



## **Trane Spring Consumer Promotion Sales Plan**

**March 15 – May 15, 2019**

**Sales Plan # SP908C**

### **PURPOSE**

This consumer program is intended to drive Trane sales growth above 2018 levels and provide the Dealer with a strong closing tool. Consumers can take advantage of a rebate and special financing offer when they complete early, pre-season purchases of Trane systems.

### **CONSUMER OFFERS**

Consumers will receive a rebate based on the system purchased and a special financing option. The finance offer may be combined with the rebate but is not a requirement.

### **OFFER 1:**

**Up to \$ 500 in rebates on Qualifying Equipment**

See Exhibit A found later in this document for models approved for use in this offer.

**Homeowners may receive the value of multiple rebates for multiple qualifying purchases per equipment in Exhibit A.**

**-AND-**

### **OFFER 2:**

**Celebrating 10 years of our industry leading Wells Fargo consumer financing program for Trane HVAC dealers across the US. The following promotional financing offers are sponsored with support from Wells Fargo.**

0% APR with 24 equal monthly payments, OR  
0% APR with 36 equal monthly payments, OR  
0% APR with 48 equal monthly payments, OR  
0% APR with 60 equal monthly payments OR  
0% APR with 72 equal monthly payments

All advertised financing offers require a disclaimer. Please see the disclaimer section found later in this document for more details.

Financing offers apply only to Trane Qualifying Equipment as listed in Exhibit A that are financed under the Trane/Wells Fargo program and will not apply to any incremental purchases/charges placed on the Wells Fargo Home Projects® card issued by Wells Fargo Bank, N.A.

**These offers cannot be combined with any other national Trane consumer offer**

**EFFECTIVE PERIOD**

– **Effective Period**

- Purchase period: March 15 – May 15, 2019
- Install/Funding from Wells Fargo: March 15 – May 15, 2019
- Claim Submission: March 15 – May 31, 2019
- Last day to amend, correct, add to, or edit homeowner claims or Dealer claims: June 15, 2019

**\*NEW\*** All claims must be submitted within **30 days** of the date of installation of the Qualifying Equipment or by **May 31, 2019, whichever comes first** (“Submission Deadline”) to be eligible under this plan. No credit will be given for claims received after Submission Deadline. This includes homeowner claims for rebates and Dealer claims for financing reimbursement.

**ELIGIBLE PARTICIPANTS**

Participating IWDs (hereinafter referred to as “Distributor”) and their participating independent Dealers are eligible to participate in this Plan.

- Participating independent Trane Dealers (hereinafter “Dealer”) must have a signed 2019 Dealer Sales Agreement or other signed, current, and active Dealer Sales Agreement on file with the Distributor & be in good standing with the Distributor and Trane; and
- In order to offer the financing promotion, the Dealer must be enrolled and in good standing with Wells Fargo; and
- Residential homeowners must purchase Qualifying Equipment from a participating Dealer within the dates listed in the Effective Period; and
- All installations must be located in the United States.

**QUALIFYING EQUIPMENT AND SALES**

Only Qualifying Equipment as defined in this Sales Plan is eligible for any of the above-stated program options. All offers are based on product availability. No substitutions or exceptions will be granted.

- Qualifying Equipment under this Plan:
  - System (eligible Outdoor unit + matching Furnace or Air Handler + Nexia® control as listed in Exhibit A);
  - Component (Package Unit + Nexia control as listed in Exhibit A)

*Please refer to Exhibit A in this plan for specific Qualifying Equipment by model number.*

- Nexia® connected controls exist under this Plan are:

- TCONT624AS42DA
- TCONT824AS52DA or TCONT824AS52DB
- TCONT850AC52UA
- TZONE950AC52ZA
- TZON1050AC52ZA

- Dealer sales to a builder without a direct homeowner purchase at the time of sale are not eligible under this plan.
- This offer is not valid on installations for commercial purposes. Qualifying Equipment must be installed at a residence. Commercial installations, homebuilder or contractor quoted purchases for new construction, multi-family, non-owner occupied or any other special rebate program are not eligible and will be declined.
- Must be residential equipment. Commercial equipment does not qualify.
- Substitutions using American Standard components are not allowed and will not be reimbursed.
- This specific sales plan excludes Lowe’s sales.

