



*It's Hard To Stop A Trane.®*



Why Trane.



**1885**  
James Trane, a steam fitter, plumber, & inventor, opens a plumbing shop in La Crosse, Wisconsin.



**1925**  
Reuben Trane invents the convector radiator.



**1938**  
Trane Turbovac: First hermetic centrifugal unit changes air conditioning in large buildings.



**1939-45**  
Allied aircraft use the Trane Aircraft Intercooler, allowing planes to fly higher and faster than ever before.



**1958**  
Trane's stock begins trading on the New York Stock Exchange.



**1964**  
Trane introduces the legendary Spine Fin™ coil.



**1975**  
Trane launches global expansion.



**1982**  
Trane acquires the central air conditioning department of General Electric.

**1885**

**1913**  
James Trane and his son Reuben incorporate the Trane Company.



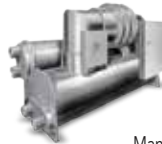
**1926**  
Reuben Trane launches the Trane Graduate Engineering Training Program.



**1931**  
Trane's new commercial air conditioning unit, the Unit Cooler, is first used in Louisville, Ky movie theaters.



**1951**  
Trane introduces the CenTraVac.™



**1958**  
Manufacturing plant built in Clarksville, TN.



**1960**  
The first heat pump is introduced: the Weathertron.



**1971**  
Apollo 15 Lunar Rover uses a Trane-designed specialized brazed aluminum heat exchanger.



**1978**  
Trane acquires Sentinel Electronics Corp, now Building Automation Systems Division (BASD).

**1981**  
Trane introduces the innovative Model CVHE CenTraVac.



Over a hundred years ago, Reuben and James Trane made the decision to stand out from the crowd by building a comfort system like no other. They established a legacy of unmatched reliability, unparalleled innovation, and uncompromising quality that still stands today.

In the following pages, you'll see just what we're willing to do to make that point.

## Reliability and Innovation

### RELIABILITY

At our testing facility, our engineers brutalize our products in an unrelenting effort to find a breaking point. And that's all part of our mission: doubling down on the kind of extreme testing that's made us known as the most reliable brand among consumers,\* hands down.

### INNOVATION & TECHNOLOGY

Trane is ahead of the industry in innovation. So as a dealer, that's a selling point you simply can't overlook. From our invention of the variable speed residential market (yes, it was our idea) to service diagnostics, and our philosophy of continuous improvement, Trane products are among the most technologically advanced in the market.

\*Ingersoll Rand Marketing Insights. Trane Brand Consumer Survey. July 2019.

**1889**  
Trane launches first variable-speed hermetic compressor.

**1900's**  
Trane launches XLI outdoor platform, which later becomes an icon in the industry.

**1990**  
Vidalia, GA plant begins manufacturing air handlers.

**1991**  
Trane launches first 2-stage gas furnace.

**1992**  
The tagline "It's Hard To Stop A Trane" introduced.

**1993**  
Trane launches the Climatuff® compressor.

**1998**  
Trane receives the EPA Climate Protection Award.

**1998**  
Trane Comfort Specialist™ program begins.

**1995**  
Trane.com launches.

**2006**  
Trane launches CleanEffects™, the world's most effective whole-house air cleaner.

**Nov. 28, 2007**  
American Standard splits off the Trane brand.

**June 6, 2008**  
Ingersoll Rand acquires Trane, Inc.

**2010**  
Trane ComfortLink™ II Control is introduced. It's named "One of the most transformative products of 2010" by Popular Mechanics magazine.

**2012**  
Trane and Schlage® partner to launch Nexia™ Home Intelligence.

**2013**  
The Trane 100 Year Anniversary.

**2014**  
Trane launches TruComfort™ Variable Speed Systems.

**2015**  
Trane launches Nexia Diagnostics.

**2015**  
Trane is named "Most reliable brand"

**2015-2020**  
Trane Named Most Trusted Brand

**March 2, 2020**  
Ingersoll Rand spins off its industrial businesses, which merge with Gardner Denver to become Ingersoll Rand (NYSE: IR). Climate businesses become Trane Technologies (NYSE: TT).

