



# Trane Sales Plan

## 2021 Trane Summer Promotion

### PURPOSE

This program is intended to provide a compelling consumer offer that assists Trane dealers in growing high efficiency sales.

### CONSUMER OFFER

Rebate up to \$1400 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 instant rebates for multiple qualifying purchases per equipment in Exhibit A.

*These offers cannot be combined with RNC/NOO quoted pricing or any other national Trane consumer offer.*

### EFFECTIVE PERIOD

Purchase period: *June 1, 2021 - September 30, 2021*

Installation period: *June 1, 2021 - October 15, 2021*

Submission via TPCC: *June 1, 2021 - October 31, 2021*

### ELIGIBLE PARTICIPANTS

- Participating independent Trane dealers are eligible to participate in this plan.
- Participating independent Trane dealers must have a signed 2021 Dealer Sales Agreement or other signed, current, and active Dealer Sales Agreement on file and must be in good standing with the O'Connor Company and Trane; and
- Qualifying Equipment returned during this period will also cause a reverse Debit Memo to the Dealer; and
- All installations must be located in the United States.

### CLAIMING PROCESS

Claims for the 2021 Trane Summer Promotion will be made by the dealer in TPCC on ComfortSite. Credits on approved claims will be made to dealers O'Connor account each month.



## QUALIFYING EQUIPMENT AND SALES FOR REBATE

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

Qualifying Equipment for rebates under this Plan: Exhibit A

Trade-In Allowance	Dealer Cost	Outdoor Unit	Indoor Unit				Air Handler(s)	Required Control
\$1,400	\$700	XV20i Communicating System 4TTV0; 4TWV0	XC95(m) TUHM; TDHM				TAM9	Trane Smart Thermostat <sup>^</sup>
\$1,000	\$500	XV20i System 4TTV0; 4TWV0	S Series XC80 S9V2 TUD2-C; TDD2-C				TEM8	
\$600	\$300	XV18 System 4TTV8; 4TWV8	XC95(m)	XC80	S Series		TAM9; TEM8; TEM6	
\$500	\$250	XL18i System 4TTX8; 4TWX8	XC95(m)	XC80	S9V2	XV80	TAM9; TEM8; TEM6	
\$400	\$200	XR17 System 4TTR7; 4TWR7	XC95(m)	XC80	S Series	XV80	TAM9; TEM8; TEM6	
\$300	\$150	XL16i System 4TTX6; 4TWX6	XC95(m)	XC80	S Series	XV80	TAM9; TEM8; TEM6	
\$200	\$100	XR16 System 4TTR6; 4TWR6; 4TTL6; 4TWL6	XC95(m)	XC80	S Series	XV80	TAM9; TEM8; TEM6	
			TUHM; TDHM	TUD2-C; TDD2-C	S9V2; S9X1	TUD2-V; TDD2-V	S8X2; S8X1	
Trane Qualifying Equipment: Eligible Components for 2021 TCS Spring Promotion								
Trade-In Allowance	Dealer Cost	Packaged Units				Required Control		
		<i>Must combine Packaged System and Smart Thermostat<sup>^</sup> to be eligible for trade-in allowance.</i>						
\$400	\$200	XL16c Packaged Units 4YCZ6; 4WCZ6; 4DCZ6	Packaged Units Available By Special Order Only				Trane Smart Thermostat <sup>^</sup>	
\$300	\$150	XL15c Packaged Units 4WCY5; 4CY5; 4DCY5; 4TCY5						
Products are eligible based on availability and must be sold/installed/claimed during the promotion period. No exceptions are allowed.								
Eligibility is based upon a Trane comfort system configuration and use of Trane products.								
Smart Thermostat <sup>^</sup> controls are: TCONT624, TCONT724, TCONT824, TCONT850, TZON1050								

## ADVERTISING SUPPORT

All advertising for the Trane Comfort Specialist Spring Promotion must adhere to the guidelines defined in this sales plan. Advertising that does not follow these guidelines will not be eligible for Trane coop funding. As with all Trane coop funding eligibility, advertising must be pre-approved prior to placing the advertisement. For more information please contact your TM or Sales Support Team.

## DISCLAIMER

\*See your participating independent Trane Dealer for complete program eligibility, dates, details and restrictions. Available through participating independent Trane Dealers. Special rebates up to \$1400, All sales must be to homeowner in the United States. Void where prohibited. Valid on Qualifying Equipment only. Offer expires 9/30/2021.



It's Hard To Stop A Trane.®

## LEGAL EXPECTATIONS:

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 distributors/dealers 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 either be debited or invoiced 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.*