## ADVERTISING SUPPORT

To support this offer, **kitchen table sell sheets** will be available and posted to MAX when completed. To download these, visit ComfortSite > Marketing Center> MAX > Info Center> Promotions.

To download Radio and TV Tags, and TV Art Cards:

- Visit MAX > Info Center
- On the left side, find the category called ‘Promotions & Advertising’
- Select the subcategory under ‘Promotions & Advertising’ called ‘2019 Spring Promotion’. Tags will load on the right side. Click ‘Download’ for the tag you want to download.

To download Ad Images:

- Visit MAX > Image Library
- On the left side, find the category called ‘Ad Images’
- Select the subcategory under ‘Ad Images’ called ‘Promotional’. Images will load on the right. Click ‘Download’ for the image you want to download.

Newspaper and Direct Mail templates, billboards, and taggable banner ads can be found under ‘Create An Ad’, which is the first selection on the toolbar at the top in MAX (see below). Non-taggable banner ads can be found in the Image Library.



Search

- Advertising materials are available in a pre-written or customizable form through ComfortSite/Marketing Center/MAX.
- All advertising for this Plan must adhere to the guidelines defined herein and by the Distributor. Advertising that does not follow these guidelines will not be eligible for Trane funding.
- All advertising must include plan sales dates. This may be in the body of the ad or the disclaimer.
- Advertising that mentions any finance offer (i.e., 0% for 48 months) **MUST** include the appropriate disclaimer.
- **Dealers and Distributors are encouraged to use the pre-approval review process within MAX to ensure co-op eligibility prior to placing the advertisement.**

#### VISA DISCLAIMER INFORMATION

Dealers must reference the Visa Marketing guidelines posted on MAX in the Promotions area for complete advertising requirements when mentioning the consumer rebate. In addition, this disclaimer must be used with any Visa mention:

\*Rebate paid in the form of a Trane Visa Prepaid® card. Use your Visa Prepaid card anywhere Visa debit cards are accepted in the United States and U.S. Territories. The card may not be used at any merchant, including internet and mail or telephone order merchants, outside of the United States and U.S. Territories. Card is issued by The Bancorp Bank, Member FDIC, pursuant to a license from Visa U.S.A. Inc. Pay close attention to the expiration date printed on the front of the card. Card is valid through the last day of the month. You will not have access to the funds after expiration.

#### WELLS FARGO REGULATORY AND DISCLAIMER INFORMATION

- ❖ Dealer must comply with all Wells Fargo advertising requirements, including any and all regulatory information and disclaimer information, contained on the Wells Fargo Online Resource Center.

*The instructions below are for reference only. You must use the Wells Fargo advertising requirements on the Wells Fargo Online Resource Center that can be found by visiting:*

[https://retailservices.wellsfargo.com/programs/df3080921/en\\_US/pdfs/advertising\\_requirements.pdf](https://retailservices.wellsfargo.com/programs/df3080921/en_US/pdfs/advertising_requirements.pdf)

#### REQUIREMENTS:

- Check your price sheet to make sure the promotion you're advertising is available.
- Use the correct disclosure. **All** mentions of financing require one.
  - Ads that use trigger terms (such as 0% or No interest) require the most disclosure.
- Make any disclosures and limitations of your offer clear and conspicuous to the customer
  - Minimum purchase or down payment: If you require either of these, you must incorporate it into the advertising mention
  - Expiration date: if the offer is not always available ensure you include an expiration date.
- Follow the minimum type size requirements for disclosures:
  - Print—8 point font
  - Digital—10 point font
- Do not use these words or phrases: Interest-free, Same as cash, As low as, Up to, Easy financing, No credit check.

- Avoid using the word “save;” there must be a clear separation between “save” and a financing offer.

#### DISCLAIMER INFORMATION:

- Effective Dates must be included either in the disclaimer or the body of the ad.
- Disclaimer *must* be included in all advertising mentioning this offer.

#### GENERAL FINANCING PROMOTIONS (fewest requirements)

General financing promotions can be used anytime or when it’s more practical due to space limitations.