# that never stop.

## HISTORY & BRAND PROMISE

Of course, high praise is a tradition at Trane. We have a list of firsts as long as your arm to prove it. Starting with the very first heat pump, for more than a century the Trane name has stood for products and technology that have stretched the world's idea of what's possible. And today, customers everywhere have come to expect this type of reliability and innovation for their well-deserved comfort.



In just one of many examples of tortuous testing in Tyler, Texas, Trane systems and components are put through 16 weeks of bone-chilling cold and blistering heat, in repeating two-week sessions, in order to test and improve our designs. Some units endure over 2,600 hours of continuous testing. By putting our heating and cooling units through an equivalent of five years' worth of wear and tear in the matter of a few months, we reinforce our philosophy of making products you can rely on for years and years. *It's Hard To Stop A Trane* isn't just a tag line...it's been proven.



**We take it home.**

The abuse doesn't stop in the chambers of the test lab. We test extensively in the field too, where we push our systems beyond their designed capability. This valuable data allows us to achieve improved performance where it counts the most, in your customers' homes.



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**We stress it.**

Snowball II is the nickname for the durable Climatuff® compressor that endured (no longer being tested) the compressor stress test at Trane's testing lab. The original Snowball, starting in late 1972, ran continuously 24/7 for nearly 28 years at 3500 estimated average RPM equaling an automobile running between 60 and 70 miles per hour, covering 14.8 million miles.



Taking it to

**We broil it.**

Since a Trane is often installed in the worse kind of environments, that's where we test it. The only difference is we can make it much more harsh in the Application Chamber where we go to the extreme with broiling 150°F heat and bone-chilling -40°F cold, with humidity and power aberrations doled out at will.



**We drop it.**

The packaging stress test ensures that Trane products can withstand the rigors of shipping. This is one of 18 tests that challenge the integrity of mishaps from our dock to your door.



**We shock it.**

Enduring 3,600 cycles at -40°F to 185°F is the kind of abuse Trane component parts must pass or they go back to the drawing board, no exceptions.

**We expose it.**

Trane takes the integrity of all parts and components seriously, no matter their point of origin. Our system design and parts integration must meet our internal design standards and pass rigorous system life testing to ensure the highest level of reliability.

# the extreme.



**We listen to it.**

Where there's noise, there's often trouble. That's why a Trane's rigorous testing regimen includes the industry's only Hemi Anechoic acoustic sound chamber. Our designs must pass individual sound measureables to not only check parts, but to find opportunities to reduce overall noise levels. Good examples are Trane TruComfort™ Variable Speed outdoor products that have the quietest sound ratings today at 3 dB below the nearest competitor's minimum.

*The Climatic Chamber is just one of the many ordeals every Trane must endure to make sure it lives up to our standards.*

Take a deeper dive into just a few of the many different kinds of testing that take place day in and day out at our lab in Tyler, Texas or come and see for yourself. Tours take place August through April. Make your plans early because they fill up pretty quick.

## The torturous

### Outdoor Products

#### THE SEET LAB

It stands for Systems Extreme Environmental Test and it's some of the harshest environmental conditions that this planet — and maybe even Mars — might throw at a unit. Here is what it is like within any given two week period.

#### Round 1: Heating defrost with snow

OUTSIDE TEMP: 25° with snow and ice

The heat pump's challenge is to heat while operating in sub-freezing conditions. The coil must be free of ice build-up in order to perform under these conditions. This test will require the compressor to work very hard and run almost continuously.

#### Round 2: Cooling

OUTSIDE TEMP: 100° with fan shut off

This test causes the unit to cycle on overload by simulating outdoor fan failure, while determining whether it will restart after cooling down.

#### Round 3: Minimum load heating

OUTSIDE TEMP: 0°

Simulating minimum refrigerant flow creates a state where compressor bearings are at seizure risk caused by minimal oil flow. It is not a coincidence that the Climatuff® compressor has the velocity necessary to pull oil back through the lines and into the compressor to lubricate all bearing surfaces in this extreme condition.

