



It's Hard To Stop A Trane.®

3 Easy Steps to Purchasing a Heating or Cooling System

IT'S EASY AS

1
PREPARE

2
RESEARCH

3
SELECT

1

PREPARE

Assess and Prioritize Your Needs

It's better to plan ahead while your system is still working rather than have it break down in the middle of extreme weather conditions.

Use this worksheet during the entire purchasing process—from evaluating and prioritizing your needs to meeting with a dealer—to ensure you and your family are getting the right Trane system for your home. Answer the questions below to get started.

COMFORT:

Comfort is subjective, so you'll want to choose a system that allows you to "choose your climate."

Are some rooms hotter or colder than others?

Yes No

How many separate zones/thermostats do you have currently?

How many would you like to have? _____

Have you added rooms to your home recently?

Yes No

Are you planning to add rooms to your home in the future?

Yes No

QUALITY:

Choosing a brand with a reputation for performance, reliability and high customer satisfaction will pay off in the long run.

Would you like to reduce the amount of particles in the air, such as dust or mold?

Yes No

Would you be interested in learning more about air-filtration systems?

Yes No

Would you like a quieter system?

Yes No

Do you wish to reduce humidity levels in your home?

Yes No

Would you like to be able to control the temperature in your home while you're away?

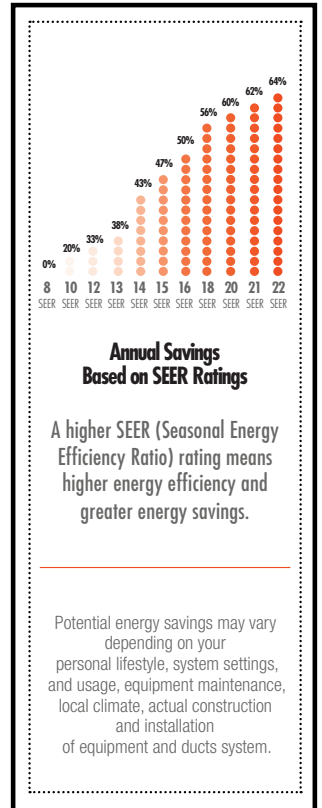
Yes No

VALUE:

When shopping for a heating and cooling system, you also need to consider more than *just* the initial purchase price. Choosing a system with a high Seasonal Energy Efficiency Ratio (SEER) value will save you energy down the road.

How much electric/gas do you use annually? _____

What is the SEER rating of your current equipment? _____



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RESEARCH

Learn About What's New

Recent innovations in heating and cooling technology make this an exciting time to upgrade your home's system.

VARIABLE SPEED

Continuously working to keep your home at a consistent temperature with reduced humidity, these systems adjust their own speed depending on how much cooler or warmer your home needs to be. And because they're working to keep your home at a constant temperature, they're not "kicking on" and changing the temperature multiple degrees... giving you both a quieter and more efficient system.

SMART HOME AUTOMATION

Control the comfort of your home even while you're away with a smart home automation system. Connect via smartphone to change the temperature of your home, turn the lights on or off, and even lock or unlock your front door. Perfect for families with pets, children who let themselves in from school, and those who travel frequently.

ZONING SYSTEMS

Is one part of your home shaded while the other part gets plenty of sunlight? Are there some parts of your house you rarely use? Unlike conventional systems that can only heat or cool the entire house at once, a zoning system directs heated and cooled air on a zone-by-zone basis.

DUCTLESS

Looking to add comfort to a small room that's always a little too hot or cold? Or do you have a recent addition that's not connected to your central system? Built for superior comfort, combination ductless heating and cooling systems come in a variety of mounts.

HIGH EFFICIENCY SYSTEMS

Besides receiving a SEER rating, a product may have been certified high-efficiency by ENERGY STAR. Upgrading your system with products earning the ENERGY STAR label can help save energy without sacrificing features or functionality.

WHOLE HOME AIR FILTRATION

Clean air shouldn't be a luxury. Whole home air filtration systems work internally to reduce dust, mold, and other particles in the air being treated.

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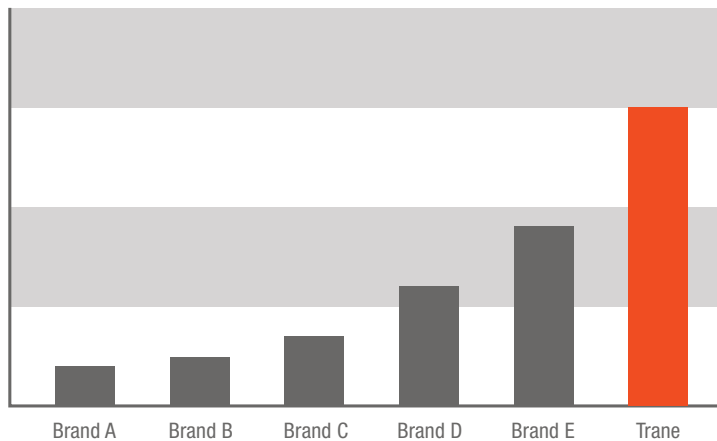
SELECT

A. Select the Trane That's Right for You

We know there's much to consider when purchasing a heating and cooling system, but also that the right system will always pay off.

