GERSTER EQUIPMENT COMPANY

NEVER STOPPING. NEVER SETTLING.

Welcome to the National Retail Sales Club Spring Kick-Off Meeting

TRANE®

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April 4 ***Rochester***

April 5 ***Syracuse***

April 10 ***Erie***

April 12 ***Buffalo***

Jay Seitz

Trane Regional Manager

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Agenda

- GEC Update
- Marketing/Advertising Update
- Trane Spring Consumer Promotion
- Product Overview
- Awards
- National Retail Sales Club
- SPIFF Check Distribution

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- **The Buffalo Office has a new home!**
  - 435 Lawrence Bell Drive
  - Located right across the street from our warehouse at 90 Curtwright

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- **What We Learned**
  - When you move in December, it will be on the coldest day of the year

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- **What We Learned**
  - You will work out of boxes for a lot longer than expected…..right, Paul?

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- **What We Learned**
  - Picking out new stuff is pretty cool!
    - New furniture, paint, carpeting, copy machine, server….

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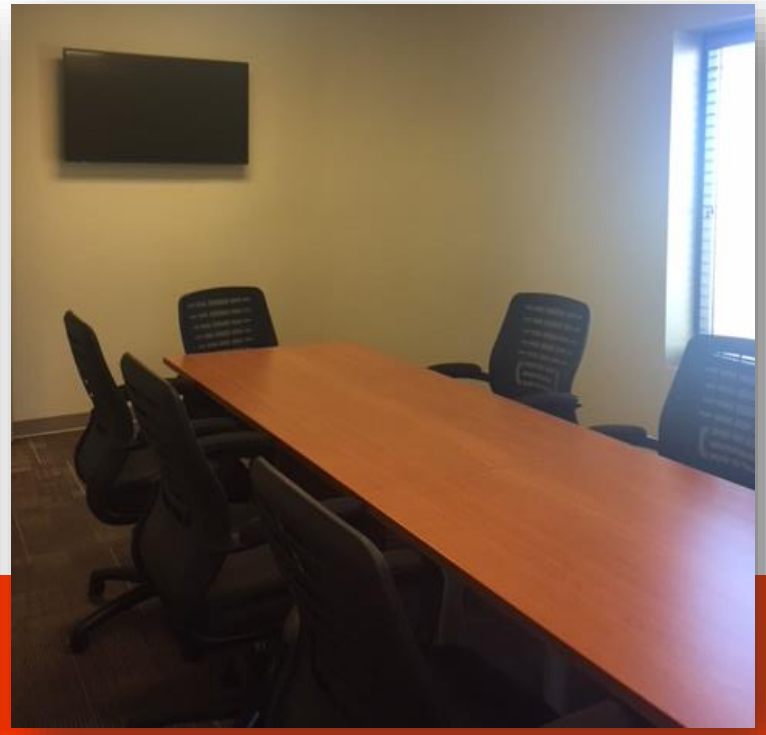
- **What We Learned**
  - You eventually get to the fun part….the finishing touches!
    - Check out our new Training Room and Conference Room
    - Have we mentioned we're setting up our new Parts Store?



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- **We added a Parts Store to our 90 Curtwright warehouse**
  - Grand Opening is scheduled for May 10th, but we have a full supply of parts right now!
  - We are in the Parts and Supplies business in both Buffalo and Syracuse, and we'd love for you to give us a try if you haven't already
    - We're competitively priced with good availability and technical support
    - You earn Co-op/DAC/Trip Credits on all your parts & supplies purchases

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Now Sells Parts and Supplies!

We have Parts Stores in Buffalo AND Syracuse:

Buffalo 716-650-4887
90 Curtwright, Williamsville, NY 14221
Parts@gersterequipment.com

Syracuse 315-373-0332
101 Oliva Drive, Syracuse, NY 13211
PartsSyr@gersterequipment.com

- ✓ Competitive Pricing
- ✓ Good Availability
- ✓ Technical Support
- ✓ Knowledgeable
- ✓ Hassle-Free Warranty Parts Administration
- ✓ Co-op/DAC Fund Accrual for Res DSA Dealers
- ✓ Trip Credit Accrual for Res DSA Dealers and Light Commercial Dealers

Give us a call today for all your parts and supplies needs!

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The most important thing that we learned……we have a great team and we love what we do!!!

John Fetes

Counter Sales - Buffalo

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Contact Information

Main Office - Buffalo
435 Lawrence Bell Drive – Suite 13
Williamsville, NY 14221
Main Phone: 716-650-4887
Parts: 716-458-1118
Equipment: 716-626-7540
Fax: 716-634-2026

Syracuse Branch
101 Oliva Drive
Syracuse, NY 13211
Main Phone: 315-373-0332
Fax: 315-214-4422

Paul Mikida
President
716-818-6302 cell
Paul.Mikida@gersterequipment.com

Cheryl Maciolek
General Manager
716-818-9698 cell
Cheryl.Maciolek@gersterequipment.com

Mick Diebold
Light Commercial Specialist/TM
716-818-3644 cell
Mick.Diebold@gersterequipment.com

Mark Sommers
Field Service Representative
716-818-6228 cell
Mark.Sommers@gersterequipment.com

Maureen Jacobs
Order Administrator – Buffalo
716-626-7540 desk
Maureen.Jacobs@gersterequipment.com

Linda Sattelberg
Accounting Administrator
716-626-7542 desk
Linda.Sattelberg@gersterequipment.com

Tony Comfort
Warehouse Manager/Parts
716-969-2064 cell
Tony.Comfort@gersterequipment.com

Tim Daniels
Driver/Warehouse Assistant
716-818-6218 cell
Tim.Daniels@gersterequipment.com

Jeff Kulpa
Territory Manager
716-225-6365 cell
Jeff.Kulpa@gersterequipment.com

John Fetes
Counter Sales
716-458-1118
John.Fetes@gersterequipment.com

Paul Metz
Syracuse Branch Manager
315-748-0554 cell
Paul.Metz@gersterequipment.com

Chris Van Brunt
Syracuse Counter Sales
315-415-6493 cell
Christopher.Vanbrunt@gersterequipment.com

Rob Higgs
Syracuse Territory Manager
585-261-2534 cell
Rob.Higgs@gersterequipment.com

Syracuse Driver
315-816-7183 cell

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Email Groups to Better Serve You!

We have set up several email groups, which are monitored by more than one person. Which means you will get a quicker response!

For equipment and parts orders, co-op submissions and preapproval requests, and marketing questions, please use the email addresses listed below.

Important Email Addresses

Orders Buffalo – orders@gersterequipment.com

Orders Syracuse – orders-SYR@gersterequipment.com

Parts Buffalo – parts@gersterequipment.com

Parts Syracuse - partsSyr@gersterequipment.com

Co-op Submissions/Preapproval Requests – co-op@gersterequipment.com

Marketing Questions – marketing@gersterequipment.com

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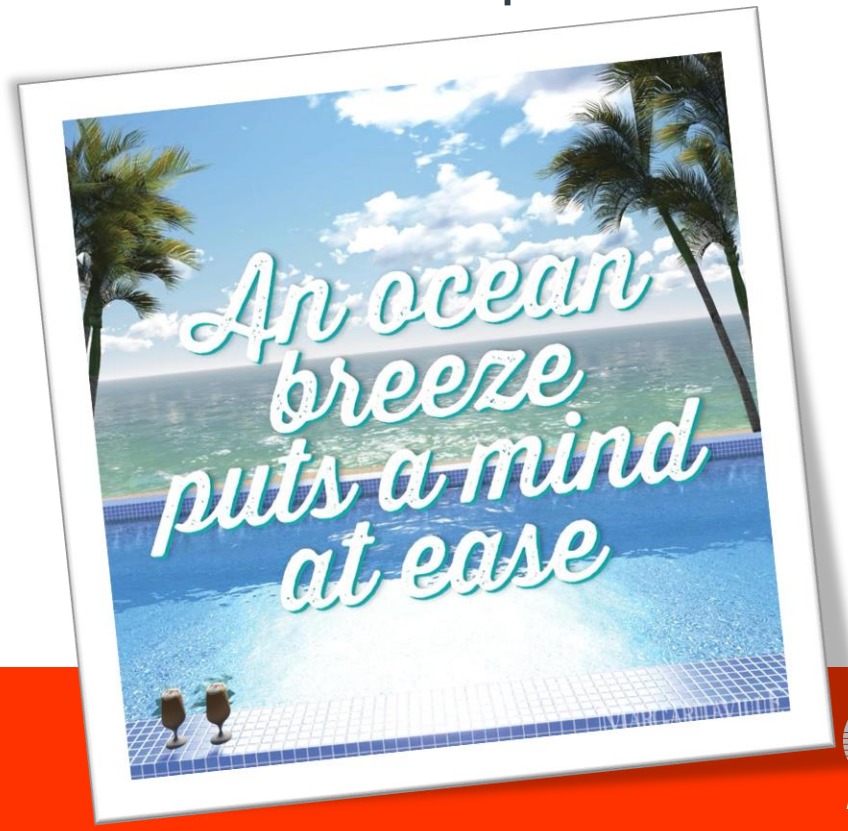
GEC Dealer Trip 2018 – Riviera Maya

Dealer Trip Wrap-Up

- We had a fantastic group attend – thank you!
- Our goal was "Fun & Relaxation"
- You are already earning trip credits toward the 2020 Dealer Trip
  - Trane Equipment
  - Parts
  - Supplies
  - Check your Trip Statement each month!



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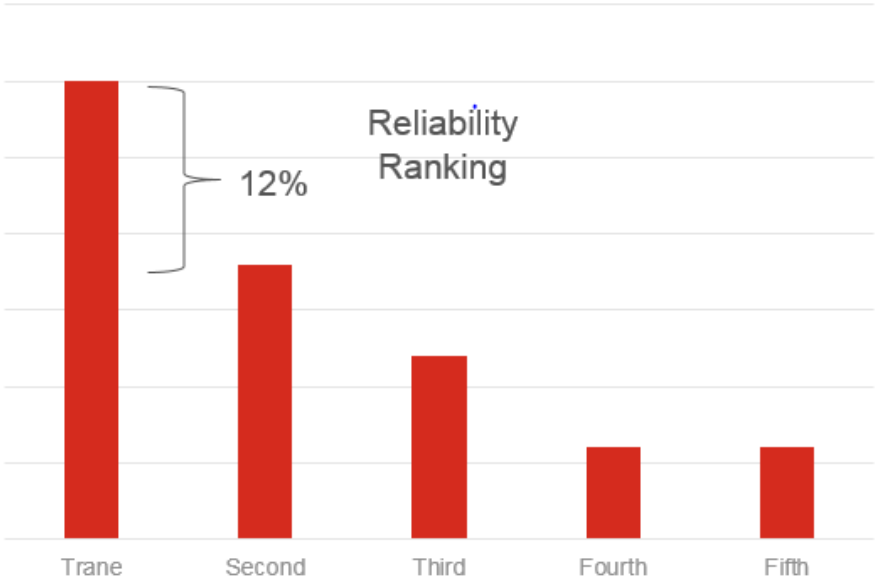
Brand Leadership



Q: Which one of the following central heating and air conditioning brands has the most reliable equipment? Note: Not all brands studied in 2016 were studied in 2014.

Consumer Research completed confirmed that Trane continues to be the **MOST RELIABLE** heating and cooling brand.

The research also confirmed:

- Most Reliable Equipment
- Highest Brand Preference
- Highest Satisfaction of all brands
- "America's Most Trusted HVAC System 4 Years in a Row"*

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2017 TV Recap

Plan

- National Cable / Online Video Mix
- Flight Dates:
  - 9/4/17 – 9/24/17
  - 10/2/17 – 10/15/17
  - 10/23/17 – 11/12/17

Results

National Television:

- Planned Impressions: 118,189,596
- Actual Impressions: 118,597,342
- Programmatic TV (PTV) over-delivered by ~10%

Video:

- 73% Video completion rate (VCR)
- 8,621,818 video completions (100% viewed)
- 18,274,347 impressions
- 30,484 Landing page visits

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Evolution of Never Stopping. Never Settling.

National TV Campaign

- In 2017, we embarked on a journey to tell the Trane Story in a new and emotionally powerful way. Our TV campaign focused on our commitment to continuously pushing the boundaries and advancing the possibilities of what HVAC can be and do. Our campaign results speak for themselves and we've been very encouraged by the favorable reaction to our "Go" and "Forward" commercials.

- What's next?
  - Additional TV commercial in 2018 – *set to run in the Spring*
    - Expectations to maintain Unaided awareness and brand preference
  - Additional creative for dealer usage built on the Never Stopping Never Settling campaign

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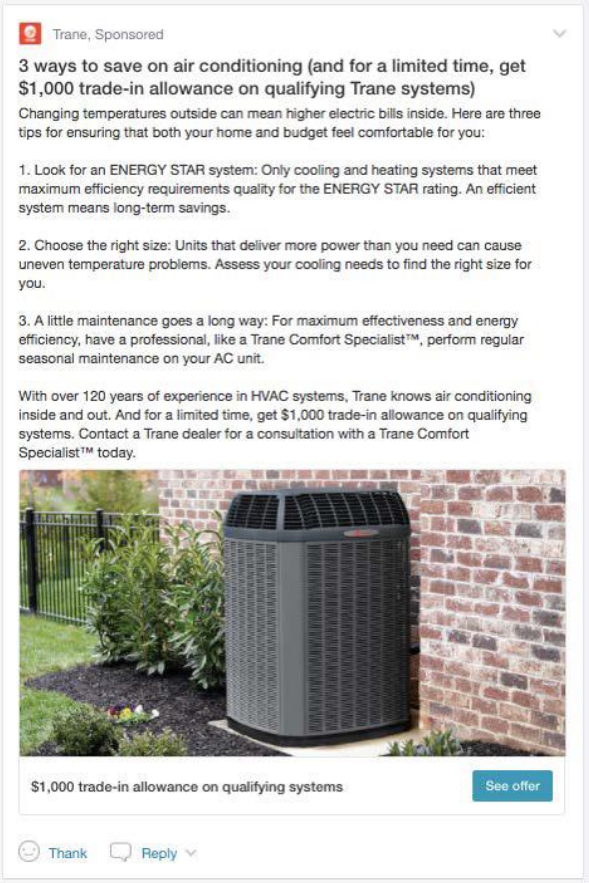
2017 Digital Campaigns



Results

Northeast Heavy-Up:

- Significant improvement in both brand favorability and perception about the reliability, testing, and quietness of our products

NextDoor Test:

- Exceeded platform benchmark for positive brand sentiment with 96% favorability – well above 80% standard

Mobile Test:

- Drove substantial improvement in Brand Awareness and Purchase Consideration

Evolution of Never Stopping. Never Settling.