#### Round 4: Power shut off

After 12 hours of a typical power outage, oil can drain or be washed off bearing surfaces due to refrigerant migration. The oil reservoir at the bottom of the sump has been floated above the oil pump opening by the heavier liquid refrigerant. This test simulates the effects of seasonal start up and/or power outage, giving engineers the opportunity to see if the compressor can withstand starting conditions with little or no oil pressure.

#### Round 5: Cooling maximum

OUTSIDE TEMP: 125°

The challenge with this test is to optimally remove excessive indoor heat, getting rid of it outdoors; the system is cycled and must restart and run without tripping off.

#### Round 6: Cooling flood

OUTSIDE TEMP: 85°

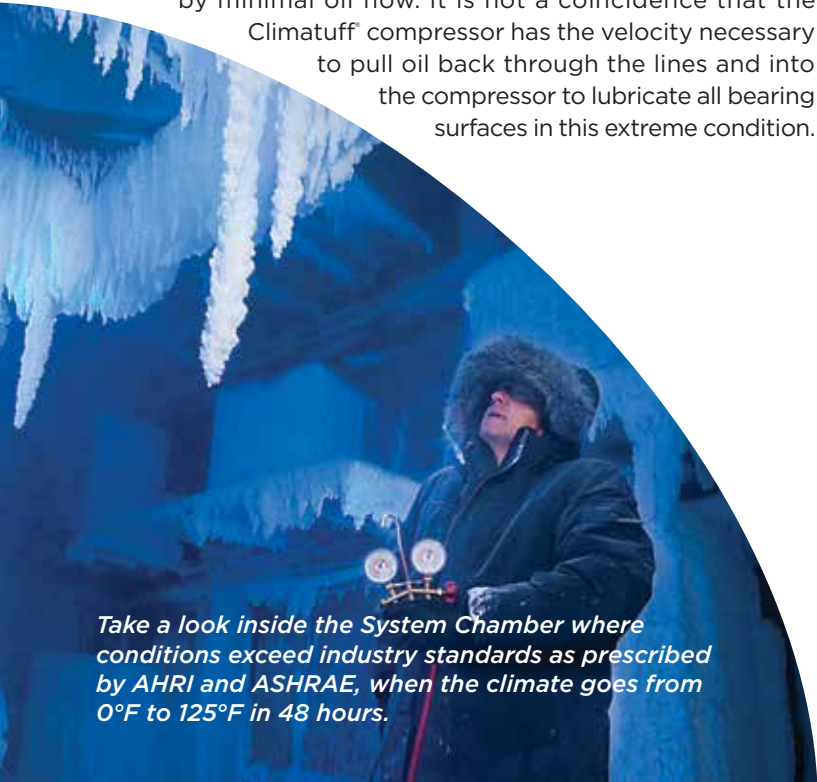
This test subjects the compressor to the mechanical stresses of liquid refrigerant flood back or TXV shutoff. Gross system overcharge or blocked indoor airflow could cause this condition.

#### Round 7: Cooling maximum load no. 2

OUTSIDE TEMP: 125°

We attempt to force the compressor to shut down under the stress of high load conditions, and load voltage.

As if all this wasn't enough, our outdoor units experience voltage extremes and power interrupts multiple times per hour during these tests.



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

# details.



## THE FALT LAB

It stands for Furnace Accelerated Life Test and it captures the various conditions that a customer could experience. Voltage fluctuations, random loss of power, varying gas pressures are just a few of the items we test to ensure your furnace continues to provide you with the comfort you expect from it.

## COMPRESSOR CALORIMETER TESTING

Capacity and development tests are conducted in a thermally controlled environment, unmanned and collecting data continuously. Data is checked at regular intervals during manufacturing to test the integrity of our delivered products.

## PSYCHROMETRIC LAB TESTS

Tests are run according to AHRI Standard 210/240. Indoor rooms are capable of simulating temps of 40°F to 100°F. Outdoor rooms simulate -20°F to 120°F.

## CLIMATIC CHAMBER

The goal is to exceed any climate condition in North America resulting in operational reliability and safety. A Trane must tolerate up to five inches of rainfall an hour that includes icing fog down to 25°F, mixed with freezing rain and snow. These are just some of the cruel and unusual punishments dished out daily.