##### 1. Choose your general headline

###### ○ Examples:

- Looking to pay over time? Special financing available.\*
- [XX] months special financing available\*
- Buy now, pay over time\*
- Financing that fits your budget\*
- Payments that fit your budget\*

##### 2. Add a general disclosure

###### ○ Choose one:

- \* Subject to credit approval. Ask for details.
- \* With approved credit. Call for details.

For online ads only; details shown one-click away:

- \* Subject to credit approval. Click here for details.
- \* With approved credit. Click here for details.

#### SPECIAL TERMS PROMOTIONS (full disclaimers required)

- When advertising specific financing promotions, full disclosures are required.
- Trigger Terms—words or phrases that prompt additional regulatory disclosures in the headline, subhead, and/or disclosure of the advertisement to clarify the credit costs and terms that are being promoted. Trigger terms to be aware of when promoting financing include, but are not limited to:
  - No Interest
  - Statement of interest, such as 0% or 9.90% APR
  - Monthly payment amount
- Remember to add the Visa disclosure if there is a Visa mention. Visa disclosures must begin with asterisk (\*), per Visa guidelines. This means the asterisk (\*) at the beginning of the Trane disclaimer (“\*See your independent....”) would be changed to start with a carrot (^) or some other identifying symbol other than an asterisk (\*).

#### Special Rate, Equal Monthly Payments (like 24, 36, 48, 60 months) requires Headline + Full Disclosure

##### 1) How this promotion works:

- a. Customers make equal monthly payments with a 0% APR over a specified time period
- b. 0% APR continues to apply until the qualifying purchases are paid in full

##### 2) Headline examples

- a. 0% APR for 48 Months<sup>†</sup>
- b. No Interest for [X] Years<sup>†</sup>

3) Full disclosure required:

†The Wells Fargo Home Projects credit card is issued by Wells Fargo Bank N.A., an Equal Housing Lender. Special terms apply to qualifying purchases charged with approved credit. The special terms APR will continue to apply until all qualifying purchases are paid in full. The monthly payment for this purchase will be the amount that will pay for the purchase in full in equal payments during the promotional (special terms) period. The APR for Purchases will apply to certain fees such as a late payment fee or if you use the card for other transactions. For new accounts, the APR for Purchases is 28.99%. If you are charged interest in any billing cycle, the minimum interest charge will be \$1.00. This information is accurate as of 1/1/2019 and is subject to change. For current information, call us at 1-800-431-5921. Offer expires XX/XX/2019.

\*\*See your independent Trane Dealer for complete program eligibility, dates, details and restrictions. Special financing offers and rebates up to \$500 valid on Qualifying Equipment only. Offers vary by equipment. All sales must be to homeowners in the United States. Void where prohibited.

- Remember to add the Visa disclosure (below) if there is a Visa mention. Visa disclosures must begin with asterisk (\*), per Visa guidelines. This means the asterisk (\*) at the beginning of the Trane disclaimer (“\*See your independent...”) would be changed to start with a carrot (^) or some other identifying symbol other than an asterisk (\*).

\*Rebate paid in the form of a Trane Visa Prepaid® card. Use your Visa Prepaid card anywhere Visa debit cards are accepted in the United States and U.S. Territories. The card may not be used at any merchant, including internet and mail or telephone order merchants, outside of the United States and U.S. Territories. Card is issued by The Bancorp Bank, Member FDIC, pursuant to a license from Visa U.S.A. Inc. Pay close attention to the expiration date printed on the front of the card. Card is valid through the last day of the month. You will not have access to the funds after expiration.

For TV and Radio Only:

1) Eligible disclaimer:

\*See your independent Trane Dealer for details.

\*\*Call 888-534-6894 for financing program details about credit costs and terms. Regular APR is 28.99% for newly opened accounts. APR may vary. Subject to credit approval. Offer expires XX/XX/2019.

**PROMOTIONS WITH CONSUMER REBATE MENTION ONLY (no financing mention)**

\*\*See your participating independent Trane Dealer or visit Trane.com for complete program eligibility, dates, details and restrictions. Available through participating independent Trane Dealers. Special rebates from \$100 up to \$500. All sales must be to homeowners in the United States. Void where prohibited. Valid on Qualifying Equipment only. Offer expires XX/XX/19.