Trane Proud

We have created videos featuring Trane employees who spoke with us about their jobs at each of our assembly plants (AR, GA, TX, and NJ). We will share the Trane Proud stories on various websites and social media platforms serving members of the HVAC community.

In 2018, we will embark on similar focused videos highlighting our Dealers and what makes them Trane Proud!

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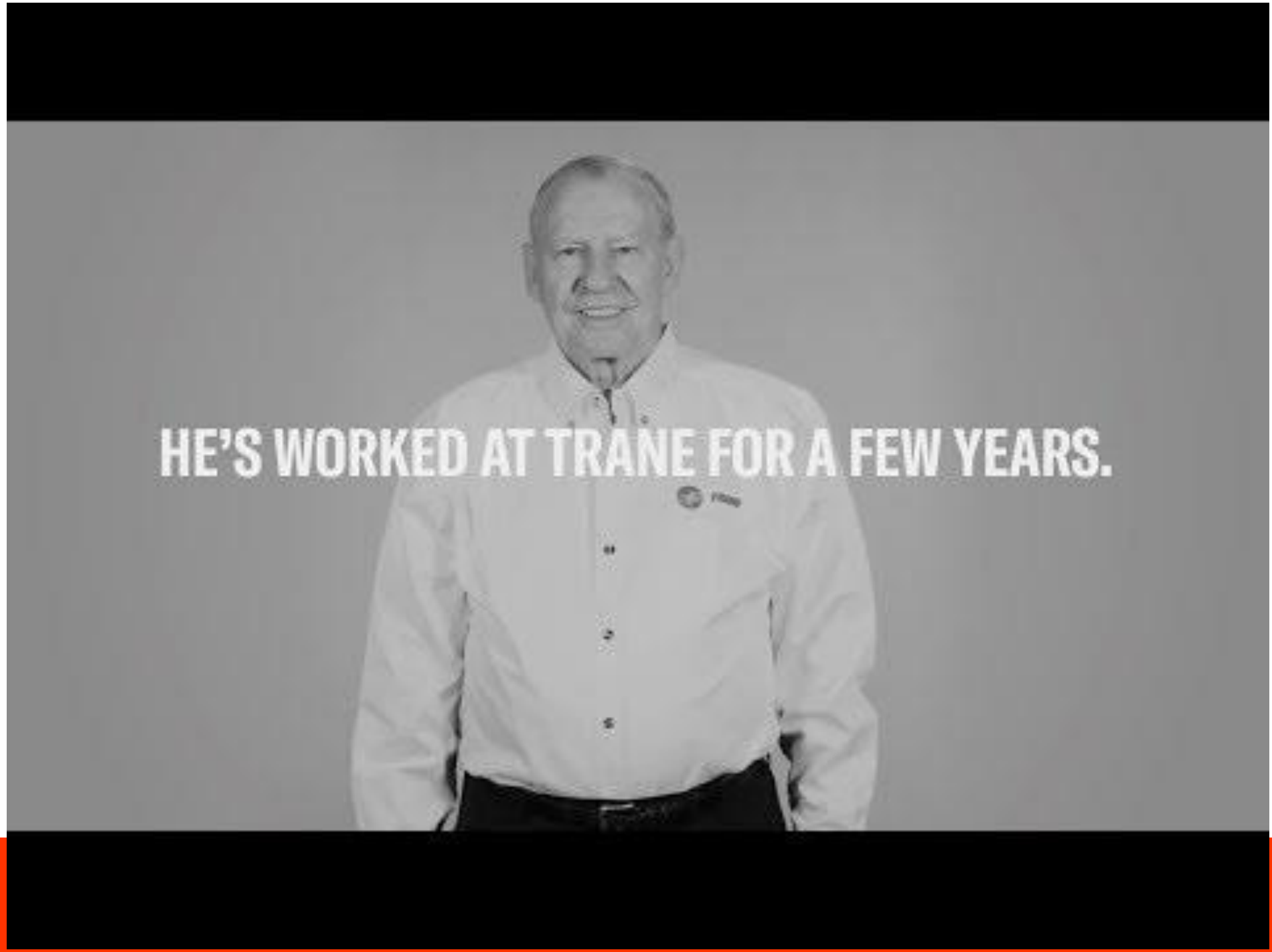

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2018 Brand Objectives

- Evolution of our National Brand Campaign
  - Brand content/asset creation (update with fresh and consistent brand imagery)
- Enhancements to our Trane Website
  - Evolve into a more Brand-focused presence providing a better overall consumer experience
- Amplify our partnership with St. Jude
- Social initiatives
  - Engage the brand's social audiences and channel partners in communications linked directly to a seasonal social or promotional campaign
- Trane Proud – Highlighting our dealer network

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KEY TAKEAWAYS

Engage, participate, and utilize the Brand:

1. To download our new Logo/Tagline:
   - Please visit - Newtranelogo.com
2. Visit MAX for all updated Brand creative including:
   - Product imagery
   - Video library
   - Campaign creative templates
- Highlight Trane Proud videos locally

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DEALER LOGO TRANSITION AND COOP

July 2017 – July 2018

Claims; Approve old and new logos, provide link to new logo

Pre-approvals; Approve old and new logos, include coaching comments, provide link to new logo

August 2018 – December 2018

Claims; Approve old logo as one-time exception, include coaching comments. Provide link to new logo.

After August 2018

Pre-approvals; Deny pre-approval requests with old logo, provide link to new logo.

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GEC

Ad Club

TARGETING

Working Better Together

Goals & Strategies

- Target homeowners with children age 35-54 or empty nesters
- Efficiently promote individual dealers within their local marketing area
- Target consumers across both traditional television and online
  - Cable TV (TWC/Spectrum Reach)

- Spring Campaign is scheduled to start April 9th
  - TV
    - HGTV, History, CNN, Discovery, Fox News, TBS, ESPN, and FX (varies slightly by zone…each zone is purchased separately)
  - Digital
    - Content targeted banner ad, keyword, and look alike targeted digital campaign
      - Geotargeted as well

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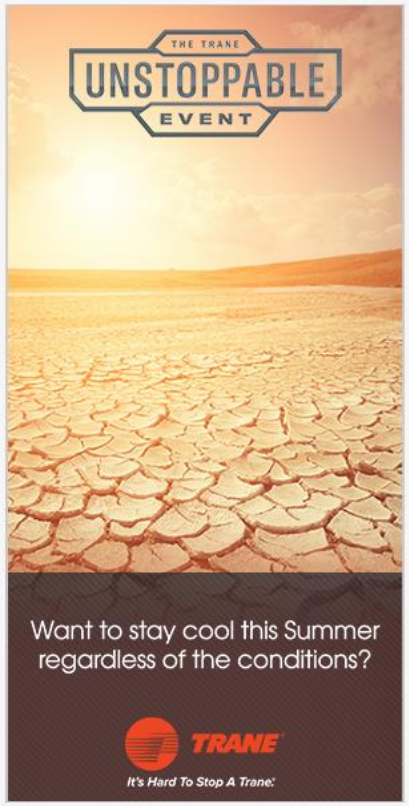
Banner Ads

300x600



160x600

300x250

336x280

320x50

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- Premium Tier Ad Club Dealers
  - Taggables will be tied to HGTV programming and will run across networks
    - Good Bones Season 5/14 – 6/28
    - House Hunters 8/13-10/7

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Agenda

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THE TRANE

UNSTOPPABLE

EVENT

IT'S TIME TO BRING

HOME UNSTOPPABLE.

TRANE

It's Hard To Stop A Trane.®

THE TRANE

UNSTOPPABLE EVENT

IT'S TIME TO BRING HOME UNSTOPPABLE.

TRANE®

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Buy a qualifying system and choose

0% APR for 48 months* OR $1,000 trade-in allowance** on qualifying systems.

*Call 1-888-653-0051 for details about credit costs and terms. For new accounts, the APR for purchase is 28.99%. Subject to credit approval. Offer expires 5/31/2018.

Spring Consumer Promotion

- This consumer program is intended to drive Trane sales growth above 2017 levels
- Additionally, consumers can choose between strong financing offers OR trade-in allowances when they complete early, pre-season purchases of Trane systems

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Spring Consumer Promotion

- Effective Period
  - Purchase/Sales Date/Wells Fargo Approval-Application: March 15 - May 31, 2018
  - Installation/Funding from Wells Fargo: March 15 – June 15, 2018
  - Submission via Trane Promotional Claim Center (TPCC): March 15 – June 30, 2018

Claim Submission must be completed within 30 days from the date of sale to be eligible!!!

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Trane Qualifying Equipment: Eligible System Combinations for 2018 Spring Promotion

Trade-In Allowance	Outdoor Unit		Furnace								Air Handler		Required Control
$1,000	XV20i System 4TTV0; 4TWV0	+	S Series* S9V2; S9V2-VS	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C						TAM9; TEM8	+	Trane Nexia® Control**
$800	XV18 System 4TTV8; 4TWV8		S Series* S9V2; S9V2-VS	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C						TAM9; TEM8		
$500	XL18i System 4TTX8; 4TWX8		S Series S9V2; S9V2-VS; S9X2	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C	XV95*** TUH2-V; TDH2-V	XV80 TUD2-V; TDD2-V				TAM9; TAM8; TAM7; GAM5; TEM8; TEM6		
$300	XL16i System 4TTX6; 4TWX6		S Series S9V2; S9V2-VS; S9X2	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C	XV95*** TUH2-V; TDH2-V	XT80 TUD1-H; TDD1-H	XT95 TUH1-H; TDH1-H	XV80 TUD2-V; TDD2-V	OR	TAM9; TAM8; TAM7; GAM5; TEM8; TEM6		
$450	XR17 System 4TTR7; 4TWR7		S Series S9V2; S9V2-VS; S9X2	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C	XV95*** TUH2-V; TDH2-V	XV80 TUD2-V; TDD2-V				TAM9; TAM8; TAM7; GAM5; TEM8; TEM6		
$250	XR16 System 4TTR6; 4TTL6; 4TWR6		S Series S9V2; S9V2-VS; S9X2	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C	XV95*** TUH2-V; TDH2-V	XT80 TUD1-H; TDD1-H	XT95 TUH1-H; TDH1-H	XV80 TUD2-V; TDD2-V		TAM9; TAM8; TAM7; GAM5; TAM4; GAF2; TEM8; TEM6		
$100	XR15** 4TWR5		S Series S9V2; S9V2-VS; S9X2	XC95(m) TUHM; TDHM	XC80 TUD2-C; TDD2-C	XV95*** TUH2-V; TDH2-V	XT80 TUD1-H; TDD1-H	XT95 TUH1-H; TDH1-H	XV80 TUD2-V; TDD2-V		TAM9; TAM8; TAM7; GAM5; TAM4; GAF2; TEM8; TEM6		Any Stat purchased at a Trane Parts Store/ Distributor

***Receive $150 Bonus on XR15 System if Nexia® thermostat is included in system purchase.**

Trane Qualifying Equipment: Eligible Components for 2018 Spring Promotion

	Packaged Units		Required Control
	Must combine Packaged System and Nexia® control to be eligible for offer.		
$450	XL16c Packaged Units 4YCZ6; 4WCZ6; 4DCZ6	+	Trane Nexia® Control**
$200	XL15c Packaged Units 4WCY5; 4YCY5; 4TCY5		
$200	XL14c Packaged Units 4DCY4		

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

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

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

**Nexia® controls are: TCONT624AS42DA, TCONT824AS52DA, 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.

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DEALER Reimbursement Schedule
FOR IWD CHANNEL

Products are eligible based on availability and must be sold/installed/claimed during the effective period.
The finance program for each eligible Trane product/system are listed below.

Prime and Premier Dealer Rates	*0% APR/72 Months (Plan Code 3431)*				*0% APR/60 Months (Plan Code 3425)*				*0% APR/48 Months (Plan Code 3410)*				*0% APR/24 Months (Plan Code 3408)*			
	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	17.25%	10.57%	3.34%	3.34%	15.10%	8.42%	3.34%	3.34%	13.34%	6.67%	3.34%	3.34%	9.64%	4.82%	2.41%	2.41%

	0% APR/60 Months (Plan Code 3425)				*0% APR/48 Months (Plan Code 3410)*				*0% APR/24 Months (Plan Code 3408)*			
	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	16.10%	10.42%	2.84%	2.84%	14.34%	8.67%	2.84%	2.84%	10.64%	6.82%	1.91%	1.91%

Spring Consumer Promotion

Maximum Financing Reimbursement Per System		
Qualifying System	**Maximum Dealer Financing Reimbursement**	
XV20 Systsem	$	1,260
XV18 System	$	1,125
XL18i System	$	1,050
XL16i System	$	1,000
XR17 System	$	990
XR 16 System	$	720
XR15 System	$	648
XL16c System	$	810
XL15c System	$	630
XL14c System	$	630

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Spring Consumer Promotion

- Dealer Administration Notes
  - Trade In Allowance
    - Dealer cost is 50%
    - Submit for reimbursement through TPCC
  - Financing
    - Must use National Promotion Specific Plan Codes
    - Dealer agrees to be debited discount rate in its entirety by Wells Fargo at time of funding. Submit for reimbursement through TPCC.

