



Advanced HVAC Fleet Management

Save money and energy with planned replacement



Replacing equipment can dramatically reduce energy costs.

One of the largest sources of energy consumption in your stores is your HVAC equipment. As equipment ages, it's more likely to run inefficiently or break down — requiring unbudgeted replacement or expensive repairs. When you are proactive in planning the replacement of old, worn-out units with new, energy-efficient equipment from Trane, you can maximize savings, minimize hassles and ensure reliable operation.

At Trane, we understand that:

- The comfort of customers and employees in your stores is a top priority — cool, clean, fresh air is a must
- You need a solution that works across all your stores
- Your capital dollars are limited and stretched across multiple utilities
- You want to make the most of your investments
- You need to be sure of a positive ROI before purchasing new equipment

Replacing your old HVAC equipment with modern, energy-efficient, cost-effective Trane® units can
improve your business.

Whatever the case, it's important to have a partner who understands your business and can help find the best solution for your needs. Over the years, changes in how buildings are used and technological advances in the industry have created opportunities to "right-size" equipment, resulting in additional savings for you. As you evaluate the condition of your fleet, there are several factors to consider:

- Environmental condition of your facilities
- Indoor air quality (IAQ) impact on your sales if the unit breaks down
- Current age of the unit
- Repair time and materials costs
- Emergency replacement costs



Reduce energy costs

Significant improvements in HVAC systems allow your organization to cut monthly costs and reduce your environmental impact.

- Heating and cooling systems make up approximately 38 percent of a building's energy usage¹
- Retail companies spend nearly \$20 billion on energy each year¹
- Energy savings of 10 percent can save costs equal to a 1.26 percent sales increase¹
- Replacing air-conditioning units that are just 10 years old may save 20-40 percent on cooling costs¹
- Updated energy management systems are proven to further reduce energy consumption



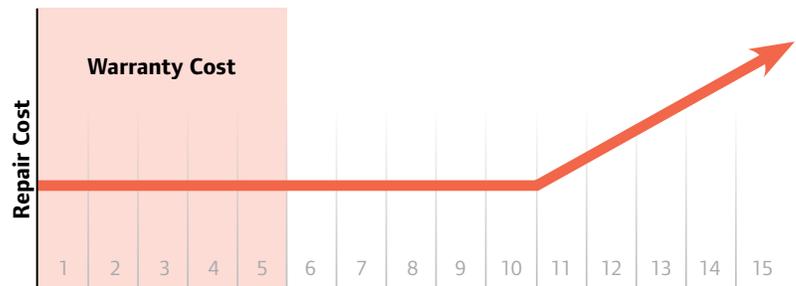
Avoid costly repairs and unexpected downtime

When older HVAC equipment breaks down, you're hit with unexpected repair costs, temporary rental expenses, disrupted customer spaces and a store that's too hot or cold. These costs add up to thousands of dollars per unit each year, not including loss of business revenue due to customer discomfort.

Replacing air-conditioning units that are just 10 years old may save 20%–40% on cooling costs¹.

These issues are most common in the last five years of a unit's life, because that's when key components begin wearing down and factory warranties start to expire. Continuing to repair the unit becomes counterproductive because you're only postponing the risk of another emergency in the near future. Proactively replacing aging equipment allows you to reinvest those funds in your organization, ensuring 24/7/365 comfort in your buildings, and dramatically reducing unexpected repair bills.

- 64 percent of retailers have HVAC preventive maintenance about 4 times/year²
- The average cost of retail HVAC repair and maintenance is 40 cents/sq. ft.²
- The average cost per service call is \$493²



12-15 Year Lifecycles

The vast majority of equipment emergency repair costs occur in the final later years of a unit's lifecycle.

Case Study

Economic comparison

In a 15-year study of a typical retail building in Houston, Texas, we found that replacing four 10-year-old, 10-ton rooftop units (RTUs) with new, high-efficiency RTUs offered numerous financial advantages:

Old equipment vs. new equipment

Yearly Savings:	\$ 11,236
Yearly Utility Cost Savings:	\$ 4,836
Yearly Maintenance Cost Savings:	\$ 6,400
Initial Investment:	\$ 65,000
Rebate or Incentive:	\$ 5,500
Net Present Value:	\$ 148,250
Lifecycle Payback for New Equipment:	4.24 years

Internal Rate of Return (IRR) for New Equipment: 30.12%

Source: Trane Option analyzer (Uses TRACE™ 700 engine).
Assumption of increased service costs for older units vs. new units, based on industry averages.

¹ Source: ENERGY STAR
² Source: Green Retail Decisions

Leverage financial benefits

Trane has developed a variety of financing options to help you complete a range of projects and maximize your HVAC systems investment.

- **Total Cost of Ownership** — It's important to consider installation costs, operating costs, service requirements and the expense of borrowing money when determining the best system to choose and the best way to buy it.
- **Energy Incentives and Rebates** — Organizations that install new HVAC equipment may be eligible for energy rebates, which can help offset the up-front costs of a new rooftop unit.
- **PrePay Discount** — By paying prior to shipment, you can finance the project at an attractive rate, gain immediate order approval, enhance your credit standing and reduce the purchase cost of new equipment.
- **Trane Leasing Services** — We specialize in providing creative financing solutions for business owners, so projects that are often difficult to finance can move forward without depleting existing working capital.

Planned replacement

Our representatives are experts in the Trane HVAC planned replacement program. Using DOE-qualified tools, including the Trane Option analyzer and TRACE 700, we can help you determine the positive financial impact of replacing old units with new.

From evaluating your current facilities to prioritizing which units need to be replaced to finding the right-sized equipment for your needs, Trane is your dedicated business partner from start to finish.

Trane offers a complete line of state-of-the-art, award-winning packaged rooftop units.

**Precedent™
Rooftop Systems**
3–10 tons



**Voyager™
Rooftop Systems**
12.5–25 tons



**Voyager™
Rooftop Systems**
27.5–50 tons



**IntelliPak I™
Rooftop Systems**
20–130 tons



**IntelliPak II™
Rooftop Systems**
90–162 tons



Contact your Trane representative by calling 800-872-6330 or visit Trane.com/retail to learn more.

Scan the code to learn more.



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