- Remember to add the Visa disclosure (below) if there is a Visa mention. Visa disclosures must begin with a single asterisk (\*), per Visa guidelines.

\*Rebate paid in the form of a Trane Visa Prepaid® card. Use your Visa Prepaid card anywhere Visa debit cards are accepted in the United States and U.S. Territories. The card may not be used at any merchant, including internet and mail or telephone order merchants, outside of the United States and U.S. Territories. Card is issued by The Bancorp Bank, Member FDIC, pursuant to a license from Visa U.S.A. Inc. Pay close attention to the expiration date printed on the front of the card. Card is valid through the last day of the month. You will not have access to the funds after expiration.

## WELLS FARGO FINANCING SPECIAL REMINDER

### Wells Fargo Credit Connect Reminder - Paperless Processing From the Smart Phone

With our promotion approaching there's no better time to use Wells Fargo Credit Connect, where customers enter their own information directly into a dealer's Smartphone, Tablet, or Laptop — removing the need to direct them to a website or handle their sensitive data. The dealer can even close the transaction with their Smartphone, Tablet, or Laptop by using an electronic invoice, eliminating the prior need to handle any paperwork associated with a paper charge slip. Dealers can enroll with a new shortened enrollment form\* and once they complete a short credit connect training they can process transactions 100% electronically.

Wells Fargo Credit Connect frees dealers up to do what they do best, save time and reduce errors.

[Click here to download a flyer to give to your dealers.](#)

## DEALER ADMINISTRATION NOTES/ADDITIONAL NOTES

- Validate Dealer information on ComfortSite.
- Offer **ALL** components of this offer to the consumer.

Dealers **MUST** use the National Promotion Specific Plan Codes as identified in this Sales Plan when funding with Wells Fargo. Failure to utilize the appropriate Plan code may result in inappropriate funding/reimbursement or their claim may be declined. Adjustments will not be accommodated post funding/claims.

1. **Special Rate of 0.00% APR with 24 equal monthly payments**  
**Plan code: 3523**

**OR**

- 2. Special Rate of 0.00% APR with 36 equal monthly payments**  
**Plan code: 3525**

**OR**

- 3. Special Rate of 0.00% APR with 48 equal monthly payments**  
**Plan code: 3527**

**OR**

- 4. Special Rate of 0.00% APR with 60 equal monthly payments**  
**Plan code: 3529**

**OR**

- 5. Special Rate of 0.00% APR with 72 equal monthly payments**  
**Plan code: 2637**

- Dealer agrees to be debited the rebate rate in its entirety by Wells Fargo at the time of funding. The Dealer will then submit for reimbursement of the Trane/distributor share by visiting ComfortSite -> Marketing Center -> Trane Dealer Rewards.
- Dealers will be reimbursed from their Distributor at minimum on a monthly basis.

**CLAIM PROCESSING for financing reimbursement:**

- Dealer will complete the financing process through the Trane Wells Fargo financing program.
- Dealers should provide Wells Fargo with the **appropriate Plan Number shown above**. Enter the plan code for this promotion inside the 'Terms of Purchase' box on the Wells Fargo invoice under special rate equal pay or payments.
- Complete the boxes on the Wells Fargo invoice using the standard procedure including Authorization #, Merchant Ticket/Invoice #, Description, Total Amount Financed.
- Wells Fargo will fund the Dealer as usual minus the applicable rebate rate.
- The dealer will be responsible for any finance charges incurred that exceed the maximum finance reimbursement of \$1,000. The reimbursement of \$1,000 is based solely on the amount financed and the rate associated with the financing term for the sale. It is not based on the number of systems purchased. The dealer must cover the difference between the actual finance charges and the maximum reimbursement, plus their original financing percentage.
- Financing claims may vary by a few pennies based on rounding and carrying of decimals in the Dealer/Trane reimbursement split.
- Note: Dealers will be able to complete the application process via Wells Fargo up to 3 business days from the sales date and complete the funding process via Wells Fargo up to 3 business days after the installation date in order to give time to close out the financing process.
- For assistance with a financing claim, Dealers may reach support at **1-888-456-8278** or email [TraneRewards@360incentives.com](mailto:TraneRewards@360incentives.com).