Reliability is the attribute you'll want to spend the most time researching—you want to make sure the investment you're making now is an investment that will last for many years to come. Comparing brand reliability can help you in the decision-making process:

Trane—The Most Reliable



In a recent consumer poll, consumers rated Trane the most reliable heating and cooling brand.

Ingersoll Rand Marketing Insights, Trane Claim Consumer Survey, September 2014

Many Trane products are ENERGY STAR-certified and carry the ENERGY STAR label, ensuring you're not only getting a system that works hard, but is also energy efficient.

Trane is the most reliable for a reason. All Trane products are designed down to every last detail and rigorously tested for reliability and durability. To do that, we push our products well beyond industry standards to make sure they match the reliability people expect when they own a Trane.

This commitment to reliability extends to our newest and most innovative product lines, including:

- **TruComfort™ Variable Speed** systems provide continuous controlled comfort within a half degree of the set temperature while simultaneously reducing noise and humidity.
- **Nexia™ Home Intelligence Smart Home Automation** allows you to control all of your home's smart devices, including your thermostat, from a single app on your smartphone or tablet.
- **Trane's ComfortLink™ II Zoning Thermostat** controls the comfort level in up to eight zones and links with other system components to help save energy.
- **Trane's Ductless** systems can be easily mounted on the wall, in the ceiling, or on the floor to heat and cool new additions or other rooms not connected to the central system.
- **CleanEffects™ Whole Home Air Filtration** technology removes up to 99.98% of airborne particles for a cleaner environment.

3

SELECT

B. Choose The Trane Dealer Who's Right For You

Let us help you make the process seamless with the right tools and the right knowledge so that you can choose a Trane dealer who's right for you.

CONSIDER YOUR OPTIONS

Remember, not all heating and cooling dealers are created equal, and not all dealers carry Trane's line of reliable products. It's important to check the reputation of local dealers and have home visits before hiring one.

While at your home, you can expect a reputable dealer to:

- Ask you about your comfort concerns and answer any questions you may have.
- Walk through your house and take measurements.
- Inspect your ducts for leaks or incomplete connections and determine compatibility with the rest of your system.
- Calculate equipment size via a load calculation or heat gain/loss analysis.
- Explain industry terms to you.
- Explain how to save energy on your monthly bill.

Our Trane Comfort Specialists keep up-to-date with Trane's latest technology, ensuring that you receive a system that is designed to achieve superior comfort, maximum efficiency and unstoppable reliability. Our [Trane Dealer Locator](#) can help you find a certified dealer and Trane Comfort Specialist near you.

ASK QUESTIONS

- **About the Dealer**—Ask questions to understand the dealer's business history, service level, and payment options:
 - How many years has your company been in business?
 - Are you licensed to do heating and cooling work?
 - Are you bonded and insured?
 - Does your firm do its own work or does it use subcontractors?
 - Can you provide references from customers in the neighborhood?
 - Do you offer 24-hour service?
 - How long are the parts' warranty and the labor warranty?
 - Are the systems eligible for a local utility rebate? Manufacturer rebate?
 - Are there financing options available?
- **About the System**—Ask questions to understand the dealer's ability to meet your unique needs. Remember to:
 - Refer to the worksheet.
 - Discuss specific questions with your dealer.
 - Have your current model and serial number ready.

WHAT IS A TRANE COMFORT SPECIALIST?

"Trane Comfort Specialist" means the independent Trane dealer is committed to being the best in installation, service, customer satisfaction and employee training. Not every dealer qualifies as a Trane Comfort Specialist, but rather only those that meet Trane's stringent standards and who demonstrate a commitment to customer satisfaction and continuing education.



Heating And Cooling Selection Checklist

Use this helpful checklist to make sure you've completed each step in finding the heating and cooling system that's right for you:

1. PREPARE

- Assess your comfort needs** and what's right for your particular climate.
- Calculate** your average monthly energy usage.
- Consider your family's** unique needs, including noise tolerance, temperature consistency, humidity levels, and air cleanliness.

2. EDUCATE

- Read up** on new innovations and technology in the heating and cooling space.

3. SELECT AND CHOOSE

- Consider** the reliability and other factors of top brands in the heating and cooling industry to find a brand that's right for you.
- Examine** the ratings of local dealers to be sure you're finding a reputable technician to install your new system.
- Ensure** you know about the dealer's business history and what kind of financing and warranty options they offer.

TIP:

Don't forget to ask the questions you answered above in the worksheet during your conversation with a dealer.