## MATERIALS AND PROCESSES LAB TESTS

Processes and materials are always subject to improvement at Trane. That's why ongoing testing on alternate refrigerants, metallurgy, oils, powder paint processes and more occur in this lab.

## Indoor Products

### HEAT EXCHANGER THERMAL STRESS TEST

ANSI.Z21.47 residential gas furnace design standards require all furnace heat exchangers to pass a 10,000-cycle stress test without failure. Trane's patented heat exchanger design successfully passed this test five times.

### HEAT EXCHANGER CORROSION TEST

Trane heat exchangers are tested with "chlorine-spiked fuel" to simulate operation with contaminated combustion air. The corrosion test goes way beyond the minimum ANSI standard of 100 days and 12,000 cycles. We test to ensure ultimate performance.

### COMBUSTION TESTING

An extensive set of combustion and emission tests are required for design certification. However that is not good enough for a Trane. We strive to exceed the minimum requirements which is why we built the test lab in the first place.

### ELECTRONIC VERIFICATION OF PARTS

Key components are electronically verified for each individual model by scanning the bar code label. The end-of-line run test requires all critical parts to be verified before the test can begin.

### HEAT EXCHANGER PRESSURE DECAY TEST

Each individual heat exchanger is pressure tested to comply with the ANSI.Z21.47 test standards. Trane goes one step further and stamps the test station number into the corner of each heat exchanger that passes the test. This stamp of approval provides a visual confirmation of a gas-tight heat exchanger and approval for use in a Trane furnace.

### END-OF-LINE RUN TEST

Trane tests each and every unit and cycles all of the components. The computer controlled run test automatically sequences the unit through a series of tests and will only print a shipping label for units that pass.

### DAILY AUDITS

Compliance audits are required in order to maintain agency approval. Trane exceeds these requirements by performing a daily audit of products built on each assembly line.



Over 700 speeds deliver precise comfort and remarkable advantages.

Innovation isn't an event or an accomplishment or a destination. It's an ongoing process, a continuous journey. And for Trane dealers, it's life in the fast lane: committed to pursuing perfection, exploring what's down the road, and getting there ahead of all others.

## It's all about



**Exclusive** Refrigerant Cooled Inverter keeps electronics at a consistent temperature leading to improved performance and reliability.

### Trane XV with Trane TruComfort™ Technology.

Advancing the industry with products like the Trane TruComfort™ Variable Speed system is a recent example of Trane leadership and commitment to being at the top. The XV20i air conditioner is one of the industry's most efficient systems, with ratings up to 22 SEER. With Trane TruComfort™ technology, the compressor automatically adjusts itself to maximize comfort by avoiding temperature swings.

#### Speed range % comparison

	Trane TruComfort™	Nearest Competitor
AC	30 TO 100	35 TO 100
HP	25 TO 100	35 TO 100

#### Precision Reinvented.

With a Trane TruComfort™ system, the compressor, outdoor fan, and indoor fan system will vary operating speed and BTU output as the outdoor temperature changes; slowly and gradually speeding up or slowing down in as little as 1/10 of 1% increments to maintain comfort within 1/2° of the thermostat setting; now that's precision.

#### We're committed to helping you own the variable speed market.

This is just the beginning of our multi-tiered offering. Building on Trane reliability, our unique torture testing, and extensive field trials, these new outdoor products are truly Trane engineering at its best.

#### Strategic vision: Two efficiency tiers to level the playing field.

A first for the industry, Trane's XV18 and XV20i offer more choices in the variable speed category, with higher comfort levels and an affordable, competitive price point, setting the stage for a multiple-tier approach to our variable speed platform.





## Time Saving Technology

Helping service techs solve issues quicker is a priority at Trane. We strive to continuously improve our products to be the easiest to diagnose and repair.

# time.

## Trane Hyperion™ Air Handler.

The Hyperion air handler is built unlike anything the market has ever seen. With the efficient cabinet design, Hyperion features double wall insulation to prevent condensation, mold growth, and allows the interior cabinet to be wiped down. Plus, this state of the art cabinet eliminates loose fibers from fiberglass insulation that may enter the air stream, giving your customers cleaner indoor air, along with peace of mind.



