



*It's Hard To Stop A Trane.®*

# Mid-Atlantic Region Weekly Updates 10.18.2022

## 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](http://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!](#)

### NEW TRAINING CLASSES ADDED:

NV & P Applications Mitsubishi Training  
Wednesday, November 9<sup>th</sup>, 10AM-2PM  
Richmond DSO  
14000 Justice Road  
Midlothian, VA 23113

NV & P Applications Mitsubishi Training  
Wednesday, November 9<sup>th</sup>, 10AM-2PM  
Charlotte DSO  
8810B Airpark West Dr  
Charlotte NC 28214

NV & P Applications Mitsubishi Training  
Wednesday, November 16<sup>th</sup>, 9AM – 1PM  
Roanoke Higher Education Center  
108 North Jefferson St  
Roanoke, VA 24016

**Trane PR Updates**



### Trane Home Earns National Award from Top Publication

In Good Housekeeping's 2022 Home Renovation Awards, Trane Home is mentioned in the section, 'Genius Home Monitors' alongside Kohler H2Wise Powered by Phyn and Drezo Macro Pro Air Purifier. The editor included an image of the Trane Home App, along with a link back to the Trane Home page on the Trane Residential website.

[Click here to read more](#)

## New Promotional Plans for Wells Fargo Consumer Finance Program

New promotional rates have been added to the Wells Fargo Consumer Finance Rate Sheets. Plan codes are now published on the rate sheet in ComfortSite and in this email. The new rates will be available for use along with the updated rates for all plans on **September 19<sup>th</sup>, 2022**. The new promotions include:

- Special Rate of 0% APR with 54 equal monthly payments
- Special Rate of 4.99% APR with 48 equal monthly payments of 2.33% of amount financed
- Special Rate of 3.99% APR with 60 equal monthly payments of 1.86% of amount financed

Plan Code	Amount Financed	APR	Monthly Payment	Number of Payments	Total Amount Paid
0000	\$1,000 - \$5,000	0%	\$181.82	54	\$1,000.00
0001	\$1,000 - \$5,000	4.99%	\$200.00	48	\$1,000.00
0002	\$1,000 - \$5,000	3.99%	\$186.67	60	\$1,000.00

Please reach out to your **Regional Finance Manager** if you have any questions on how to price these promotions into your current finance offerings or need guidance on how illustrate monthly payments to your customers.

[2022 Rate Sheet](#)

## Navigating the Inflation Reduction Act



Last month, the Inflation Reduction Act (IRA) was signed – which includes nearly \$370 billion dedicated to climate and energy programs. Included in the Act's guidance – and specific to the Residential HVAC business – are both tax credit and rebate programs for 2023. We expect that as the incentives become available, our dealers will have the opportunity to showcase

our products as energy-efficient solutions. The incentives outlined in the IRA are broken down into tax credits and rebate programs.

To better understand the IRA's programs and technical requirements, download by clicking the button below.

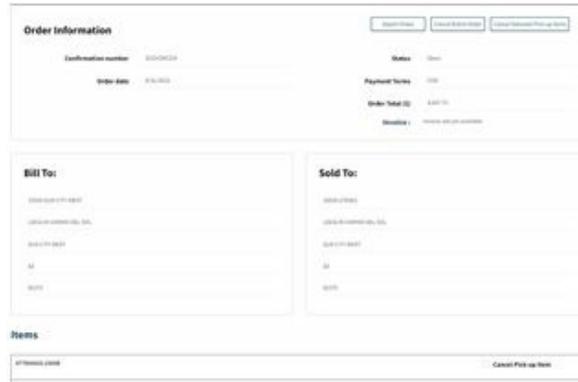
An FAQ has also been developed for support and can be downloaded by clicking the button below.

[Overview Guide](#)

[FAQ](#)

## Cancel Pickup Orders With a Simple Click on Trane® Source

Customers who have placed an online order for pickup in a warehouse or a parts and supply store can cancel their orders digitally, directly on Source, without making a phone call. Simply click the “Cancel Pick-up Item” link and Source will cancel the order and email the warehouse or parts store to alert them so items can be returned to the shelf.



Also, if a customer hasn't picked up their order within 7 days, they'll now receive email reminders that the order is still on hold. If they no longer want the product, they can simply log on to Source and cancel the order. We encourage all orders to be picked up within 21 days. Otherwise, the order is at risk of cancellation at the discretion of the warehouse or parts store.

For any questions about Trane Source or these new features,  
email [SourceSupport@tranetechnologies.com](mailto:SourceSupport@tranetechnologies.com) or  
call the Dealer Digital Tools support team at 800-430-5284.  
Live phone support is available Monday-Friday, 7:00am-4:30pm CST

## 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](#)

## New DOE Resources Available

**Outdoor Model Change Overview:** This document provides a quick overview of changes in air conditioners and heat pumps, along with production dates.