### Submitting finance claims:

- Dealers are required to accept program Terms and Conditions as part of a one-time registration step, required before a claim can be submitted. To accept these terms, the Dealer should visit ComfortSite -> Marketing Center -> Trane Dealer Rewards.
- The Dealer will enter a financing claim by visiting ComfortSite -> Marketing Center -> Trane Dealer Rewards. They will subsequently be reimbursed the Trane/Distributor portion for all approved claims that meet the guidelines found in this document.
- Dealer must submit a copy of the homeowner's invoice as well as a Wells Fargo funding receipt on all requests for financing reimbursement. An example of a Wells Fargo funding receipt is shown in Exhibit D of this document. Also, a link is available on the financing portal with instructions on how to find the Wells Fargo funding receipt. Note that any document other than the Wells Fargo Funding Receipt, such as authorization forms or charge slips, cannot be substituted.
- Dealer must have the Wells Fargo consumer account number in order to enter a claim.
- Dealer should use the serial number found **on the equipment**.
- Note that if any model or plan code is accidentally omitted from the sale, the entry must be deleted and submitted again. Careful review before submitting is encouraged.
- **Claims submitted after 30 days of the date of installation or after May 31, 2019 will not be processed.**

**Note: Dealers and homeowners entering claims should carefully review to verify all model and serial number entries and the Wells Fargo plan code to make sure they are complete and correct before submitting. Adjustments will not be made for claims submitted under the wrong promotion name or against the wrong plan code.**

### CLAIM PROCESSING for consumer rebates:

- Consumer rebate as shown in Exhibit C is given in full to homeowner when they complete a qualifying claim.
- Participating Distributors are responsible for funding 50% of the total consumer rebate as shown in Exhibit C.
- Distributors will receive a debit memo for their portion (50%) Trane pays the remaining portion (50%).
- Example: XV20i system is purchased by homeowner. Rebate is \$500.
  - Homeowner submits claim for \$500 Prepaid Visa.
  - Distributor receives debit memo for 50%, or \$250 from Trane.

### Submitting consumer rebate claims:

- Homeowner must receive the consumer rebate offer directly from a participating Trane dealer.
- Homeowner must visit [www.tranepromotions.com](http://www.tranepromotions.com) to submit rebate request.
- Homeowner must provide email address during claim submission.
- Rebates paid in the form of a Visa prepaid card, will be delivered to the homeowner's email address provided during the claim process.
- All sale and installation dates must satisfy the promotion requirements, or claim may be denied.
- Homeowner must complete the consumer rebate submission online within 30 days of the install or by the claim submission date, whichever occurs first. Failure to do so will result in a denied claim.
- Rebate request must be accompanied by a homeowner invoice.

- This offer will be a Visa prepaid card sent directly to the homeowner who made the purchase. Cards are valid for six months from the issue date. If lost or stolen, the card can be replaced.
- Homeowners who provided a valid email address will receive an email with the choice to select a digital prepaid card or a physical card mailed to their home address.
- Please allow 2-4 weeks for Visa prepaid card processing after claim has been submitted.
- Claims paid on returned products are subject to reversal.
- Claims with illegible invoices may be declined.
- Incomplete, early, or late submissions will be declined.
- Trane is not responsible for lost or missing paperwork.
- Trane reserves the right to request additional information to validate a claim and inspect any installation that is part of this program.
- **Claims submitted after 30 days of the date of installation or after May 31, 2019, whichever occurs first, will not be processed.**
- **For additional assistance with a rebate claim**, homeowners may call 855-415-1476 or email [TranePromotions@360incentives.com](mailto:TranePromotions@360incentives.com) Live support is available Monday through Friday from 9:00 – 9:00 EST and Saturday and Sunday from 9:00 – 5:00 EST.
- All financing or rebate claims will be validated on:
  - Approved participating Dealer
  - Program periods (sales, installation, submission) by cost center
  - Qualifying Equipment
  - Valid/non-duplicated serial numbers
  - Confirmation of correlating Wells Fargo funding of job and dollar amount
  - **Invoice attached to the claim containing:**
    - **Complete address with city spelled out, state, and zip**
    - **Full first and last name**
    - **Date of install**
    - **Full Model and serial for each model**
    - **Dealer name and address**
  - Additional information which will be verified on prepaid card claims:
    - Consumer name
    - Valid address based on Melissa (Post Office) data
    - Valid phone number
- Agree to abide by all Sales Plan parameters and will only be reimbursed for claims following these guidelines.
- Claims failing to validate on the above points will be denied. If upon audit, it is found that reimbursement was received on any claim that is later determined to be ineligible, Dealer will be billed back in full and or invoiced, at Trane’s sole discretion, all consumer and processing costs associated with the program.