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The Trane Hyperion air handler breaks down into four pieces within a few minutes with only one tool. The cabinet can be cleaned fast and easy because all components slide out.



The Communicating Display Assembly (CDA) built into Trane's variable speed units provides a wealth of information for speedier service and maintenance diagnosis. The last four faults are displayed as the default screen to help techs as soon as they open the service panel. Test modes allow you to cycle the systems and check drive diagnostics and a whole lot more.



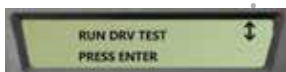
Many Service Facts and Installer's Guides now include quick response codes (QR) to allow service techs to go directly to helpful videos on their smartphones or devices.



TEST MODES



LAST 4 FAULTS



DRIVE DIAGNOSTICS



# Creating **unique**

## Get Connected Comfort with Nexia™

Trane Connected Controls and the Nexia smart comfort app give you the power to create a clear business advantage by offering your customers integrated home comfort beyond basic remote temperature control.



*XL1050, XL850 and XL824 include a built-in Nexia Bridge for an even easier integration with a smart home.*



*From wireless temperature and humidity sensors to lights, locks and more, the Nexia home comfort system keeps your customers connected and in control of their home from wherever they are.*

## Stay Connected With Nexia Diagnostics.

Homeowners who opt-in with Nexia™ Diagnostics allow you, the installing dealer, access to live, real-time data of their home's heating and air conditioning system, including Active Alerts, System Configuration, Zone Configuration, Runtime History, System History and more. Nexia™ Diagnostics can also send you email alerts if there is ever an issue with the customer's system.



- Keeps you connected to your customer
- Helps maintain high service levels and satisfaction
- Reduces truck-rolls and time of service visits
- Ensures service opportunities come back to you
- Enhances your maintenance agreements

# opportunities.

*The patented Intense Field Dielectric, or iFD, technology is one of the reasons Trane CleanEffects™ leads the industry in clean air. Unlike conventional EAC's using conventional and less efficient technology iFD charges equally across the whole corona field.*

## Let's Clear The Air: Trane CleanEffects.™

At Trane, we believe that a heating and cooling system should clean as well as condition the air. And Trane CleanEffects™ represents our commitment to be better than any other air filtration system on the market today. It is the industry benchmark verified by experts who make it their business to know about clean air.



- Up to 100 times more effective than a standard 1 inch throwaway filter
- Cleanable collection cells
- Up to 99.98% efficient at removing airborne particles
- Quiet operation
- Communicating capability

*The Asthma and Allergy Foundation of America (AAFA) and Allergy Standards Limited (ASL) has announced that the CleanEffects™ whole home air cleaner from Trane, has earned the asthma & allergy friendly® Certification. 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. To receive the certification, the Trane CleanEffects was independently tested and required to meet benchmark standards as prescribed by ASL and AAFA based on industry leading medical and scientific research in health issues and indoor air pollution.*



**Exclusive** fluted collection cell design is unique to the industry, with approximately 700% more collection area than conventional electronic air cleaners; making CleanEffects more efficient than can be measured on a MERV rating. Trane CleanEffects™ uses a CADR (Clean Air Delivery Rate) method which is a better indicator of how clean the air really is.

## Trane ComfortLink™ II Communicating System.

In 2007 Trane began the process of engineering digital components and adding digital capability across all product lines. Not only did it allow greater information to flow between components, it also allowed the service tech to tap into data. This leap forward into digital has paid in spades in the serviceability department.





*Trane Packaged Systems are ranked #1 for lowest total service time.*

## Ahead Of The Pack: Trane Packaged Systems.

Trane packaged systems ranked #1 compared to the serviceability of three leading competitors. You get ranked #1 when your systems require the lowest total service time, the least number of operations, the minimum tools per task, and the fewest technicians. What's more, Trane leads the pack when it comes to technician disassembly and reassembly time.