**Testing Changes:** Need content to walk dealers through the new testing and nomenclature? Download and share this document with them!

**AHRI Ratings Transition Tools:** Need to view the previous AHRI rating for a system matchup and the new DOE AHRI rating? This tool is updated as AHRI publishes new data, so check back each week! Please visit the DOE Hub at [ComfortSite > Product Info > 2023 DOE Resource Hub](#) to view and download these resources!

**2023 DOE OUTDOOR MODEL CHANGES**

The 2023 Department of Energy minimum efficiency standards will impact the "base" lineup of outdoor models. This document outlines the model changes to air conditioners and heat pumps, along with production start dates for the new models. Please contact your local distributor for complete details on inventory and testing.

**AIR CONDITIONERS**

**XR15**

CURRENT MODEL	NEW MODEL
4TR3024H1000P	4TR3024H1000A
4TR3024H1000S	4TR3024H1000A
4TR3030H1000P	4TR3030H1000A
4TR3030H1000S	4TR3030H1000A
4TR3036H1000P	4TR3036H1000A
4TR3036H1000S	4TR3036H1000A
4TR3042H1000P	4TR3042H1000A
4TR3042H1000S	4TR3042H1000A
4TR3048H1000P	4TR3048H1000A
4TR3048H1000S	4TR3048H1000A

PRODUCTION START: 6/14/2022

**XR14**

CURRENT MODEL	NEW MODEL
4TR2424H1000A	4TR2424H1000A
4TR2424H1000S	4TR2424H1000A
4TR2430H1000P	4TR2430H1000A
4TR2430H1000S	4TR2430H1000A
4TR2436H1000P	4TR2436H1000A
4TR2436H1000S	4TR2436H1000A
4TR2442H1000P	4TR2442H1000A
4TR2442H1000S	4TR2442H1000A
4TR2448H1000P	4TR2448H1000A
4TR2448H1000S	4TR2448H1000A

PRODUCTION START: 6/1/2022

**XR15 NEW FAMILY NAME: XAS XR15**

CURRENT MODEL	NEW MODEL
4TR3024H1000C	4TR3024H1000A
4TR3030H1000C	4TR3030H1000A
4TR3036H1000C	4TR3036H1000A
4TR3042H1000C	4TR3042H1000A
4TR3048H1000C	4TR3048H1000A

PRODUCTION START: 6/14/2022

**XR15 SIDE DISCHARGE NEW FAMILY NAME: XAS SD15**

CURRENT MODEL	NEW MODEL
4TR3024SD1000A	4TR3024SD1000A
4TR3030SD1000A	4TR3030SD1000A
4TR3036SD1000A	4TR3036SD1000A
4TR3042SD1000A	4TR3042SD1000A
4TR3048SD1000A	4TR3048SD1000A

PRODUCTION START: 6/14/2022

**2-STAGE XR16 NEW FAMILY NAME: XAS SD16**

CURRENT MODEL	NEW MODEL
4TR3024SD1000C	4TR3024SD1000A
4TR3030SD1000C	4TR3030SD1000A
4TR3036SD1000C	4TR3036SD1000A
4TR3042SD1000C	4TR3042SD1000A
4TR3048SD1000C	4TR3048SD1000A

PRODUCTION START: 12/1/2022

**2-STAGE XR17 NEW FAMILY NAME: XAS SD17**

CURRENT MODEL	NEW MODEL
4TR3024SD1000D	4TR3024SD1000A
4TR3030SD1000D	4TR3030SD1000A
4TR3036SD1000D	4TR3036SD1000A
4TR3042SD1000D	4TR3042SD1000A
4TR3048SD1000D	4TR3048SD1000A

PRODUCTION START: 12/1/2022

**2023 DOE TESTING CHANGES**

**NEW TESTING & NOMENCLATURE CHANGES**

A new, more stringent testing procedure is required to comply with the 2023 Department of Energy regulations. The new testing procedure (the M1 Standard) increases the external static pressure at which ratings are calculated by up to 5 times the static pressure used in today's test procedure. This increases the power consumption and reduces the rated efficiency of equipment for both heating and cooling. In addition, the heating load line is moving, and this causes a negative effect on calculated HSPF ratings.

The ratings created by the M1 Standard will be published using new rating nomenclatures, SEER2, EER2 and HSPF2. Products with the new nomenclature have been testing under the M1 Standard and comply with the new regulations.

**NEW EFFICIENCY STANDARDS**

**SEER > SEER2**  
**EER > EER2**  
**HSPF > HSPF2**

**CURRENT M STANDARD TESTING**  
SEER, EER, HSPF

**NEW M1 STANDARD TESTING**  
SEER2, EER2, HSPF2

## 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

## 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 - Building 29.**

Link to Tyler Rebuild Video

## Podcasts



Mid-Atl Region- All Dealers

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