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Spring Consumer Promotion

- Dealer Administration Notes
  - You must claim all open programs against a sale at the same time
    - Claims will lock once payment is processed and will not be able to be changed to ensure eligibility for other prgrams
  - Use serial number found on the equipment
  - Do not submit anything until equipment is actually installed

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Spring Consumer Promotion

- Advertising
  - Must follow all regulatory guidelines and disclaimers when advertising financing or promotional offers
    - In sales plan and always in Wells Fargo Resource Guide
  - Preapproval is strongly encouraged!
    - DIY on MAX
    - Submit via www.gersterequipment.com
    - Email to co-op@gersterequipment.com

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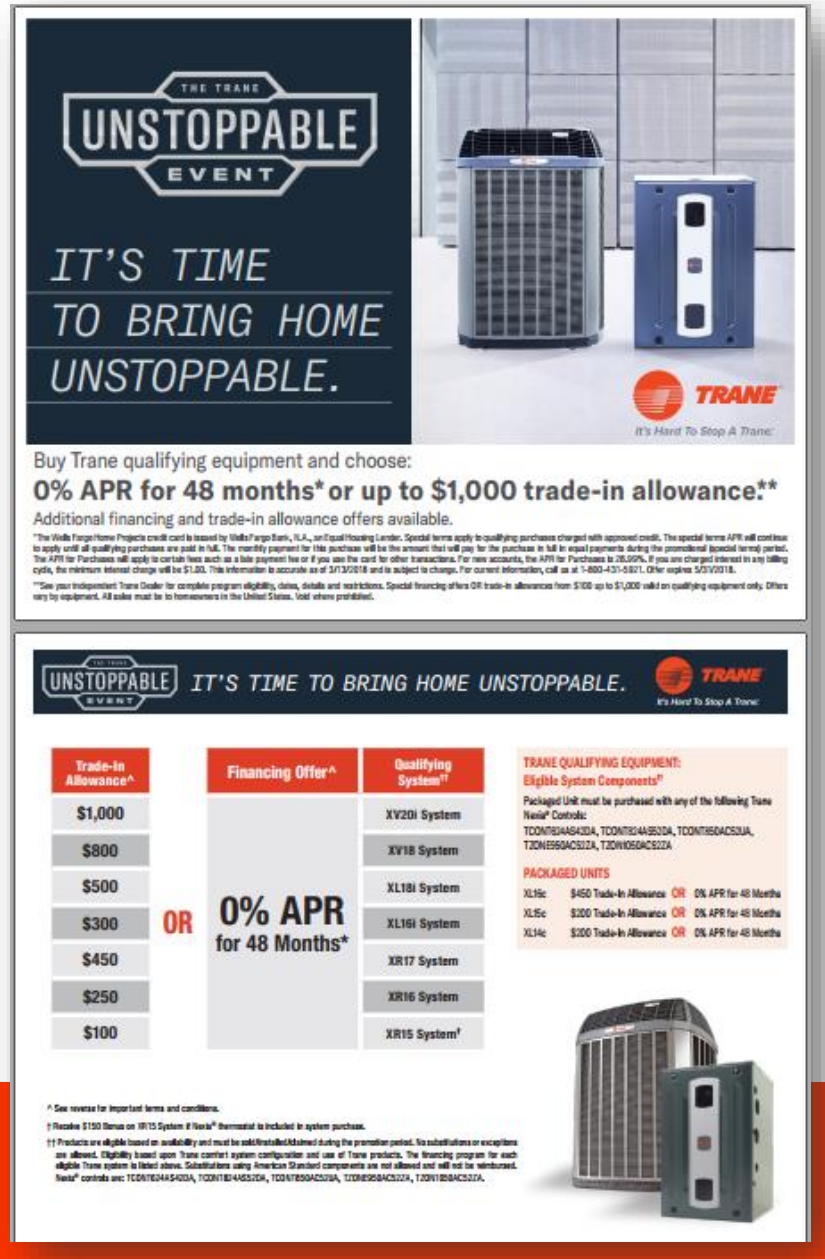
Spring Consumer Promotion

- Laminated Kitchen Table Sell Sheet to help communicate the offer to the consumer
- If you need another copy, let me know



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Spring Consumer Promotion

- Dealer Guide for you and your office staff to use for reference
- If you need another copy, let me know

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Spring Consumer Promotion

Please leave one signed copy per dealership here today!

Exhibit 1 - Trane Dealer Participation Agreement

We agree to participate in the consumer offers as defined in this Sales Plan. We understand that each homeowner may select **only one** of the program options to participate in. We understand we will be billed for a claim in its entirety if it is found multiple program options were used in a single sale.

We agree to offer and deduct from the sales price the full instant trade-in allowance amount at the time of purchase.

We agree to process all claims through the Trane Promotional Claim Center following the guidelines as defined in this Sales Plan.

We agree to manage the program deadlines and understand that extensions to these dates will not be granted.

We understand that it must be communicated to the consumer at the time of purchase that the program financing rates apply only to ***Trane qualifying equipment*** and will not apply to any incremental purchases/charges placed on their Wells Fargo credit card.

By executing this agreement, I agree to abide by and honor the terms and conditions of the Trane 2018 Spring Consumer Offer (SP810C/SP811C) including submitting for claims as defined in this Sales Plan.

Authorized Signature: _____

Name & Title Printed: _____

Dealership: _____

Date: _____

Distributor Contact for Dealer Questions: Cheryl Maciolek

Please email this form to Gerster Equipment Company:
Marketing@GersterEquipment.com

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- *Most Trusted Brand*
- *New Trane Logo*
- *Updated Brand Creative*
- *Trane Proud Videos*
- *Spring Consumer Promotion*

TRANE
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Four Strategic Priorities

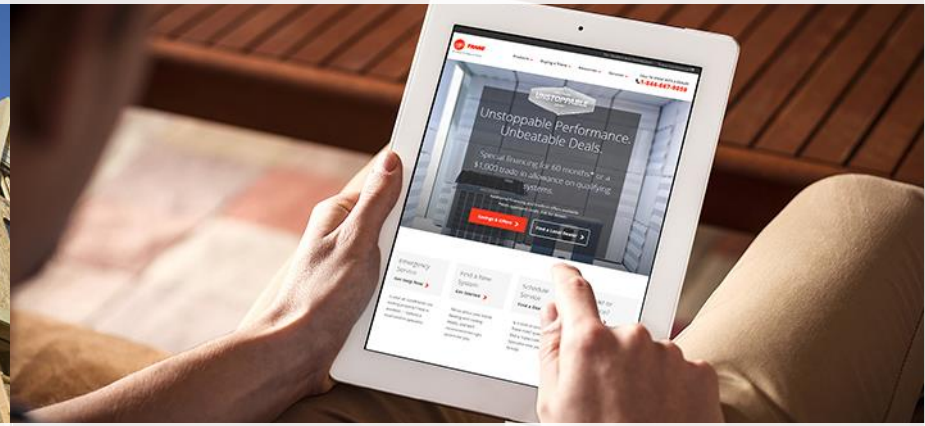
Our vision supports dealer success:

The undisputed first choice for living and work spaces by delivering the best experience.

Best Equipment/Parts & Availability

Own Replacement Market

Residential New Construction/Non-owner Occupied



Lead Digital

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Industry Overview

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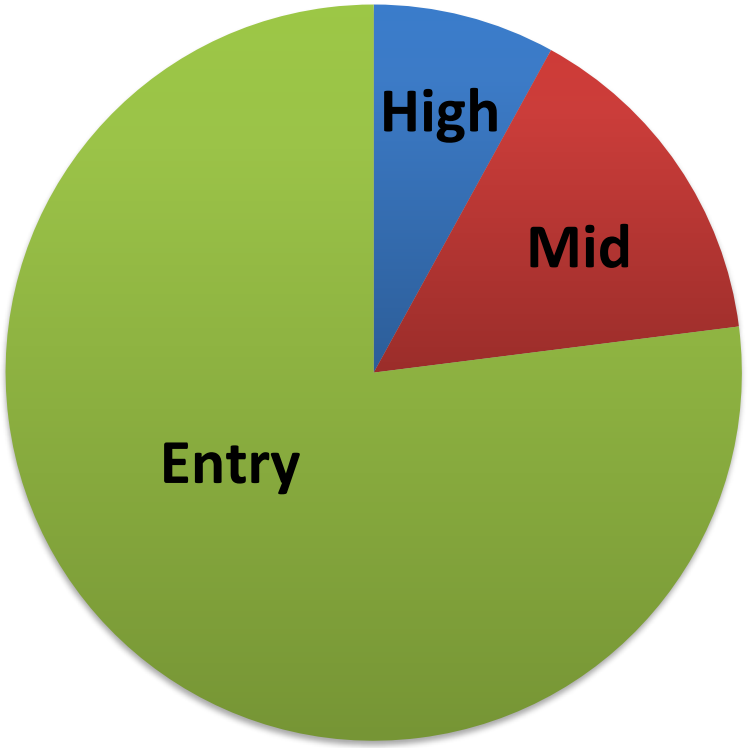
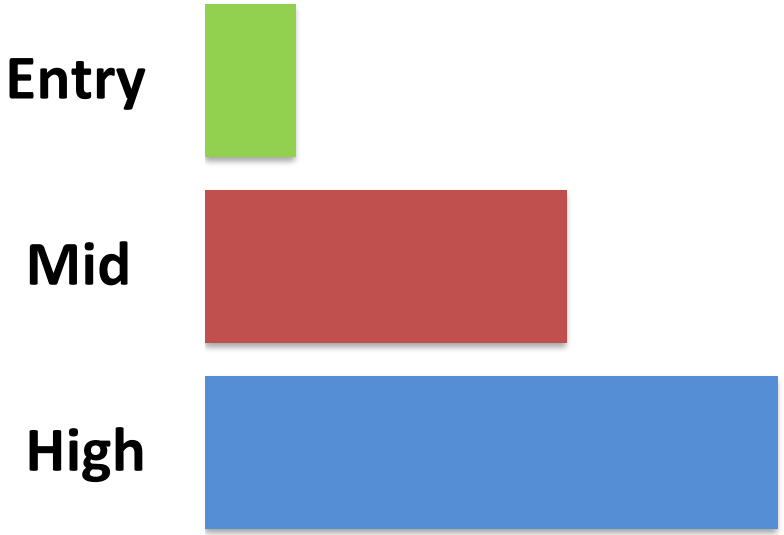
Industry Mix

% of Market (CBUs)



Minimum efficiency is the majority…

Industry Growth %



…but high efficiency is growing rapidly

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TrueComfort™
Variable Speed

Ameristar™
Entry Level

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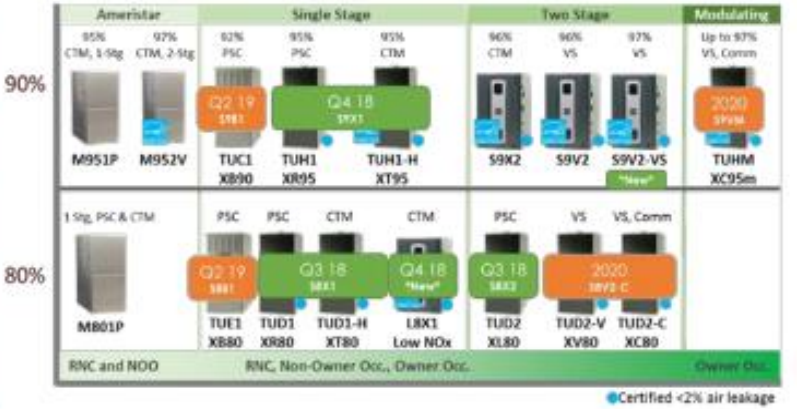
Project Name	Portfolio	First Ship
14 SEER Single Stage Side Discharge	Heat Pump	1Q18
Compact Z-Wave Bridge - Gen 6	Nexia	2Q18
Wireless Indoor Sensor	Nexia	2Q18
Metallica TEM	Air Handlers	2Q18
Variable Speed Side Discharge HP	Heat Pump	2Q18
RNC Low Cost Ventilator	Accessories	2Q18
Access Door Project	Accessories	3Q18
80% S-Line Furnaces (S8X1/X2)	Furnace	3Q18
90% S-Line Furnaces (single stage)	Furnace	4Q18



PRODUCT PIPELINE

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NEVER STOPPING.
NEVER SETTLING.