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Prepare to be

# blown away.

## The Vortica™ Advanced Airflow System.

### Keeping innovation as quiet as possible.

The Vortica™ Advanced Airflow System is an example of Trane's ongoing leadership in technology and design. Trane has developed an innovative blower technology that improves airflow while reducing sound. And, because of its enhanced performance capabilities, this system allows for a smaller cabinet size.



**Exclusive** Vortica blower design provides a reliable, consistent level of quiet comfort and energy savings.

- Made of highly durable, composite materials that won't crack, corrode or rust
- Requires lower fan power resulting in higher system efficiency and lower energy use
- The quietest unit at every tonnage with sound levels as low as 66 dB



*Innovative Trane Packaged Systems cabinet design allows Vortica to slide out for optimal access and faster servicing.*



## All-Aluminum Comfort™ Coils.

Trane's all-aluminum indoor evaporator coils are revolutionary in an industry tied to copper. Aluminum means longer life and industry leading resistance to corrosion.

To ensure durability and reduce leaks, each coil goes through a rigorous testing stage during manufacture. Helium is pressurized to 325 pounds per square inch to detect leaks down to .1 ounce per year because system efficiency and reliability are what make a Trane a Trane.



*Enhanced fin design for greater heat transfer boosts overall longevity and efficiency of system. Only on select models.*

## It's Hard To Stop Trane's All-Aluminum Coils.

An independent, third-party test in a laboratory environment proved that aluminum coils are resistant to formicary corrosion while copper tubed coils are not. The results, shown below, indicate the future reliability of an aluminum evaporator coil in an indoor environment.

*Aluminum tube and tube sheet after 500 hour salt spray.*



*Copper tube and galvanized steel tube sheet after 500 hour salt spray.*



### Formicary Corrosion Test

*Magnified cross sections of aluminum and copper tubes.*

Aluminum	Copper
500x	500x
	

*By looking at magnified cross sections of aluminum and copper tubes, the results of an accelerated formicary corrosion test can be seen with the naked eye. After 127 days of exposure in an accelerated environment, aluminum tubes showed only minor surface corrosion. After 12 days of exposure, copper tubes completely failed with through-wall penetration.*

Note: The test for formicary susceptibility of Alloys A (Aluminum) and C (Copper) was performed by Corrosion Testing Laboratories, Inc. in August 2004.

# Nothing compares to Spine Fin™

## Our Proprietary Woven Coil Technology Remains Unmatched Since 1968.

Still today, Spine Fin™ ranks as the most efficient heat exchanger currently being manufactured. That's why we use it in every single one of our outdoor products. Increased surface area offers prevention of dirt build-up and provides superior long-term efficiency and effectiveness against the environment outdoors. Spine Fin™ is unmatched when it comes to heat transfer. They just can't beat it. No wonder it's miles ahead of everyone, and positioned to stay there.

- Made with proprietary manufacturing techniques
- Leak resistant design has 1/3 the number of brazed joints and our unique transition joint
- A protective cabinet and a cleanable design



*The woven coil design weaves a continuous roll of Spine Fin™ in a layered configuration, creating an even greater surface area. This greater surface area results in increased efficiency and a reduced cabinet size.*



*Spine Fin™ coils are fabricated in continuous lengths. Because of the number of leading edges, one row has the ability to transfer the same amount of heat as three rows of plate fin.*



### 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."



*Patented high-speed machines cut, form and wrap aluminum fin stock around aluminum tubing.*



*The rounded corners of Trane's four-sided coil design eliminate return bends and provide maximum efficiency.*

# nothing.



Conventional exposed plate fin stands little chance in harsh environments like the one shown above.



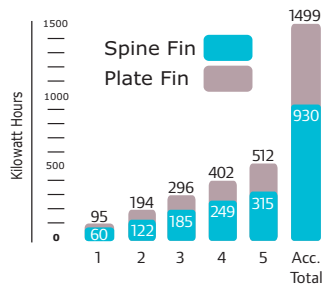
## Spine Fin™ stands up to harsh environments.

The outdoor environment is unrelenting, with dramatic swings in temperature, precipitation, wind and humidity. Near the ocean, the air contains salt-laden moisture. In and around cities, the atmosphere contains oxides of sulfur and nitrogen, acid and alkaline dusts and gases. Most of the other guys' coils can't stand up to these powerful corrosive forces. However, the carefully selected aluminum alloys in Spine Fin™ provide protection from even the harshest outdoor environments.

