finance Rate Changes

In order to give our Dealers adequate time to prepare for the new rate changes the promotional rates for the Wells Fargo consumer finance program will go into effect on **September 19th, 2022**.

Promotional rate sheets are now available in ComfortSite. Please see the attached letter for further details.



August 25, 2022

Trane Wells Fargo Program Director

Being advised and Andrew Rescoe vice sales here involved in significantly higher interest rates. Unfortunately, the structure amounts for the Trane Wells Fargo financing program are being raised to reflect the increased costs of borrowing presented in today's environment. Our goal remains to ensure that our program provides you with a competitive advantage and offers value to you and your customers. The attached letter is a letter.

New promotional rates will go into effect September 19, 2022.

To assist the dealer financing team you will be mailed by September 20, 2022. All sales funded on or after September 20, 2022 will fund the new rates according to the new promotional sheet. The new promotional rate sheet will be mailed to you by September 20, 2022. Contact us at TraneSales@wellsfargo.com or [1-800-447-4444](tel:18004474444) if you have any questions.

It is important that you continue to follow the program's best practices and remain compliant. All loan and asset requirements on file to ensure the ease of financing are available in the Wells Fargo [Wells Fargo](https://www.wellsfargo.com) Credit Center for Trane financing.

Please review the new promotional rate sheet carefully, in addition to the enclosed letter. Trane Technologies Finance Services will be available to assist you with any questions.

If you have additional questions, please reach out to your Wells Fargo Financing Manager or Representative. You can also email TraneSales@wellsfargo.com if you have additional questions or need program support.

Sincerely,

Trane Technologies Finance Services

Wells Fargo Bank, N.A. Member FDIC

Wells Fargo Letter

Trane Rates Sheet

DOE Update and Product Bulletin



New Department of Energy Resources

Product and Marketing have developed new resources to help educate your customers about the upcoming Department of Energy regulatory changes.

DOE Overview Video:

Hosted by our Product Management team, this on-demand video provides dealers with a high-level overview of the regulatory changes and provides a deeper dive into specific product changes by category.

Click here to view

We created a digital resource guide to help you prepare for the **2023 Department of Energy regulatory changes**. This infographic provides the most up-to-date documents, product bulletins, and other marketing materials to help explain the upcoming changes and how they will impact you.

You can access it through Comfortsite > Product Info > 2023 DOE Resource Hub or bookmark [this link](#) for quick access

DOE Product Updates:

As a result of the new Department of Energy regulations, effective January 1, 2023, the following products will change. Please review the product bulletins at the links below for complete details.

2 stage AC & Heat Pumps - Product Bulletin

13 Seer AC - Product Bulletin

14 Seer Heat Pump - Product Bulletin

15 Seer AC - Product Bulletin

ComfortSure Extended Warranty Summer 2022 Cool Down and Rebate Promotions



ComfortSure warranty is pleased to announce the Summer Cool Down promotion for dealers. Just in time for Summer, ComfortSure dealers can enjoy discounts of up to 40% for labor protection plans June 1 – September 30, 2022. In addition to the discounted summer rates, ComfortSure is also offering rebates to newly enrolled Edge dealers.

- Discount pricing
- Close more sales and increase market share
- New Edge Dealer program with \$1,000 rebate for new EDGE dealers

[Click here](#) for more details on the Summer Cool Down & Rebate Promotions for ComfortSure & EDGE.

Trane Learning Resources Catalog

Check out the newest and featured Technical Training Content.



[Click for Catalog](#)

New Trane Diagnostics Tools & Resources

Trane Diagnostics and Dealer Remote Configuration (DRC) are valuable tools that help monitor and understand your customers' HVAC systems, ensure optimal performance and proactively diagnose and troubleshoot issues.

- **Testimonial Videos** - Check out the new dealer diagnostics testimonial videos that highlight diagnostics' many capabilities and benefits.
- Trane full-length video:

<https://ircohvac.wistia.com/medias/2wbixsn6u2>

· Trane social/shorter video: <https://ircohvac.wistia.com/medias/smsbpg168g>

- **Getting the Most out of 24Volt Applications One Pager** – Use this one-pager to highlight how Trane Diagnostics and DRC are helpful and beneficial in 24v applications and not just for communicating (smart) systems.
- **Interactive E-Learning Course** – No better way to get onboarded and use diagnostics than this comprehensive training course. [Click here](#) or find more details in the article below.



24V Diagnostics

Trane Product Nomenclature: Indoor Units

In this course, you will be learning about the nomenclature for furnaces, coils, air handlers and heaters.

At the end of this course, you should be able to:

- Identify basic components Trane indoor equipment
- Understand what each part of the nomenclature means for Trane indoor equipment

This 30-minute course is available via the following links:



Course Link

AHRI Matchups on Comfort site

When improperly matched, the efficiency and longevity of an HVAC system are significantly compromised. When choosing an HVAC system to install, it is important to make sure your system is properly matched according to AHRI standards. In this course, you will learn how to look up and check to see if a specific system will work by verifying that it's been tested by AHRI. To do this, we will search the units within ComfortSite to find out if they are a valid match-up.



The 30-minute course is available via the following link:

Visit our Website

Social Club FAQs

Trane Dealers can build their social media presence and access specially curated, Trane-branded, social media posts and blogs. Dealers can easily customize and push the posts to their social media accounts (Facebook, Twitter, LinkedIn, or Instagram) from their phones, tablet, or PC.



What is Social Club?

Provides monthly access to 5 or more brand-specific, consumer-focused social media posts that can be shared on social media channels. Posts can be edited to add a website link, physical address, and/or phone number.

It also offers a bonus blog – timely content written with customers in mind – that can be used on the dealer’s website and then shared on social media as part of marketing efforts.

Who has access?

All Trane dealers can use this content free of charge

[Click here to Learn More](#)

Trane Supply Tech Rewards Launching Refrigerant Reclaim Sweepstakes

On July 1st, Trane Supply Tech Rewards is launching the “Who Is the Coolest Technician” refrigerant reclaim sweepstakes in all US Supply stores. The Sweepstakes will last through November 30th, 2022. For each cylinder that is brought in at least half full and contains a Qualifying refrigerant, a technician will receive one entry for a monthly drawing and one for the grand prize drawing. In-store promotional support will arrive in stores over the next two weeks.

Only technicians active in the Tech Rewards program are eligible for this Sweepstakes; let’s use this as an opportunity to engage with the already active technicians in the program and activate more technicians!

For more information on the Sweepstakes, please review the sales plan.

[Click here to view](#)

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](#)

Tyler Rebuild Video

Check out the recently updated Tyler Rebuild video. Watch the dramatic story of the roof collapse at Trane Residential HVAC & Supply’s Tyler, Texas, facility and how the team pulled together to get production back online and rebuild even stronger. Check out the new state-of-the-art building and the opportunities for growth.

For a downloadable version of this video, go to **ComfortSite > Marketing Center > Marketing Advertising Express (MAX) > Info Center > Video Library > Tyler Rebuild -**

[Link to Tyler Rebuild Video](#)

Podcasts



Mid-Atl Region- All Dealers

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