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2018 Air Conditioner and Heat Pump Overview

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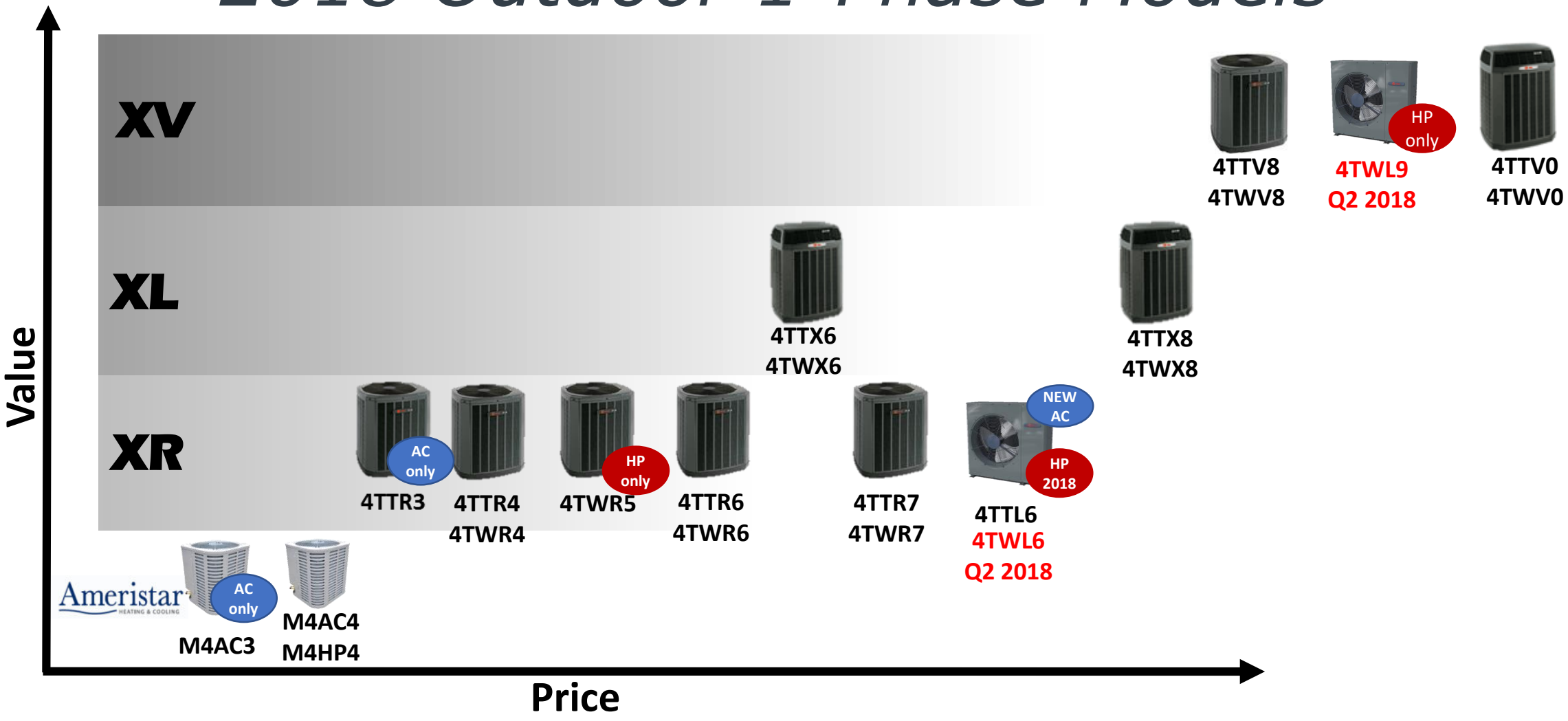
2018 Outdoor 1-Phase Models



A complete line of Split Systems to serve all Market Segments

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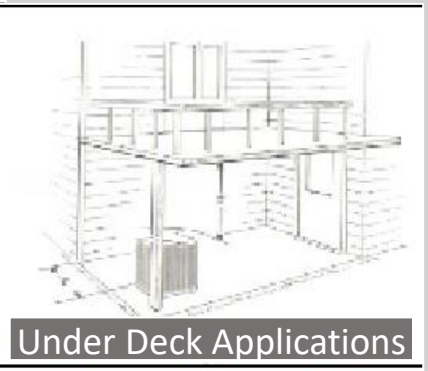
New Low Profile Side Discharge AC

Key Features

- Produced in our Tyler, TX plant
- 1.5 thru 5 ton AC models
- Single stage Climatuff™ scroll compressor
- Copper tube and aluminum fin coil
- AC with Coil only meets SW region minimum 14 SEER and 12.2/11.7 EER
- 70-73 dBA sound levels
- 10 Yr Registered Limited Warranty

Application Examples

- Zero Lot Line
- Multi-family/Condos
- Roof Tops
- Under decks
- Row-homes
- Anywhere space constraints make vertical discharge units impractical



- Our **draw-through design** is superior to competitive blow-through designs:
- No recirculation
- No staining of your home
- Dirt and debris are not drawn into the unit *(think: lawnmower)*
- Coil is more easily cleaned

3 Phase AC/HP models (3-4-5 ton) Planned for Q4 2018

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New XV19 & XR16 Low Profile Side Discharge Ducted Heat Pumps

	XV19 TruComfort -4TWL9	XR16 - 4TWL6
Number of Speeds/Stages	500	1
Energy Efficiency	Up to 19.5 SEER / 11.5 HSPF	Up to 17 SEER / 10 HSPF
Rated Sound Levels (Max Speed)	55 to 65 dBA	69 to 74 dBA
Max Cabinet Depth	18 inches	18 Inches
Available Capacities	2.0-3.0-4.0-5.0 ton sizes	1.5 thru 5 ton sizes
Compressor	Climatuff Variable Speed	Climatuff Single Speed
Coil Heat Transfer Technology	Duratuff plate fin (Cu/Al)	Duratuff plate fin (Cu/Al)
Warranty	10/10/10	10/10/10
Assembly Location	Tyler, TX	Tyler, TX
First Production	April 2018	January 2018

Zero Lot Line Applications

Industry Leading Efficiency in both XV19 and XR16 Designs

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XV19 TruComfort Side Discharge Variable Speed Approved by City of Seattle Sound Manager!

Seattle Mechanical Code Requirement: 45 dBA nighttime, 55dBA daytime

- Startup Site Inspection by City of Seattle Sound Code Inspectors
- 4TWL9036 operating at Max Heating Speed - Sound measured 46.8 dB five feet from the unit!!!

Below is the team pic with the inspectors who approved our unit, from left to right – James Dasher (Noise specialist), myself, Drew, Dan Goodman (Manager for city of Seattle sound/mechanical system inspections) and Mark Alkire from Gensco

Ambient background noise was 43 db, XV19 added only 3.8 db!

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XV19 Rated Sound Levels (dBA)

	4TWL9024		4TWL9036		4TWL9048		4TWL9060	
Speed	Min	Max	Min	Max	Min	Max	Min	Max
Clg	44	50	43	48	47	54	50	56
Htg	45	49	44	49	44	52	48	57

Quiet Zero Lot Line Ducted Designs - Mitsubishi/Daikin No Longer Required!

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TruComfort AC & Dual Fuel System with S9V2 Gas Furnace

XV18,XV19,XV20i ✚ S9V2 Furnace ✚ Relay Panel ✚ XL850 or XL1050

All XV AC & Heat Pump Models

Will require IFC software change to current S9V2 furnace. "**BA**" in 13/14th digit of model number

Requires "C" version of the BAY24VPAC52D**C** Relay Panel

XL850 requires 3.0 software

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2018 Outdoor 3-Phase Lineup

XB cabinet phased out. All 3 phase models now in the XR cabinet design and color .

Full line of 3 Phase Air Conditioners and Heat Pumps to serve the light commercial HVAC market with Industry leading efficiency up to 18 SEER and 10 HSPF!

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KEY TAKEAWAYS

1. Our best suite of outdoor products in years!
2. New XR16 Side Discharge for Zero Lot Line applications.
3. XV19 Variable Speed Side Discharge provides our quietest ducted system Trane has ever produced!
4. We remain focused on delivering reliable and durable comfort systems to serve all product segments.

Thank You for Your Business

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Why Trane

TRANE®

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Trane Tough Protection

Split Systems: Outdoor

Weatherguard™ II top

- Withstands 1,440 hours of 194° desert heat
- Withstands 100 ft/lbs of impact in -35° Arctic cold
- Withstands a 300-pound load
- Withstands the impact of a 90 mph fastball

Duratuff™ basepan

- Molded-in color will not fade
- Withstands 135° 20-year accelerated heat test
- Won't crack, warp, corrode or rust
- Withstands an 800-pound load

Integrated steel cabinet

- Full coil protection
- G90 galvanized steel construction
- Interlocking seams create a tight fit and finish
- X-brace construction enhances cabinet stability
- Recessed screws, rounded edges and integrated panels make our outdoor products safe for any backyard

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Reliable Components

Climatuff® compressors

- Handle extreme operating conditions with ease
- Large volume shell offers an additional safety margin against slugging
- All-aluminum frame dissipates heat and reduces stress on its mounting springs
- Tight design specifications for every part

Trane air conditioners and heat pumps

- Quick and easy to install and service.
- All electrical and refrigerant controls are always in the same place.
- One easy-to-remove corner panel for instant access.

Spine Fin™

- A leak resistant design.
- Resistance to outdoor corrosion.
- A protective cabinet and a cleanable design.
- Continuous research and development

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U.S. Naval Research

U.S. Navy research testimony

In a corrosive environment (coastal or urban), heat exchanger performance can degrade quite rapidly. According to an unbiased study performed by the United States Navy Civil Engineering Laboratory, Naval Construction Battalion Center in Port Hueneme, California, evidence of the fact, and support of all-aluminum coils in such environments is presented. Technical Report #N-1560 observes that after 24 months, aluminum tube/aluminum fin, heat exchangers are performing 32% better than copper tube/aluminum fin units.

One conclusion of this research was that "uncoated aluminum tube/aluminum fin heat exchangers are more thermally efficient than the uncoated copper tube/aluminum fin heat exchangers after two-years of operation in a temperate marine environment."

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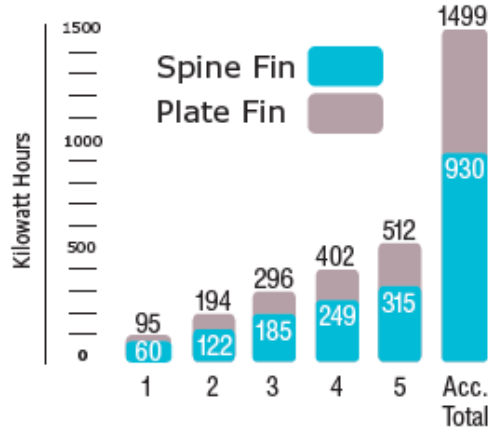
Purdue University Study

SPINE FIN™ TO PLATE FIN PERFORMANCE COMPARISON

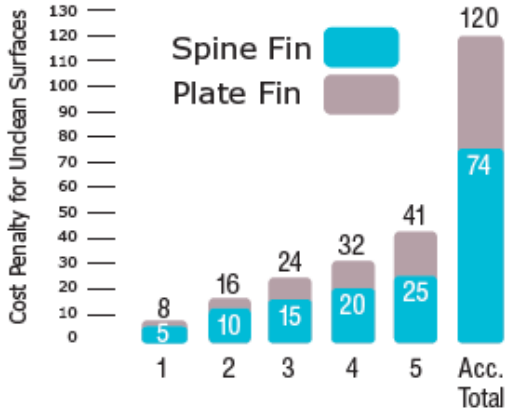
Energy Use Penalty due to contaminated condenser surfaces in 3-ton 10 SEER systems (1500 Hrs/Yr operation)

NOTE: *Energy use penalty is 61% higher for plate fin surface (cumulative over 5 years).*



Operating Cost Penalty for contaminated condenser surfaces in 3-ton 10 SEER systems

NOTE: *Performance degradation amounts to about 1.1% per year for Spine Fin, as compared to plate fin degradation of about 1.7% per year.*



Purdue University Study

A study conducted at the Ray Herrick Laboratories of Purdue University showed that a typical system's efficiency degrades twice as much with enhanced plate fin versus Spine Fin when a three- to four-year buildup of graded dust is present. Even in the event that Spine Fin is loaded with more particulate than enhanced plate fin, more system efficiency is retained with Spine Fin. This study proves the fact that surface loading and clogging are not typical to Spine Fin.

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Just in case the weather gets as bad in your town as it does every Tuesday & Wednesday in Tyler, TX

Take a look inside the System Chamber where conditions exceed industry standards as prescribed by ARI an ASHRAE, when the climate goes from 0°F to 125°F in 48 hours and repeats dozens of times.

Record Snowfall Boston,MA

The Trane Freezing Fog test is just one of the many ordeals every Trane must endure to make sure it lives up to your standards.

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2018 Air Handler Portfolio Overview

TRANE®

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Air Handler Summary

- **Broadest Offering in the Industry**
  - Hyperion™ is unique and a competitive advantage
  - Robust metal cabinet offering; similar to others…but better!
  - TMM4/5 & Ameristar for specific customer needs and application niches

- **Committed to improve on Trane's industry leading quality and reliability reputation**
  - Continued progress in Vidalia, GA (come visit the facility)
  - Expanding production capacity for 2018 season
    - ✓Adding additional Auto-brazer and Mass Spec
  - Strong focus on serviceability and installability

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Air Handler Product Overview

Type	Hyperion™	M Series	Ameristar™
Communicating Variable Speed	*New* TAM9 24v & Comm Launched Q2 2017	*New* TEM8 24v and Comm Launched Q2 2017	
Variable Speed Motor		TEM6	
Core	GAM5 TAM4	New TEM5 TEM4 TEM3: Phase Out: Q4 2017	*New* M4AH4 All Aluminum 13-14 SEER Series M4AH3 & M4AH4 Phase Out: Q2 2018
Multi-Family	GAF2	TMM5 TMM4 All Aluminum by Q1 2019	TMM5 TMM4 All Aluminum by Q1 2019

Commitment to Quality

- **Entire Air Handler Portfolio will feature all aluminum coils by Q1 2019**
  - Eliminating all mixed metals due to formicary corrosion
- **All IR manufactured air handler replacement coils are now aluminum**
  - Vidalia manufacturing consolidation and less material handling focus
- **Continuous improvements in brazing processes:**
  - Lower melting point braze rings reducing burn outs
  - Hair pin socket dimensional controls for improved braze joint consistency

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Commitment to Quality

- **Ongoing improvements to cabinet insulation application & adhesion**
- **Greater collaboration with TXV suppliers to improve designs, manufacturing processes, while sharing application learnings**
- **Focused efforts to reduce shipping damages:**
  - Lessen LTL shipments where possible
  - Improved LTL packaging & handling strategy
  - Ongoing packaging review & improvements

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Hyperion™ Premium Air Handlers

- **A True Competitive Differentiator**
  - Unique design delivers a better homeowner experience
  - Creates true reason to be a Trane Dealer
  - Robust feature set with many benefits to dealers

- **Epoxy Coated Coils showcases industry leadership**
  - Reduces “Dirty” Sock & White Powder call backs
  - Improved indoor air quality for homeowner

- **Driving to higher quality levels:**
  - Coil leak reductions thru braze process improvements
  - New cabinet sealing improvements started production in 02/15
    - ✓ Implemented thicker gaskets, as well as added new locations
    - ✓ BAYAHSEALKIT01A Kits
      - Covers all seal upgrades for legacy product

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Hyperion™ Air Handler
Competitive Advantages

Modular Design

Unique Appearance

Double Wall Cabinet

No Loose Fibers

Composite Materials

Vortica Blower

Side Return Capable

All Aluminum Coil

E E V

Sell-ability:

- **Double Wall Cabinet**
  - Cleanable Interior
- **No Loose Fibers**
- **No Sweating**
- **Less than 2% Air Leakage**
  - Keeps unwanted air out