***\*\*\*Please note this finance offer includes fixed reimbursement percentages. The Dealer contribution will vary based on financed amount and the Dealer’s TCS program participation. Please check the percentages on Exhibit B/Dealer reimbursement chart included in this document for your reporting purposes. See whichever chart in Exhibit B pertains to your specific channel.***

Exhibit A

Trane Qualifying Equipment: Eligible System Combinations for 2019 Spring Promotion

Rebate	Outdoor Unit	Furnace								Air Handler(s)	Required Control
\$500	XV20i System 4TTV0; 4TWV0	S9V2	S Series*	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C				TAM9; TEM8	Trane Nexia® Control**	
\$400	XV19 System 4TWL9	S9V2	S Series*	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C				TAM9; TEM8		
\$350	XV18 System 4TTV8; 4TWV8	S9V2	S Series*	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C				TAM9; TEM8		
\$250	XL18i System 4TTX8; 4TWX8	S9V2; S9X2; S8X1; S8X2	S Series	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C	XV95*** TUH2-V; TDH2-V	XV80 TUD2-V; TDD2-V	TAM9; GAM5; TEM8; TEM6			
\$150	XL16i System 4TTX6; 4TWX6	S9V2; S9X2; S8X1; S8X2	S Series	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C	XV95*** TUH2-V; TDH2-V	XT80 TUD1-H; TDD1-H	TAM9; GAM5; TEM8; TEM6			
\$200	XR17 System 4TTR7; 4TWR7	S9V2; S9X2; S8X1; S8X2	S Series	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C	XV95*** TUH2-V; TDH2-V	XV80 TUD2-V; TDD2-V	TAM9; GAM5; TEM8; TEM6			
\$100	XR16 System 4TTR6; 4TTL6; 4TWR6; 4TWL6	S9V2; S9X2; S8X1; S8X2	S Series	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C	XV95*** TUH2-V; TDH2-V	XT80 TUD1-H; TDD1-H	TAM9, GAM5 TAM4, GAF2, TEM8, TEM6, GMU/V			

Trane Qualifying Equipment: Eligible Components for 2019 Spring Promotion

	Packaged Units	Required Control
	<i>Must combine Packaged Unit and Nexia® control to be eligible for promotion.</i>	
\$200	XL16c Packaged Units 4YCZ6; 4WCZ6; 4DCZ6	Trane Nexia® Control**
\$100	XL15c Packaged Units 4WCY5; 4CY5; 4TCY5	

Products are eligible based on availability and must be sold/installed/claimed during the promotion period. No substitutions or exceptions are allowed.

Eligibility is based upon a Trane comfort system configuration and use of Trane products. The financing program for each eligible Trane system is listed above.

\* 4TTV0 and 4TTV8 requires BAY24VRPAC52DC Relay Panel + S9V2

\*\*Nexia® controls are: TCONT624AS42DA, TCONT824AS52DA/B, TCONT850AC52UA, TZONE950AC52ZA, TZON1050AC52ZA

\*\*\* XV95 Furnace eligibility is only applicable to states requiring 97% AFUE.

Substitutions using American Standard components are not allowed and will not be reimbursed.

Products are eligible based on availability and must be sold/installed/claimed during the promotion period.  
 Eligibility is based upon use of Trane products.  
 At least one Nexia™ Comfort Control must be included with each system/product purchase. The finance program for each eligible Trane product/system are listed below.