### SPINE FIN™ TO PLATE FIN PERFORMANCE COMPARISON

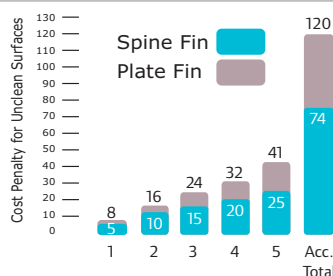
**Energy Use Penalty** due to contaminated condenser surfaces in 3-ton 10 SEER systems (1500 Hrs/Yr operation)

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.

# first.

Get used to being



It isn't easy being the first. But anything else is being a follower. And Trane dealers don't settle for that. They expect constant innovation and continuous improvement from us, and they get it. So they can be first in their market with industry-leading products, technology, and support. That spirit began over a hundred years ago when the Trane family, Reuban and James, opened up shop in La Crosse, Wisconsin, and will never stop.

### We started something.

That's right. High performance, excellent reliability and superior energy efficiency all started with the first heat pump from Trane. And it's what you can expect from today's family of heat pumps. Packed with Trane's innovative technology to heat, cool and condition home air quietly and efficiently.



*Trane Storefront  
La Crosse, Wisconsin 1891*

Courtesy of the La Crosse (Wisconsin)  
Public Library Archives



### We smoothed things out.

In 1989, Trane became the first to use variable speed motors to eliminate hot and cold spots and up-and-down temperature cycling.





**We designed it to carry an 600 lb. gorilla.**

What makes the polymer base pan an important first? Well, perhaps because it can withstand an 600-pound load and our 135°, 20-year accelerated heat test. It won't crack, warp, corrode, or rust and its molded-in color will not fade, ever.



**We doubled down.**

While others played it safe with the status quo, Trane brought two different technologies together in the EarthWise™ Hybrid System for ultimate efficiency and outstanding comfort. A Trane electric heat pump, working in tandem with a variable-speed furnace, creates a system with the flexibility to use two energy sources and delivers the most efficient home comfort all year long.



**We set the bar high with Climatuff® Compressors.**

The heart of a Trane system is nothing short of extraordinary. The Legendary Climatuff® Compressor was built from scratch in-house and boldly paved the way for the majority of modern compressor technology on the market today. Trane compressor standards still have to be met to wear the Climatuff® name.



We are constantly innovating because we care about the things your customers care about, like efficiency, reliability, and noise levels. Good examples for efficiency includes utilizing higher efficiency compressor motors and scroll optimized designs. Improvements in compressor reliability have been realized as some system designs incorporate real-time compressor performance monitoring and control. This allows the compressor to always operate in safe regions thus improving the reliability of the compressor. Also, highly engineered noise and vibration damping materials are also utilized which have yielded sound improvements.

**We finish strong.**

Trane has always been first in building things to last. That's why we were the first to finish our equipment with more durable, attractive powder coating. Unlike painting, powder coating provides a thicker finish that helps eliminate the chance of rusty or ragged edges developing over time. All panels are subjected to our 1,000 hour salt spray test.



## Start With An Unfair Advantage.

Top of mind brand awareness is one of the strongest marketing advantages any company can have, and Trane has it. Trane leads the industry with the highest top of mind awareness and even rates as the most reliable brand of HVAC equipment.\*

Also, Lifestory Research® awarded Trane as America's Most Trusted HVAC Brand 6 years in a row.\*\*

American homeowners get it.

\* Trane Technologies Marketing Insights. Trane Brand Consumer Survey. July 2020.

\*\* Trane received the highest numerical score in the proprietary Lifestory Research America's Most Trusted® HVAC Brand study for years 2015, 2016, 2017, 2018, 2019 and 2020. Your experiences may vary. Visit <http://www.lifestoryresearch.com>.



## The most recognized in the

### Get found.

When you become a Trane dealer, we become your partner in generating new leads and new business. Responding to our top of mind brand awareness, potential customers are able to find Trane Comfort Specialists™ through the Dealer Locator at Trane.com.