Reliability:

- **All Aluminum Coil**
  - Eliminates Refrigerant Leaks/Corrosion
- **Electronic Expansion Valve (EEV)**
  - Provides Low Ambient, Loss of Charge
  - Restricted Air Flow Protection - Standard
- **Internal Controls/Board Protected**
  - Slide out Pocket

Install-ability:

- **Reduced Size**
  - Max Width 23.5”
  - Max Depth 21.6” (20.6 “ with doors removed)
- **Side Return Airflow**
- **4 Way Airflow**
- **Modular Design**

Service-ability:

- **Accessibility**
- **Slide Out Components**
- **Polarized plug connections**

Industry leading differentiation that delivers a better homeowner experience

M Series

New Product Introduction

Launching Q1-Q2 2018

TEM8
TEM6
TEM5
TEM4

Product Features Overview:

- **New metal Vortica™ blower motor housing**
- **Impacts entire TEM Series:**
  - TEM4, TEM5, TEM6 & TEM8
- **New model numbers for TEM4, TEM6 & TEM8**
  - 14th digit change
- **TEM4 introducing new 3.0 ton model with 18.5” width**
- **No change in performance**
- **New BAYHTR15 & BAYHTR35 heater models**
  - SKU reduction opportunity
- **Launching Q1-Q2 2018**

Ratings Performance With Single, Two-Stage & Variable Speed Outdoor Units

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M Series

New Product Introduction

Launching Q2 2018

TEM5

Product Features Overview:

- **More competitively priced systems ratings solutions**
- **Addressed non-VSPD 15-16 SEER ratings gaps**
  - Rated with these AC Model Families: 4TTR3, 4TTR4 & 4TTR6
  - Rated with these HP Model Families: 4TWR4, 4TWR5 & 4TWR6
- **Features non-VSPD X-13 CTM motor**
- **New blower motor housing for optimal performance**
- **1.5 – 5.0 tonnages**
- **23.5 Inch widths offered**
- **Multi-position / cooling & heating applications**
- **All aluminum coil**
- **Painted cabinet**
- **Compatible with existing electric heaters: BAYHTR15/35**
- **3 year non-registered / 10 year registered warranty**

Ratings Performance With Single & Two-Stage Outdoor Units

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Ameristar™ Air Handlers

New Product Introduction

Product Features Overview:

- **One consolidated M4AH4 air handler series**
  - Existing M4AH3 & M4AH4 To Be Phased Out by Q2 2018
- **All aluminum coil to address formicary corrosion**
- **1.5 – 5.0 tonnages offered**
- **Delivers primarily 13-14 SEER performance**
  - Higher SEER/EER/HSPF with ECM models + TXV kit
- **10 models total:**
  - 7 PSC motor: M4AH4P and 3 ECM Motor: M4AH4E
- **Multi-position / cooling & heating applications**
- **Factory installed fixed orifice**
  - R-410A & R-22 TXV Kits Available
- **Painted metal cabinet**
- **Compatible with existing electric heaters: MAYHTR**
- **5 Year non-registered / 10 year registered warranty**

Ameristar HEATING & COOLING

Launching Q2 2018

M4AH4

New Air Handler Series Featuring All Aluminum Coil

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KEY TAKEAWAYS

- Trane is the BEST brand in HVAC. Recognized by Consumers for many years
- Product offering has improved significantly in recent years, and we're investing in breakthrough products
- Committed to offering products that meet the needs for **ALL** segments, focused on OOR to NOO to SF-RNC
- We appreciate your business and support!

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Coils

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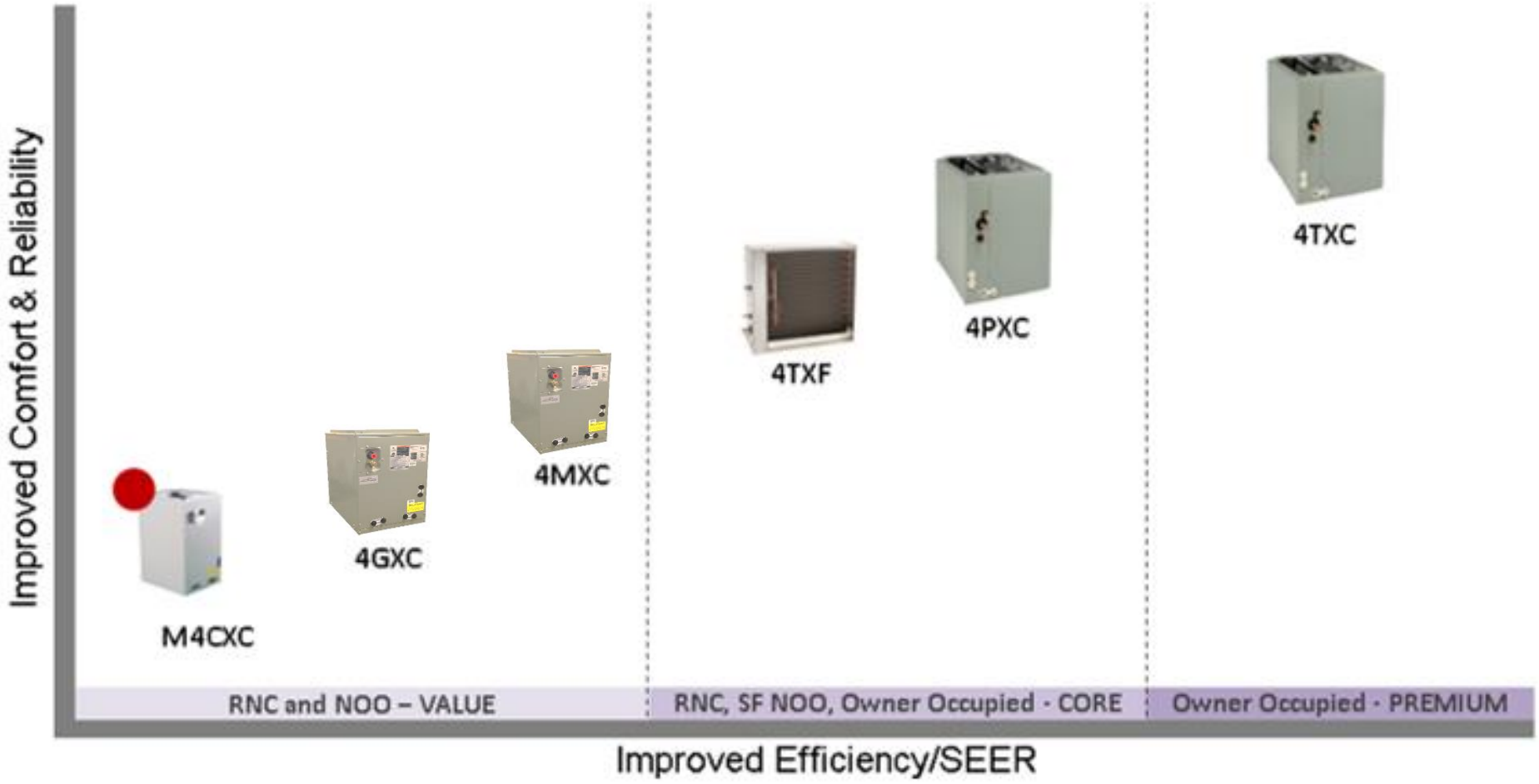
Product Positioning



Phase Out models for 2018

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Product Overview

With the introduction of 4GXC/4MXC…you can now stock as few as two product families to cover ALL Trane AND Ameristar combinations!

		Multi-Position ('A' Coil)		Dedicated Position ('A' Coil)			Horizontal ('Flat' Coil)
		4TXC	4MXC	4PXC-U	4PXC-D	4GXC	4TXF
Product Availability		**Now**	**Now ⓪**	**Now**	**Now**	**Now ⓪**	**Now**
Application	Size (Tons)	1.5 to 5.0	1.5 to 5.0	1.5 to 5.0	1.5 to 5.0	1.5 to 5.0	1.5 to 5.0
	Convertability	All Positions	All Positions	Up + Left/Right ①	Down + Right ①	Up/Down	Left/Right
	Equipment Ratings	Trane Only	Trane & Ameristar	Trane Only	Trane Only	Trane & Ameristar	Trane Only
	SEER/EER (up to)	21.8 / 14.5	16.0 / 14.0	21.5 / 14.5	21.5 / 14.5	16.0 / 14.0	21.0 / 14.5
	HSPF (up to)	10	8.5	10	10	8.5	10
	Uncased Option	No	No	Yes ②	No	No	No
Features	Warranty (Registered/Base)	10yrs. / 5yrs.	10yrs. / 3yrs.	10yrs. / 5yrs.	10yrs. / 5yrs.	10yrs. / 3yrs.	10yrs. / 5yrs.
	All-Aluminum	Yes	Yes	Yes	Yes	Yes	Yes
	Painted Cabinet	Yes	Yes	Yes	Yes	Yes	No
	Installed Metering Device	TXV	Orifice ③	TXV	TXV	Orifice ③	TXV
	Heating & Cooling Capable	Yes	Yes	Yes	Yes	Yes	Yes
	Mechanical Connections	Yes	Yes	Yes	Yes	Yes	Yes
	Rubber or Brazed Caps	Rubber	Rubber	Rubber	Rubber	Rubber	Brazed
	SKU's	**9**	**13**	**14**	**14**	**13**	**6**

	Multi Position	Dedicated Position
Premium	4TXC	4PXC
Entry	4MXC	4GXC

Note: Entry Models also rate with Ameristar

Notes:
⓪: Performance Optimization Coming Soon
①: Bayconv Kit necessary for converting to 'Horizontal' applications
②: 4PXA is the Uncased equivalent of 4PXC-U
③: TXV Kits can be purchased separately if needed

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2018 IAQ Overview

It's Hard To Stop A Trane.®

New 2018 Strategy

Envirowise™ INDOOR AIR SYSTEMS

Ingersoll Rand

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New-Indoor Air Quality Product Name and Label

Indoor Air Products Manufactured and Engineered for Trane, American Standard, Ameristar Systems and Service First Replacement Parts

- New Single Sku nomenclature for all families of IAQ products
- No differentiation in product between brands or channel
- Reduces Inventory $ and leverages manufacturing cost
- Opens new IR sales channels for IAQ products
- Literature and Marketing Resources will remain brand distinct
- New products will be launched Envirowise single sku, existing product families will be phased in throughout the year

Trane Indoor Air Quality Portfolio for 2018

Air Cleaners

CleanEffects- Project “Phoenix”

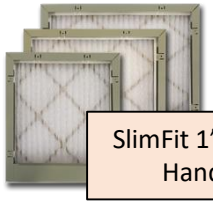
+ NEXIA HOME INTELLIGENCE

Dedicated Controls + Connectivity =

- **Increase Inclusion**
- **Proprietary Functionality**
- **Consumer Driver**

Media Filters

TFM Perfect Fit Media Filter- Phasing out in 2018



SlimFit 1” Rack & Filter for TEM Air Handler and S9VE furnace

QuikBox™ Media Filters

QuikBox MERV 11 media Filter- Insulated and cost improved cabinet

Humidification

Full line of Evaporative Humidifiers

Steam Humidifier Remote Mount

Ventilation

ERV- Balance Ventilation solution for all climates

Industry First In-line Ventilator with full EDM motor and full customer control with Intelligent Lock outs

62.2 Compliant Ventilating Dehumidifier Solution for Humid Climates

Dehumidification

New Line of Whole Home Dehumidifiers will be available Q1 2018

Helping You Solve Comfort and Health Concerns for Your Customers

TRANE
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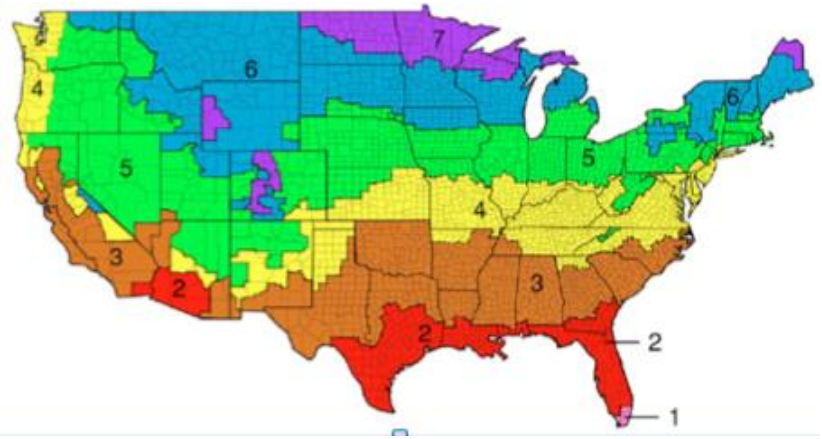
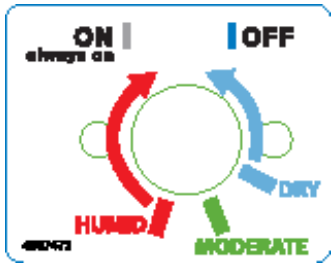
EnviroWise 70V Dry+ ™ Ventilating Dehumidifier

New!