TCS Prime and Premier Dealers	0% APR/60 Months Plan Code 3529				0% APR/48 Months Plan Code 3527				0% APR/36 Months Plan Code 3525				0% APR/24 Months Plan Code 3523			
	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by IWD	Discount Rate Points Reimbursed by Trane	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by IWD	Discount Rate Points Reimbursed by Trane	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by IWD	Discount Rate Points Reimbursed by Trane	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by IWD	Discount Rate Points Reimbursed by Trane
Consumer Promotion Rates	16.15%	9.06%	3.55%	3.55%	14.18%	7.09%	3.55%	3.55%	12.41%	6.21%	3.10%	3.10%	10.06%	5.03%	2.52%	2.52%

Trane Dealers	0% APR/60 Months Plan Code 3529				0% APR/48 Months Plan Code 3527				0% APR/36 Months Plan Code 3525				0% APR/24 Months Plan Code 3523			
	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by IWD	Discount Rate Points Reimbursed by Trane	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by IWD	Discount Rate Points Reimbursed by Trane	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by IWD	Discount Rate Points Reimbursed by Trane	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by IWD	Discount Rate Points Reimbursed by Trane
Consumer Promotion Rates	17.15%	11.06%	3.05%	3.05%	15.18%	9.09%	3.05%	3.05%	13.41%	8.21%	2.60%	2.60%	11.06%	7.03%	2.02%	2.02%

TCS Prime and Premier Dealers	0% APR/72 Months Plan Code 2637			
	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by IWD	Discount Rate Points Reimbursed by Trane
Consumer Promotion Rates	18.51%	11.41%	3.55%	3.55%


Trane Dealers	0% APR/72 Months Plan Code 2637			
	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by IWD	Discount Rate Points Reimbursed by Trane
Consumer Promotion Rates	19.51%	13.42%	3.05%	3.05%

See Exhibit C for available consumer rebate and the corresponding IWD and Trane contribution amounts. Homeowners may receive multiple rebates for each qualifying purchase per the equipment grid.

*Exhibit C*


<b>IWD's: Contribution Amounts for Dealer/IWD/Trane</b>				
<b>Model Family</b>	<b>Rebate</b>	<b>Dealer Contribution</b>	<b>IWD Contribution</b>	<b>Trane Contribution</b>
XV20i System	\$500	\$0	\$250	\$250
XV19 System	\$400	\$0	\$200	\$200
XV18 System	\$350	\$0	\$175	\$175
XL18i System	\$250	\$0	\$125	\$125
XL16i System	\$150	\$0	\$75	\$75
XR17 System	\$200	\$0	\$100	\$100
XR16 System	\$100	\$0	\$50	\$50
XL16c Packaged System	\$200	\$0	\$100	\$100
XL15c Packaged System	\$100	\$0	\$50	\$50

Exhibit D



Date: 09/13/2018

Transaction Type: Sale

Customer Account Number: 

Authorization Number: 015049

Ticket Number: 435345

Plan Number: 9999

Net amount of sale: \$1.00

Sales Person ID: sdfdsf

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**Cardholder Terms**

This transaction is under your Credit Card Agreement with Wells Fargo Bank, N.A. (the "Bank"). You give the Bank a purchase-money security interest in goods purchased in this transaction.

Regular Terms with regular payments: The Regular Rate is 28.99%.



Please see your Credit Card Agreement for credit costs and terms.

**SIGNATURE:** By signing below, you agree to be bound by the terms of your Credit Card Agreement and the Important Terms of your Credit Card Account including the Arbitration Agreement.

**ACKNOWLEDGEMENT:** You acknowledge receipt of the following documents at the time you opened your account:

- ✓Credit Card Agreement
- ✓Important Terms of Your Credit Card Account
- ✓Wells Fargo Retail Services Privacy Notice

Wells Fargo Health Advantage credit card | Notice: Posting of charges made to your credit card. Orthodontic services or treatments requiring custom products will be charged to your account immediately (prior to the complete delivery of these products or services). Other products and services will only be charged to your account when you have received the product or when the service has been completed.