\* Source: NOORO Online Research

\*\* Ingersoll Rand Marketing Insights. Trane Brand Consumer Survey. July 2019.

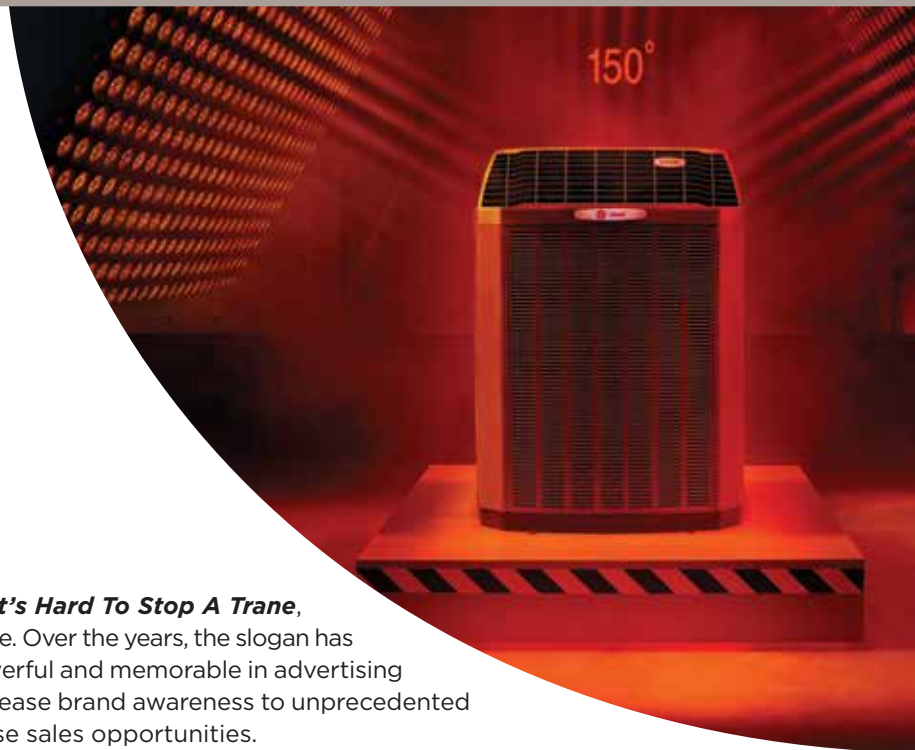
† Trane received the highest numerical score in the proprietary Lifestory Research 2020 America's Most Trusted® HVAC Brand study. Your experiences may vary. Visit [www.lifestoryresearch.com](http://www.lifestoryresearch.com).



*It's Hard To Stop A Trane.*®

Leverage a killer tag line. . . .

In 1992, Trane introduced its now iconic tag line, *It's Hard To Stop A Trane*, reinforcing the brand's reliability and durability promise. Over the years, the slogan has been repeatedly recognized as one of the most powerful and memorable in advertising history. It's just part of a decades-long effort to increase brand awareness to unprecedented levels that dealers can instantly leverage to increase sales opportunities.



# world.



**Hope for a cure.**

Trane is a proud sponsor of the St. Jude Dream Home® Giveaway, which was created in 1991 to raise money for the hospital that treats young patients with pediatric cancer and other life-threatening diseases. Today, the St. Jude Dream Home Giveaway is one of the largest single-event fundraisers for St. Jude nationwide. Each year, Trane will donate heating and cooling products to approximately 45 St. Jude Dream Home Giveaways across the country, built in partnership with local home builders.

Why *not* Trane?  
The breadth of our products never stops. From our core offerings to focused expansion into specialty products you can be assured there is a reliable Trane for every home.



## Get On Board.

Join the network of hard-working Trane dealers who are already on the road to higher profitability and greater customer satisfaction. Right from the start, you'll be representing the most widely recognized brand in the business, with a well-established reputation for quality, reliability, and efficiency, backed by more than a century of experience.

Our team is prepared to help you stay ahead of the curve in the same way our continued commitment to reliability and innovation will keep your phone ringing.

Contact your local Trane distributor for more information.