62.2 Compliant Ventilation with Dehumidification Control

- Controlled Mechanical Ventilation for humid climates, especially Climate Zones 1, 2 and 3
- Automatically turns on compressor when entering air is above enthalpy set-point based on climate setting using on-board sensor
- Ventilation up to 125 cfm- sufficient for a 4BR, 3000 sq.' home
- May be ducted with 100% ventilation air, mixed with indoor air, or used as a ducted or stand-alone dehumidifier
- Standard with MERV 11 pleated filter for improved indoor air quality
- Optional dedicated D30 control or use one of our Nexia™ enabled Thermostats to control ventilation or dehumidification
- Up to 70 pints / per day for dehumidification or up to 30 grains of moisture / lb. of outside air for ventilation





ENERGY STAR

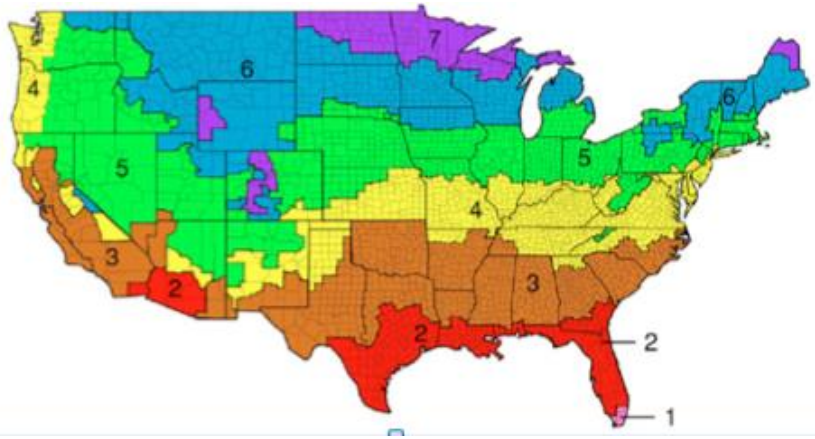
On-Board Enthalpy Control with Adjustable settings for different climates

EnviroWise QF130V Vent+ ™ Ventilator

New!

62.2 Compliant Ventilation with ECM Motor and Intelligent Logic

- Full ECM motor means performance and easier installation with “dial-in” cfm delivery *without balancing dampers.* Inspector friendly with check port built into collar for testing airflow
- Fully adjustable airflow from 40 cfm to 130 cfm will ventilate homes from 1500 sq.’ to 6000 sq.’ per code requirements
- On-board LCD “logic” controller allows for customized set-up depending on climate conditions- high / low temp and high humidity lock out options with timed sampling to ensure minimum ventilation without excessive energy use
- Optional 24V functionality with our Nexia™ enabled thermostats allows ventilation control from your smart phone or computer
- Supply in-line ventilation positively pressurizes home and may mitigate uncontrolled infiltration. Can be interlocked with system fan for even air distribution
- MERV 8 Filter is included for improved indoor air quality. Optional heater available for extreme cold climates
- Cost effective solution for Residential New Construction. Less costly than HRV or ERV ventilators with minimal impact on HVAC system sizing



Envirowise™
INDOOR AIR SYSTEMS
Ingersoll Rand

QuikBox™ Media Filter

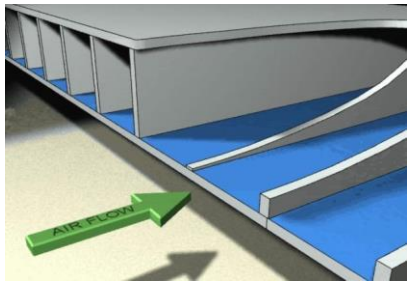
New!

- MERV 11 Efficiency. Ships flat, pop up shirt box design, 3-6 month life
- Cost reduced box and 5” height is competitive with other media products like Honeywell and Aprilaire
- Backwards compatible to all TFM filters means you can sell our QuikBox media as the preferred replacement filter for legacy products
- Available in Q1 2018 to replace the TFM sizes first and will be phased in for new sizes to fit new products over the next 3 months

Envirowise™
INDOOR AIR SYSTEMS
Ingersoll Rand

CleanEffects- *The #1 whole home electronic air cleaner*

- **Particle Charger**
  Air Passes Through Circular Electrode Openings
  An Emitter Electrode Produces a Corona Field



ifD

- **Collection Cells**
  Collection Cell Is 334 Sq. Ft. Of Surface Area
  Each Layer Is 0.08 ” Apart for a Strong, Effective Particle Collection Over 50,000 flutes per Cell

- IFD Technology- the best filter for removing dust, allergens, bacteria, smoke, and pet dander
- Traps 99.98% of airborne particulate down to .3 microns
- Highest CADR rating with the lowest pressure drop
- Low ozone rating. < 5 ppm. 10x lower than EPA limit
- Lowest comparable ownership cost with Lennox or Carrier
- Fully communicating with Trane Connected Controls
- Perfect Fit design fits Trane Cabinets for easy installation
- 5 Year Standard Warranty

Trane® **CleanEffects™** Air Cleaner Is the First Certified **asthma & allergy friendly®** Whole Home Air Cleaner

aafa.org/certified

- Leading not for profit asthma-allergy patient organization
- The **asthma & allergy friendly®** Certification Program, an independent program administered in the United States by AAFA with their partner ASL, helps consumers identify products more suitable for people with asthma and allergies.

Helpful Tools & Resources:

- **AAFA FAQ for Dealers/Distributors**– available on MAX under Info Center in the AAFA Folder
- **New Product Images–** include asthma & allergy friendly® Certification Mark (available on MAX under Product Images)
- **ASL abridged asthma & allergy friendly Certification Standard ASP:08-06/101–** explains the testing criteria that were used for the Certification Standard. Will be available on MAX
- **Website Updates**– Trane.com product pages will be updated to include information on the AAFA partnership
- **Mark's Manual**– guidelines on how to use the **asthma & allergy friendly®** Certification Mark. Will be available on MAX
- **AAFA Press Release—** Press release we shared with the PR Newswire

2018 Program and Marketing

- **New White Paper-**Updated to include new test results, new learning around installation, cleaning methods, collector cell life and efficiency recovery
- **Customizable Templates** - direct mail and advertising templates will be available on MAX
- **Targeted media-** pitches to top tier news outlets, parenting and health publications and influential mommy/family bloggers , social media, infographic development distribution
- **Updated Consumer Literature and Dealer Sales Tools**
- **Certification Mark Label added to Product**

KEY TAKEAWAYS

Trane in 2018 has a complete line of Indoor Air Quality Products to offer your customers. Your distributor can quote you a branded "healthy home" solution for any IAQ concern. Tell your distributor you don't want a competitive brand, you want Trane….

- ✓ *Number 1 selling whole home air cleaner – now Certified as **asthma & allergy friendly®** by the Asthma and Allergy Foundation of America*
- ✓ *The only inline ventilator with a full ECM motor, adjustable airflow settings with no dampers, customer control with Nexia™ enabled thermostats*
- ✓ *The only branded dehumidifier with full 62.2 ventilation compliancy, adjustable climate settings with "set it and forget it" on-board enthalpy control*
- ✓ *New QuikBox™ MERV 11 filter with backward compatibility to fit every TFM filter box- recapture your filter replacement business*

TRANE
It's Hard To Stop A Trane.®

NEVER STOPPING.
NEVER SETTLING.

TRANE®

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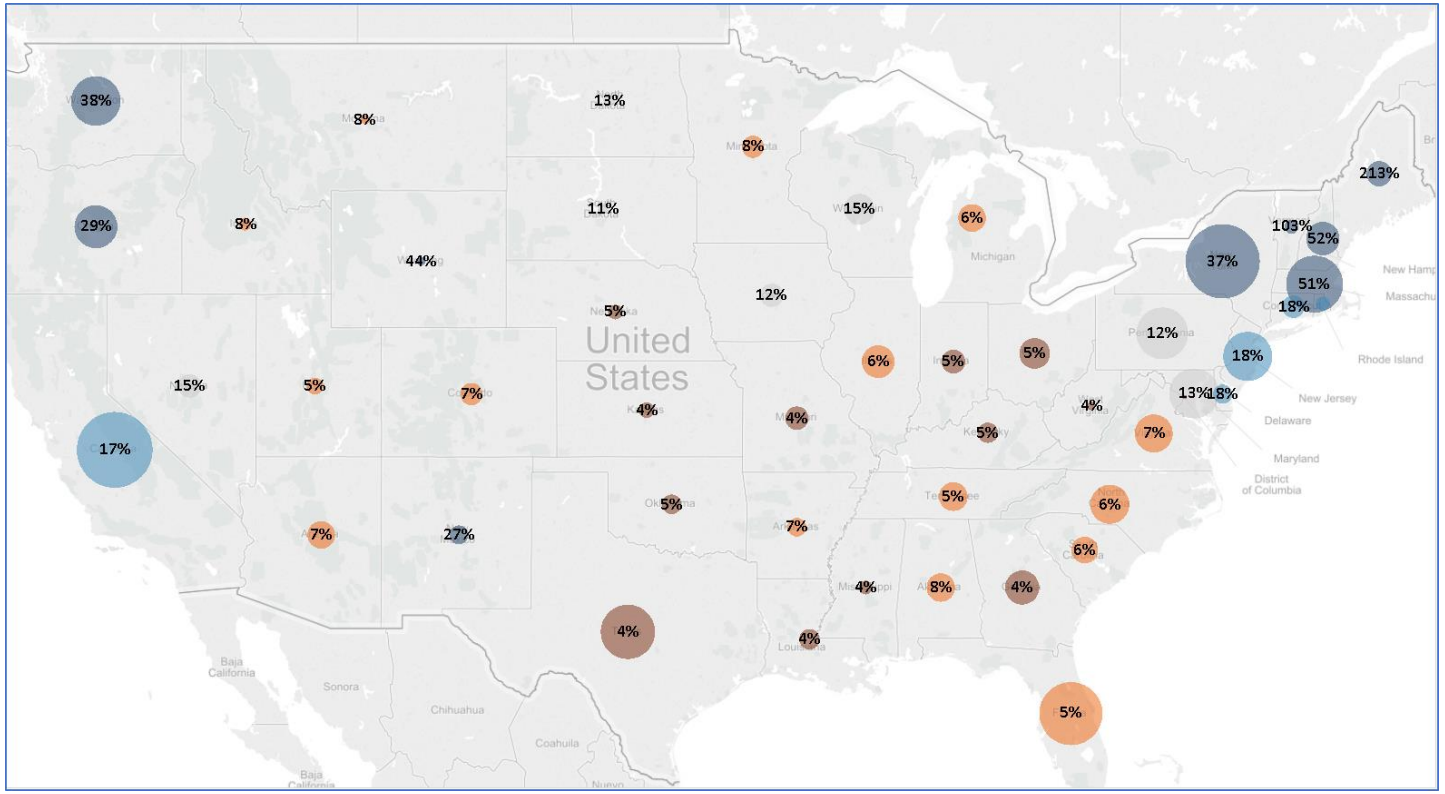
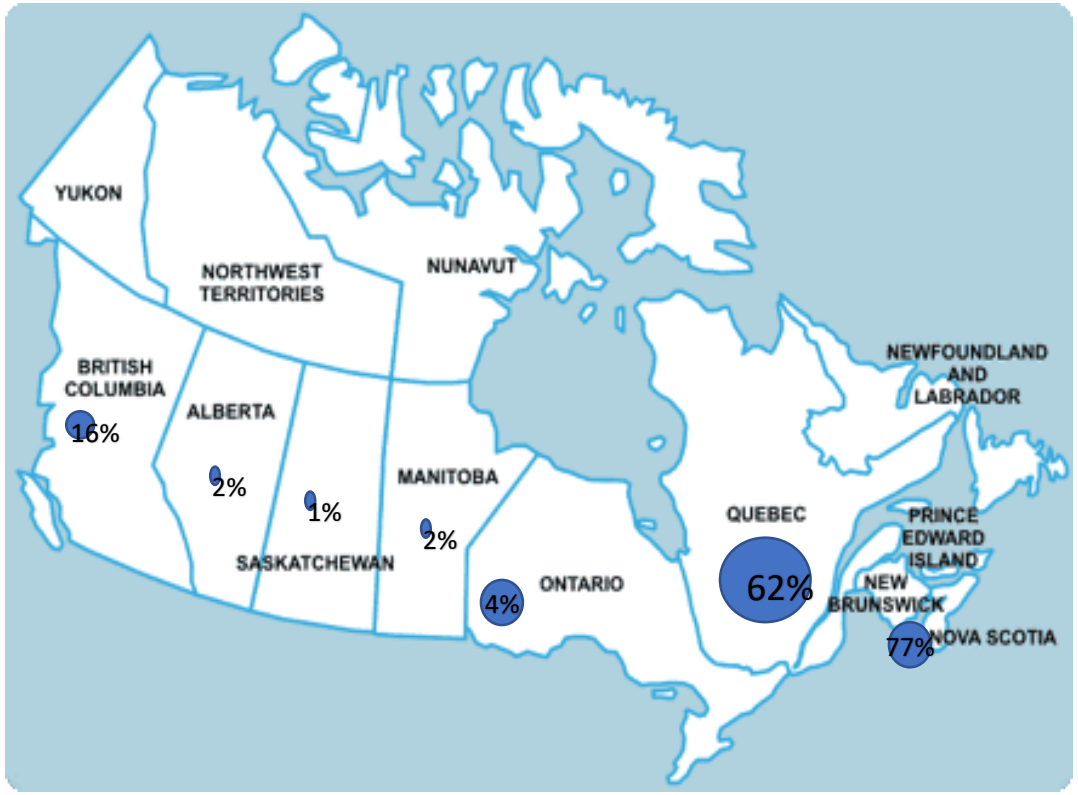
NEVER STOPPING. NEVER SETTLING. 9/5/17

Trane Ductless

It's Hard To Stop A Trane.