Signature:  \_\_\_\_\_ or  \_\_\_\_\_

**LEGAL REQUIREMENTS FOR DISTRIBUTORS AND DEALERS**

**THIS DOCUMENT CONTAINS CONFIDENTIAL, PROPRIETARY OR TRADE SECRET INFORMATION OF TRANE U.S., INC. IT MAY NOT BE DISCLOSED TO ANY THIRD PARTY WITHOUT PRIOR WRITTEN CONSENT FROM TRANE U.S., INC. OR ITS AFFILIATES. DISTRIBUTOR/DEALER MAY BE LIABLE FOR ANY UNAUTHORIZED DISTRIBUTION.**

The information provided herein is considered confidential and proprietary information of Trane U.S., Inc., and its affiliates ("Trane"). It is provided for the sole purpose of permitting the recipient to promote Trane products and services. Recipient agrees to maintain the confidentiality of all proprietary, trade secret information, including confidential pricing data provided in this document. The Recipient hereby agrees that it will not at any time disclose this confidential information or material, in whole or in part, to any person or entity for any reason or purpose whatsoever, unless Trane gives its consent, in writing, to such disclosure, except as required by law. The agreement to maintain the confidentiality of this information extends to any employees, pre or future, involved in the work desired and who will have access to the information. These employees will hold the information in confidence in accordance with this agreement and use the information only in the performance of their employment. Recipient agrees to review this agreement and its terms with employees and will obtain their agreement with the terms of this agreement before providing them with any Trane confidential information.

**Amendments, Modifications, or Exceptions**

Trane reserves the right to amend, modify, or cancel the program, or any portion at any time. Amendments are not effective unless they are published by Trane in formal Guidelines or are signed by an authorized Trane representative. Any exceptions to the program guidelines must be approved in writing by an authorized Trane representative.

**No Other Obligation**

Trane shall have no fiduciary duties or other special duties of any kind to any Distributor/Dealer under the program other than as expressly set forth in these guidelines.

**Legal Liability**

By participating in this program, each participating Distributor/Dealer warrants that its marketing programs and initiatives are in compliance with all antitrust pricing laws and federal/state/local regulations. Trane does not undertake any legal responsibility for the local management and execution of their marketing programs.

**Document Retention**

It is the Distributor's/Dealer's responsibility to maintain copies of supporting documentation and claim reimbursement paperwork for a minimum of 24 months after reimbursement. Prior to implementing any change in your record retention policies, please consult with your accountant and attorney to determine whether you need to retain these records for other business or legal purposes.

**Claims Auditing**

All reimbursements under the program are subject to audit. If reimbursement is received on any claim that is later determined to be ineligible, the Distributors/Dealers account will be debited in the amount of the ineligible claim plus reasonable and customary expenses incurred for conducting the audit.

**Program Violation**

Violation of these guidelines may result in termination of the applicable Distributor Agreement or Dealer Sales Agreement or any portion thereof, including but not limited to an immediate revocation of any and all rights to use or display Trane intellectual property (logo's, trademarks, creative).

**Financial Status**

Eligibility for program and reimbursements are contingent upon Distributor/Dealer having an executing Distributor Agreement or Dealer Sales Agreement on file and their account being active and in good standing/current as determined solely by Trane.

**Privacy Policy Disclosure Statement**

As part of this program and within Trane's sole discretion, Trane collects various information to support its development and delivery of quality products, services, and programs to its consumers. In order to ensure that Trane programs are provided and that proper quality in service is achieved, Trane may from time to time directly contact homeowners who purchase Trane products or services to survey customer satisfaction, to evaluate homeowner's reactions to an interest in Trane products and services, and to conduct research activities. These surveys are a result of such things as independent dealer programs, product registrations, extended warranties, etc. and may be provided to you for the homeowner's future purchase of Trane products and services. Any information received or obtained by Trane will be held in accordance with Trane's privacy policy, which may be obtained at [www.trane.com](http://www.trane.com). Trane may from time to time also directly contact homeowners when requested by the homeowner, when required by contract or law, or when a registered homeowner has not received all available coverage for its Trane products.

**Termination** This sales plan is subject to termination or modification at any time by Trane.