



S. G. TORRICE COMPANY

**2017 Spring National Consumer Promotion
for PRIME/PREMIER TCS Dealers**

Trane Sales Plan



It's Hard To Stop A Trane.®

PURPOSE

This consumer program is intended to drive Trane sales growth above 2016 levels. Additionally, consumers can choose between strong financing offers OR trade-in allowances when they complete early, pre-season purchases of Trane high efficiency systems with a Nexia™ connected control. Also, TCS Prime and Premier Dealers receive an exclusive benefit with this offer.

CONSUMER OFFERS

Consumers will be able to select from either the financing option or trade in allowance. The two offers are mutually exclusive, i.e., the finance offer may **not** be combined with the trade-in allowances.

OFFER 1: Staggered Financing Based on Eligible Trane System Purchased

Buy a complete Trane XV20i, XV18, or XL18i system and get

0% APR financing for 60 months

PLUS

As a TCS Prime or Premier Dealer, you can offer

0% APR financing for 72 months

(Dealer responsible for cost difference)

The 72-month term is exclusively available to TCS Prime and Premier Dealers.

This Plan also allows Dealers to offer the following special financing option, which Trane will subsidize as described in the Reimbursement Schedule found later in this document:

- 0% for 48 months: XL16i, XR17, XR16, Ductless, Furnace Components
 - If the dealer wishes to offer 0% for 60 months or 0% for 72 months on this equipment, the dealer is responsible for cost difference.
- Trane will **not** subsidize any varying term length beyond these financing term lengths listed above and their associated Qualifying Product.

See equipment grid found later in this document for models approved for use in this offer.

All advertised financing offers require a disclaimer. Please see pages 6-8 for more details.

Financing offers apply only to Trane Qualifying Equipment as listed in the chart found later in this document that are financed under the Trane/Wells Fargo program and will not apply to any incremental purchases/charges placed on The Home Projects® card issued by Wells Fargo Financial National Bank.

-OR-

OFFER 2: TRADE IN ALLOWANCE

Trade-in Allowance: Up to \$1,000 on Qualifying Equipment

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

EFFECTIVE PERIOD

Effective Program Period:

- Purchase/Sales Date/Wells Fargo Approval-Application: April 1 - June 15, 2017
- Install/Funding from Wells Fargo: April 1 - June 30, 2017
- Submission via Trane Promotional Claim Center (TPCC): April 1 - July 15, 2017

Please note: Claim must be entered into the TPCC and **completed within 30 days from the date of sale** of the Qualifying Equipment to be eligible under this plan.

ELIGIBLE PARTICIPANTS

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

- Participating independent Trane Dealers must have a signed 2017 Dealer Sales Agreement or other signed, current, and active Dealer Sales Agreement on file with the Distributor & be in good standing with the Distributor (hereinafter “Dealer”); 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.

- Two types of Qualifying Equipment exist under this Plan:
 - System (eligible Outdoor unit + matching Indoor unit + Nexia™ control as listed in the chart below)
 - Ductless System (Outdoor + Indoor) as listed in the chart below; or
 - Component (Furnace + Nexia™ Control as listed in the chart below)
- Four Nexia™ connected controls exist under this Plan:
 - TCONT624AS42DA
 - TCONT824AS52DA
 - TCONT850AC52UA
 - TZONE950AC52ZA
- 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.
- 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.

Trane Qualifying Equipment: Eligible System Combinations for 2017 Spring Promotion

Trade-In Allowance		0%/60 months	0%/48 months	Outdoor Unit	Indoor Unit	Air Handler(s)	Required Control
\$1,000	OR	x	x	XV20i System 4TTV0, 4TWV0	S Series* XC95(m) XC80 S9V2 TUHM; TDHM TUD2-C; TOD2-C	TAM8	Trane Nexia™ Control**
\$600		x	x	XV18 System 4TTV8; 4TWV8	S Series* XC95(m) XC80 S9V2 TUHM; TDHM TUD2-C; TOD2-C	TAM8	
\$500		x	x	XL18i System 4TTX8; 4TWX8	S Series XC95(m) XC80 XV95 XV80 S9V2; S9X2 TUHM; TDHM TUD2-C; TOD2-C TUH2-V; TDH2-V TUD2-V; TOD2-V	TAM8; TAM7; GAM5	
\$300			x	XL16i System 4TTX6; 4TWX6	S Series XC95(m) XC80 XV95 XT80 XT95 XV80 S9V2; S9X2 TUHM; TDHM TUD2-C; TOD2-C TUH2-V; TDH2-V TUD1-H; TOD1-H TUH1-H; TDH1-H TUD2-V; TOD2-V	TAM8; TAM7; GAM5	
\$450			x	XR17 System 4TTR7; 4TWR7	S Series XC95(m) XC80 XV95 XV80 S9V2; S9X2 TUHM; TDHM TUD2-C; TOD2-C TUH2-V; TDH2-V TUD2-V; TOD2-V	TAM8; TAM7; GAM5	
\$250			x	XR16 System 4TTR6; 4TWR6	S Series XC95(m) XC80 XV95 XT80 XT95 XV80 S9V2; S9X2 TUHM; TDHM TUD2-C; TOD2-C TUH2-V; TDH2-V TUD1-H; TOD1-H TUH1-H; TDH1-H TUD2-V; TOD2-V	TAM8; TAM7; TAM4; GAF2; GAM5	

				Ductless Outdoor	Ductless Indoor	Required Control
					<i>Must combine Outdoor and Indoor Ductless to be eligible for allowance or special financing.</i>	Required Control
\$250	OR		x	38 SEER Mini-Splits 4TXK38	4MXW38	N/A
\$175			x	27 SEER Mini-Splits 4TXK27	4MXW27	
\$250			x	22 SEER Multi-Splits 4TXM22	4MXW27; 4MXD8; 4MXF8; 4MXX8; 4MXC8	
\$100			x	18 SEER Mini-Splits 4TXK8	4MXW8	
\$150			x	16 SEER Multi-Splits 4TXM6	4MXW8; 4MXC8; 4MXF8; 4MXD8; 4MXX8	
\$100			x	16 SEER Mini-Splits 4TYK16; 4TXK16	4MYW16; 4MXW16	

Trane Qualifying Equipment: Eligible Components for 2017 Spring Promotion

				Furnace	<i>Must combine Furnace and Trane Nexia™ control to be eligible for special financing.</i>	Required Control
\$250	OR		x	XC95(m) TUHM; TDHM	+	Trane Nexia™ Control**
\$200			x	S Series S9V2; S9X2		
\$100			x	XV95*** TUH-2; TDH2-V		
\$100			x	XT95 TUH1-H; TDH1-H		

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: TCONT624A542DA, TCONT824A552DA, TCONT850AC52UA, TZONE950AC52ZA, TZON1050AC52ZA

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