Ductless Market in North America





2017 US Industry Forecast

1.65 M units

2017 Canada Industry Forecast

258K units

Fastest Growing Segment in HVAC w/ 10 – 14% Growth Annually

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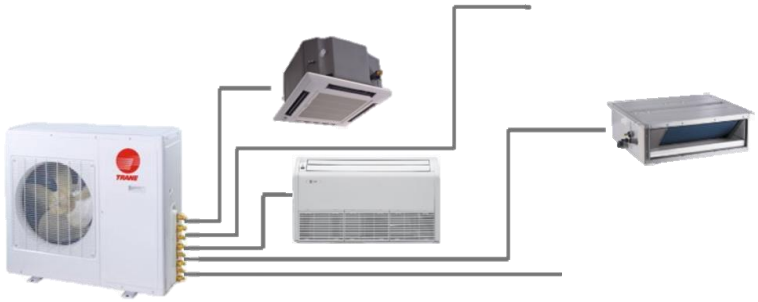
Trane Ductless Portfolio

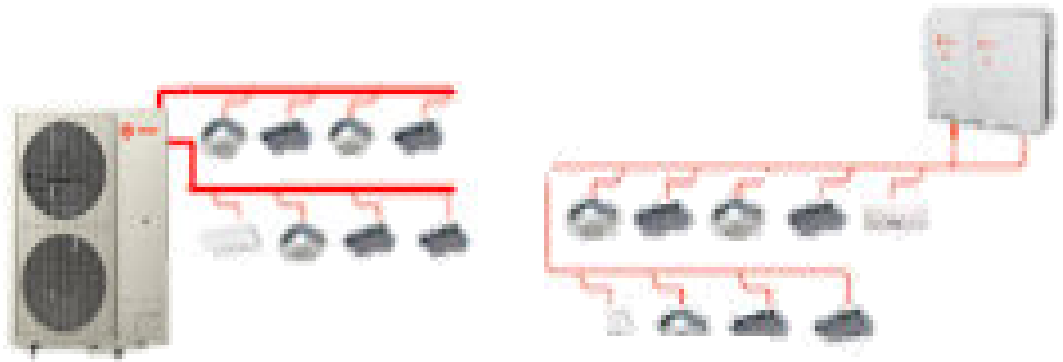
Mini-splits

Multi-Splits



U-Match

VRF – Variable Refrigerant Flow



Growth Opportunities for You and Your Business

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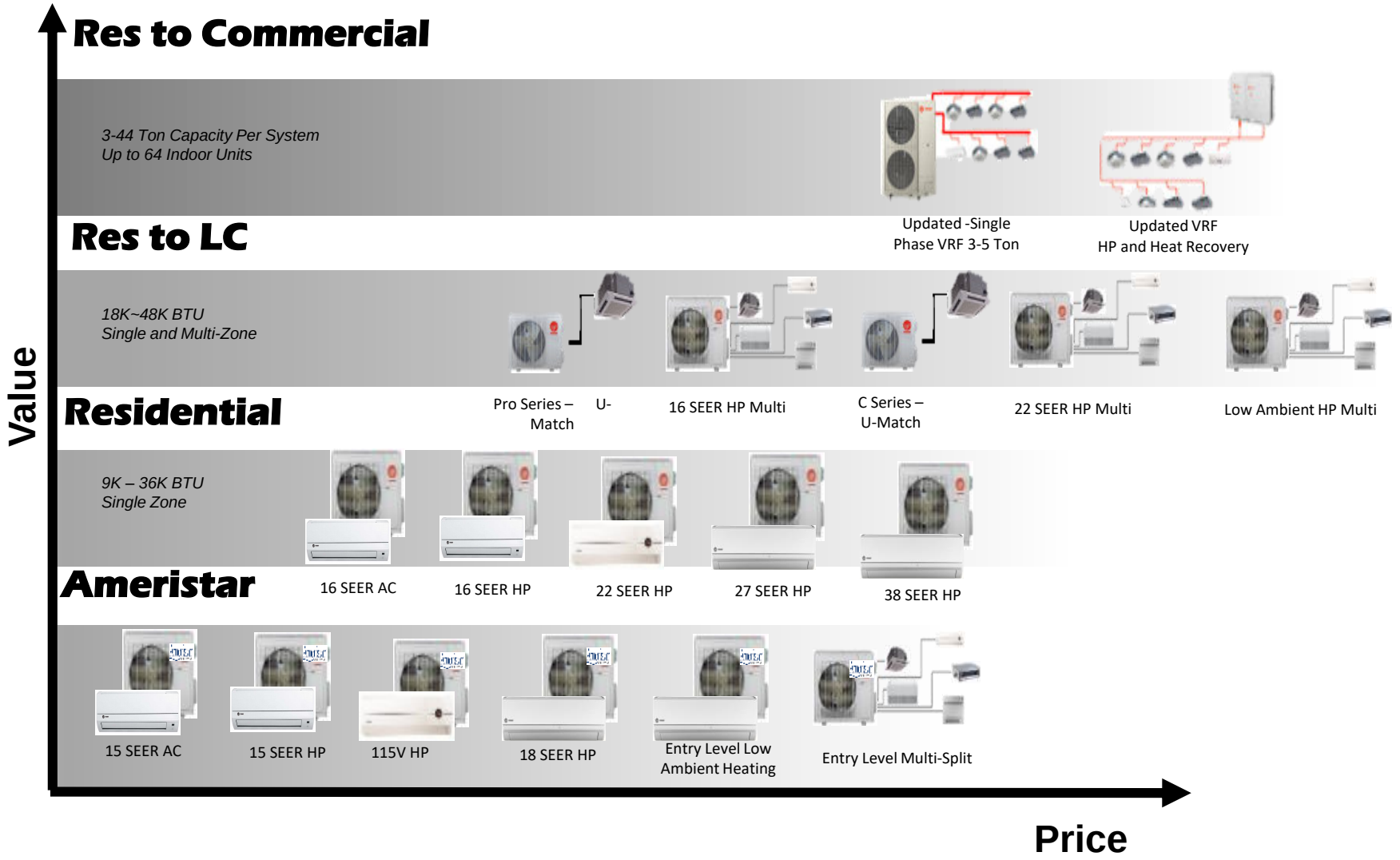
Trane Ductless – Then and Now

15x Revenue Growth

2018

2011



Leadership Position with New Product Launches

TRANE
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Trane 38 SEER Low Ambient Mini Split

ENERGY STAR PARTNER

SEER UP TO	HSPF UP TO
38	15
EER UP TO	**HEATING DOWN TO**
16.5	-22˚F

10 Year Registered Warranty w/ Unit Replacement*

4MXW38**

Wireless

Wired

Programmable

4TXK38**

Capacities (MBTU):	09 12 18 24
Max. Line length / : Max. Height Difference	100 feet / 50 feet
Cooling:	0˚F to 129˚F
Heating:	-22˚F to 75˚F
Standard Features:	3D airflow
	7 Indoor fan speeds
	Pan heater
	Temperature overshoot adjustment
	COP > 1.5 @ 0˚F

*Unit replacement warranty w/ Compressor or Coil Failure

Leadership Position with 38 SEER Mini Split

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Trane Ductless – Continued Growth

Recent Introductions

- 38 SEER Ultra Low Ambient Mini Split
- Ameristar Entry Level Portfolio
- High Efficiency Multi Splits
- C-Series U-Match – including: Mid-static Slim Duct and Convertible Air Handler
- In-House Technical Service

Coming Soon

- NEXIA Enabled
- Trane Low Ambient Multi Zone
- Updated Energy Star Single Zone
- Entry Level Ameristar Low Ambient Mini Split
- Additional Marketing Tools, Programs, and Assets

KEY TAKEAWAYS

Ductless Product Line

Ameristar® HEATING & COOLING

15 Series Single Zone Cooling only

Ameristar HEATING & COOLING

SEER UP TO 15

EER UP TO 9.9

Outdoor model *M4TCS15**A11N*	Indoor model *M4MCW1509A10N0*
Indoor type	High wall
Capacities (MBTU)	9 12 18 24
Line length up to	130 ft
Cooling down to	0 ˚F
Features	
10 year Parts warranty	Temp overshoot adjustment
Controller options	
(sold separately)	Simple wired
(ships with)	Wireless remote

15 Series Single Zone HP

Ameristar
HEATING & COOLING

SEER UP TO **15**	**HSPF** UP TO **9**
EER UP TO **9.9**	**HEATING** DOWN TO **-4°F**

Outdoor model *M4THS15**A11N*	**Indoor model** *M4MHW1509A10N0*
Indoor type	High wall
Capacities (MBTU)	9 12 18 24
Line length up to	130 ft
Cooling down to	0 ˚F
Features	Pan heater (HP)
10 Year Part Warranty	Temp overshoot adjustment
Controller options	
(sold separately)	Simple wired
(ships with)	Wireless remote

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115V Series Single Zone HP

Ameristar HEATING & COOLING

SEER UP TO	HSPF UP TO
22	9.8
EER UP TO	**HEATING DOWN TO**
13.2	-4°F

Outdoor model *M4THS22***	**Indoor model** *M4HW22**A9N0*
Indoor type	High wall
Capacities (MBTU)	9 12
Line length up to	66 ft
Cooling down to	0 ˚F
Features	Pan heater (HP)
	Temp overshoot adjustment
Controller options	
(sold separately)	Simple wired
(ships with)	Wireless remote

TRANE It's Hard To Stop A Trane.

Controls

CNT07728

(Included with all indoor units)

TREWIRE1AHANDA

Ameristar HEATING & COOLING

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NEVER STOPPING. NEVER SETTLING.

Connected Controls

TRANE®

It's Hard To Stop A Trane.®

Remote Indoor Wireless Temperature-Humidity Sensor

Model: ZSENS930AW00MA

- Z-Wave wireless temperature-humidity sensor
- ZSENS930 may be used
  - to remotely sense temperature and humidity in place of the 824, 850 and 1050 internal sensor
  - with the 1050 control and a zoned system.. one sensor per zone
  - to sense temperature and humidity for display only on the Nexia portal and mobile app.
- Power Supply: Two AAA alkaline batteries – up to 18 months life
- Sensor Accuracy: +/- 1^0 F over the sensing range of 32^0 to 120^0 F (0^0 to 48.9^0 C)
- Operating Relative Humidity: 10% to 90% non-condensing
- Series 500 dual band Z-Wave radio
- Color: White
- Available April 2018

ZSENS930 may be used as a zone sensor or as a temperature and humidity monitor

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Remote Indoor Wireless Temperature-Humidity Sensor

XL824 and 850 with Simplified Home Screen and ZSENS930 Enabled

XL824, 850

Wireless Sensor Battery Indicator

- Battery indicator is also displayed on the Nexia portal and mobile app when control is connected to Nexia

XL824, 850

Remaining Battery Life ≤ 20%

- Text alert available when control is connected to Nexia and battery life is ≤ 20%.

ZSENS930
Zone Sensor
(1 per 824, 850)

Version 5.1 software or higher is required for use with ZSENS930

TRANE
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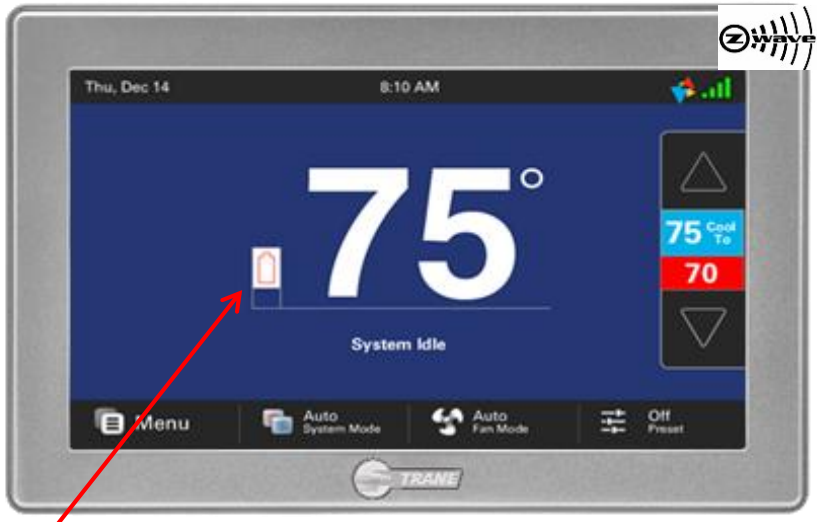
Remote Indoor Wireless Temperature-Humidity Sensor

TZON1050 Home Screen with one ZSENS930 enabled as a Zone Sensor

Wireless Sensor Battery Indicator

- Battery indicator is also displayed on the Nexia portal and mobile app when control is connected to Nexia.



Remaining Battery Life ≤ 20%

- Receive low battery text alert when control is connected to Nexia and battery life is ≤ 20%.

Use one ZSENS930 per zone (1050 internal sensor disabled in this example)

Version 5.1 software or higher is required for use with ZSENS930

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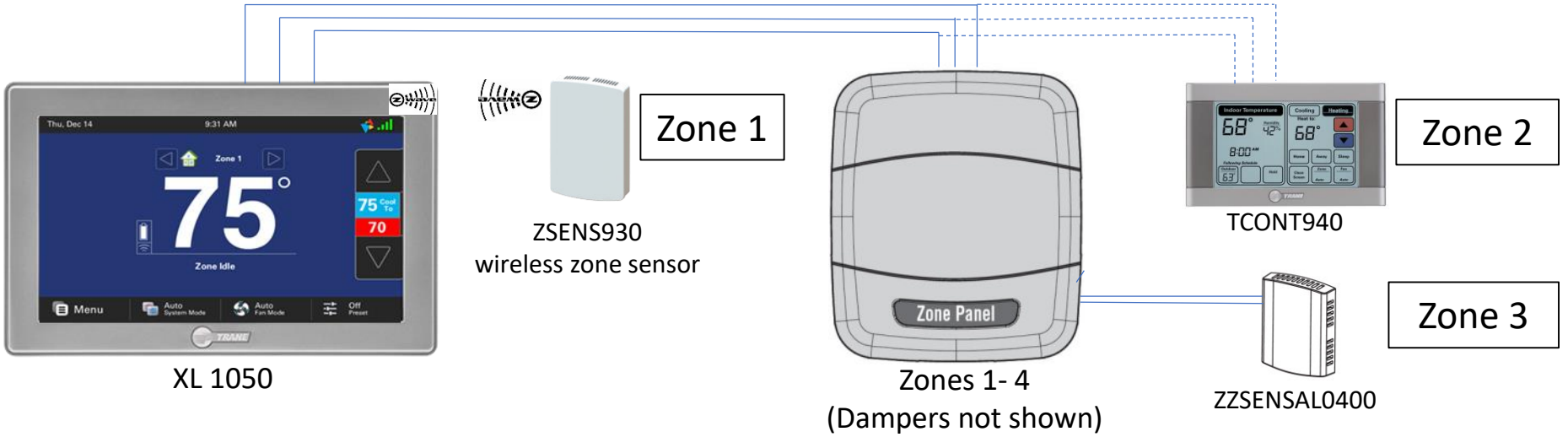
Remote Indoor Wireless Temperature-Humidity Sensor

ComfortLink™ II Zoning – 3 Zone Example (different types of zone sensors in each zone)



Up to four of the following zone sensor types, one per zone, may be installed per zone panel or zone expander:

- ZSENS930
- TZONE940
- ZZSENSAL400

Version 5.1 software or higher is required for use with ZSENS930

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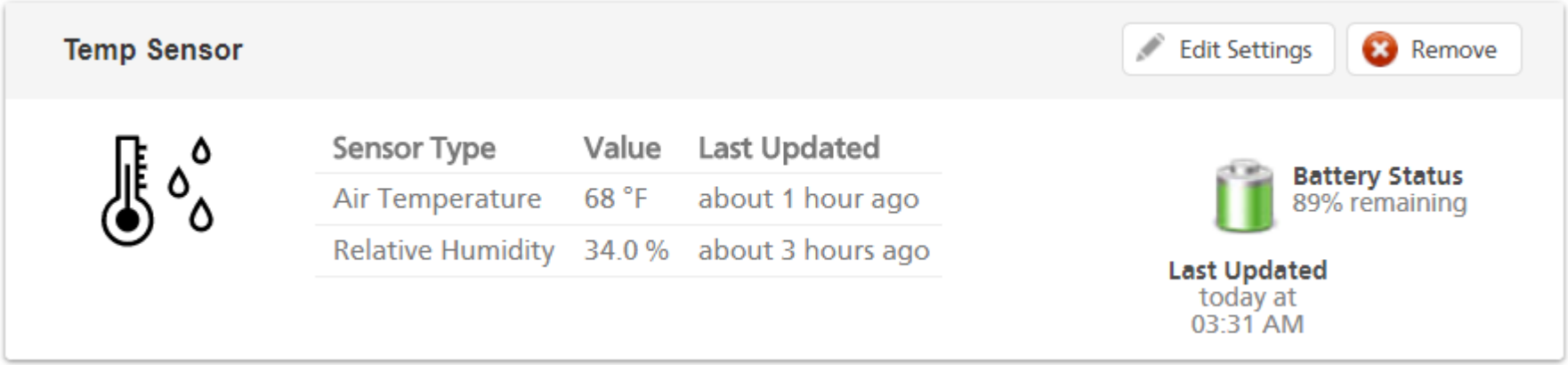
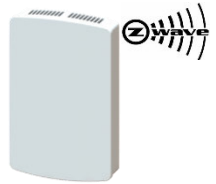
Remote Indoor Wireless Temperature-Humidity Sensor

ZSENS930 used as a temperature and humidity monitor

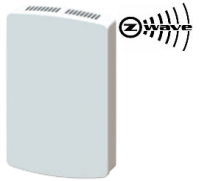




ZSENS930

824, 850, 1050
with built in Nexia Bridge

OR



ZSENS930

BR200NX
New Nexia Bridge

- ZSENS930 may be used to monitor temperature and humidity in any room by adding the sensor to the 824, 850 and 1050 built in Nexia Bridge or to the BR200 Nexia Bridge as a Z-Wave device.
- Temperature and humidity data may be displayed on the Nexia portal and mobile app.

Connected devices for every homeowner

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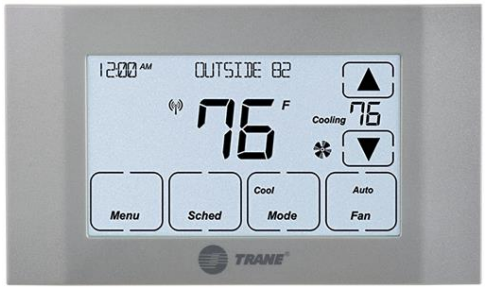
Trane Connected Controls



NEW 4.3” Touchscreen Wi-Fi Control
Model TCONT724AS42DA
Name: XR724

Features

- Wi-Fi connectivity
- Nexia compatible
- Nexia Diagnostics Ready
- Control from a smartphone, tablet, or computer
- 4.3" diagonal black and white touchscreen
- 7 Day programmable with up to 4 schedules per day
- Humidity sensor and RH display
- Remote temperature sensor connections (1 indoor/1 outdoor)
- Auxiliary & compressor heat lockouts
- Auxiliary dry contact
- Enhanced cooling dehumidification
- PWM Circuit (BK terminal)
- Energy Savings Mode (ESM)
- Screen lock and guest lock
- Service test modes
- Upgradable software: local and over the air
- New Color: Designer Silver
- Limited Warranty: 1 yr. base/5 yr. registered

Applications

- Up to 4 Stages Heat/2 Stages Cool
- Conventional gas/electric, heat pump, and dual fuel systems
- Conventional boiler systems (baseboard & radiators)
- Nexia Bridge not required for remote climate access
- Nexia Bridge is required to connect Z-Wave devices. Purchased separately.

- Available: 2nd Qtr. 2018

A connected control for every homeowner

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Trane Connected Controls

XL624

- Z-Wave
- Requires Nexia Bridge for remote access
- 4.3” touchscreen
- 24 volt control
- 4 heat / 2 cool
- 1 aux dry contact
- PWM (BK)
- Upgradable

NEW XL724

- Wi-Fi
- Nexia Diagnostics ready
- 4.3” touchscreen
- 24 volt control
- 4 heat / 2 cool
- 1 aux dry contacts
- PWM (BK)
- Upgradeable
- Easy to connect to Wi-Fi network and Register with Nexia using a smart phone

XL824

- Wi-Fi or Ethernet
- Nexia Diagnostics ready
- Built in Nexia Bridge
- Connect 200+ Z-Wave devices
- 4.3” touchscreen
- 24 volt control
- 5 heat / 2 cool
- 2 aux dry contacts
- PWM (BK)
- Upgradeable
- 5 day weather forecast, radar and alerts
- Installer/User Wizard
- Simplified or Classic home screen option with v5.1 or higher software

XL850

- Wi-Fi or Ethernet
- Nexia Diagnostics ready
- Built in Nexia Bridge
- Connect 200+ Z-Wave devices
- 4.3” touchscreen
- ComfortLInk™ II
- 5 heat / 2 cool
- PWM (BK)
- Upgradeable
- 5 day weather forecast, radar and alerts
- Installer/User Wizard
- Optional relay panel for non-communicating systems and accessories
- Simplified or Classic home screen option with v5.1 or higher software

XL1050

- Wi-Fi or Ethernet
- Nexia Diagnostics ready
- Built in Nexia Bridge
- Connect 200+ Z-Wave devices
- 7.0” touchscreen
- ComforLink™ II
- Controls Trane TruComfort™ VSPD
- Zoning up to 8 zones
- 5 heat / 2 cool
- 5 day weather forecast, radar and alerts
- Installer/User Wizard
- Upgradeable
- Optional relay panel for non-communicating systems and accessories
- Simplified home screen

A Connected Control for Every Homeowner

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Controls Software

Software Feature Updates

2017 Key Feature Updates

- Support for adding a customer to Nexia Diagnostics with an AUID or serial number
- Support for automatically adding a registered control to Nexia Diagnostics by entering a dealer code into the control.
- Ventilation Fan Action – (indoor blower energizes with ventilation call)
- 1050 simple home screen and 824, 850 option: simple or classic
- 1050 support for "None" screen saver option
- New Screen/Guest access restriction options: High, Medium and Low
- Improved variable speed performance by more closely matching capacity to load
- Support for wireless temperature-humidity sensors
- New set point colors

2018 Planned Feature Updates

- Multiple wireless temperature-humidity sensor averaging
- Open Automatic Demand Response
- 3rd Party Home Automation API
- Ongoing user interface improvement and simplification
- 500 Series Z-Wave Bridge software and hardware upgrade for 824 and 850 controls
- Remote configuration and control via Nexia Diagnostics
- More to follow..

Up to four software releases planned for 2018

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KEY TAKEAWAYS

1. ZSENS930 - Wireless Temperature and Humidity Sensor
   Available: April 2018
2. XL724 – Wi-Fi connected control/Nexia Diagnostics Ready
   Available: 2nd Quarter 2018
3. Software Feature Upgrades including remote configuration and control from Nexia Diagnostics and more in 2018

A connected control for every homeowner

TRANE
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Subscription Plans – One Page Reference Guide -

Choose the Nexia plan that fits your life

★★Best Value★★

	Basic Common uses Modifying home's comfort level, controlling limited number of lights & watching live video	Sensing Common uses Receiving immediate alerts for water leaks, smoke and home entry; controlling limited number of lights & watching live video	In Control Common uses Automating daily tasks; triggering and recording video; monitoring and creating responses to potential threats; & watching/recording live video	Supplemental Storage
Devices included in plan	 • Up to four eligible thermostats* • One Z-Wave lighting control per thermostat AND/OR • Unlimited video cameras	 **Basic plus:** • Unlimited sensors • A total of four Z-Wave lighting controls • Unlimited video cameras	 **Sensing plus:** • Up to **230 Nexia Compatible** Z-wave devices - sensors, locks, controllers and more • Unlimited Z-Wave lighting controls • Unlimited cameras AND WiFi controls	Video storage that can be added to the Basic, Sensing or In Control plans
SMS & Push Notifications	✓	✓	✓	✓
Alexa, voice & app control	✓	✓	✓	X
Live video streaming	✓	✓	✓	✓
Video cloud Storage	X	X	4 GB	12 GB
Pricing	No Charge	$4.99 a month	$9.99 a month	$1.99 a month

* Eligible thermostats include professionally installed Trane or American Standard wifi connected thermostats 824, 850 and 1050, as well as the 950, 624 and 724 thermostats.

New Features for 2018

Define Your Own Detection Zone

Don't record the neighbors cat or cars passing on the street anymore

Define your own motion detection zones (Max 4)

Press the snapshot button to show the current camera viewing image

Click inside the image to create a trigger zone for video motion detection

Click and drag inside the zone to move it or click and drag the white box in the lower right to resize.

Click on the red box in the upper left to remove the zone.

Standard Recording View

View with selected trigger zones

Scheduling in Nexia App

The ability to schedule heating and cooling points goes mobile. The Nexia App will allow users to change their HVAC schedule from anywhere. No need to be standing in front of the thermostat to create or edit a schedule.

Bridge Back Up & Restore

Upgrading a bridge has never been easier. Feature allows for bridge settings and automations to be saved in the cloud and then used to restore them to a new or existing bridge.

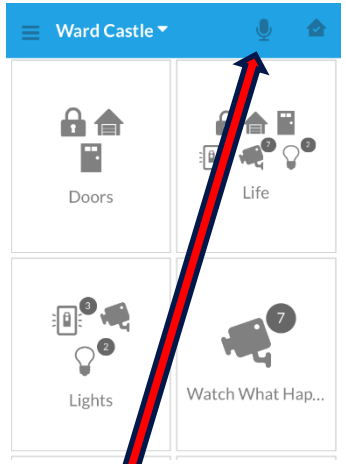
Control Your Nexia Devices by Voice

Amazon Alexa

"Alexa, make it warmer in here"

"Alexa turn living room light off"

Voice Control in Nexia App



Control any device inside Nexia App by tapping Microphone.

"Unlock front door"
"Open Garage Door"
"Run Night Time Automation"

Google Home

- *"OK Google tell Nexia to cut on hall light"*
- *"OK tell Nexia to turn off kitchen light"*

innovation
2018

GEC Innovation Award for 2018

The Innovation Award is selected based on dealer sales volume of a product line deemed innovative by GEC for the current year

- For 2018, Nexia accessories sold by GEC, NOT including thermostats, was chosen for the Innovation Award
- Award will be distributed annually. 2018 Innovation Award will be distributed in the first quarter of 2019.
  - GEC will provide mid-year standings and year-end standings to all dealers.

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Check out all the Nexia Accessories available!

Nexia™ is compatible with over 500 devices, and it gets more useful every day.

TRANE
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Trane 360°™

Sign in using your ComfortSite ID and password to take full advantage of the Trane 360° mobile app.

GET IT ON Google Play

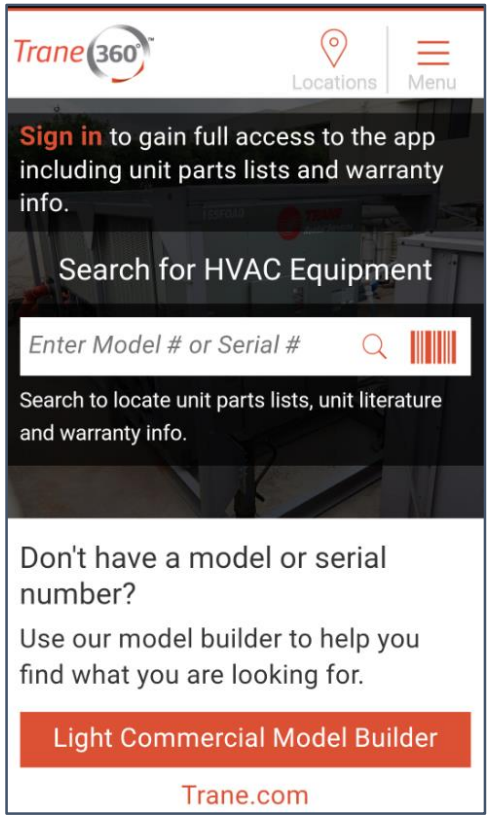
Available on the App Store

Google Play App Store

Sign In Required For:

- Residential Configurator
- Unit Parts List
- Complete Literature
- Warranty Details
- Part Details

To search by model number after login, enter 5 characters for exact match or 6+ characters for wildcard.



Barcode Scanning

Trane 360™

Existing Functionality

- System Configurator
- Literature
- Warranty
- Unit Parts List & Part Detail

Recent Enhancements

- PIN log in
- Barcode scanning
- Unit Parts List now accessible with RES Equipment log in

The functionality of ComfortSite right on your phone & designed with the residential dealer in mind.

What's in it for Me?

*The **Trane 360º App + ComfortSite** work whenever, wherever you do, empowering you to find the right parts and residential equipment and get them to you faster than ever before.*

- Resources available at the click of a button
- Available 24/7
- Increased productivity: more calls/jobs per week
- Better customer experience

Have a Successful
Spring Selling Season!