

TRANE'S UNSTOPPABLE FALL PROMOTION



PURPOSE

The objective of this program is to encourage consumers to close post-season purchases of Trane high-efficiency systems through compelling financing offers plus trade-in allowances.

CONSUMER OFFERS

The following offers are available separately or may be combined.

**0% APR with payment in full in 36 months
OR 5.9% APR with custom payments of 1.75%**

AND

Up to \$1000 in Trade-In Allowances

Dealers will also have the ability to extend the 0% APR for 60 months, with the dealer paying the difference in cost from the 0% for 36 month program. TCS Dealers can use the TCS Year Round Financing with the trade-in allowance in place of the 36/60 month offer if they decide to do so.

Financing offers apply only to Trane Qualifying Equipment, as listed in the chart on page 3, financed under the Trane/Wells Fargo program and will not apply to any incremental purchases/charges placed on The Home Projects® Visa ® card issued by Wells Fargo Financial National Bank.

EFFECTIVE PERIOD

Sales completed between **September 16 and November 15, 2013.**

Installations and subsequent claim submissions in the TPCC must be completed within 30 days *from the date of sale* to be eligible.

ELIGIBLE PARTICIPANTS

This program is eligible for Butcher Distributors (hereinafter referred to as “distributor”) and their participating independent Trane dealers.

- Dealers must have a signed 2013 Dealer Sales Agreement on file and be in good standing with Butcher Distributors.
- Residential homeowners who purchase Qualifying Equipment from a participating independent Trane dealer within program dates.
- All installations must be located in the United States.

QUALIFYING EQUIPMENT AND SALES

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

- Dealer sales to a builder without a direct homeowner purchase at the time of sale are not eligible.
- This specific sales plan excludes Lowe’s and The Home Depot sales.
- See Chart on Page 3 for specific Eligible Systems and their respective trade-in allowances. An Eligible System must consist of an eligible outdoor unit, an eligible indoor unit, and a Trane Control.

ADVERTISING SUPPORT

See Butcher Distributors for a **kitchen table sell sheet** to utilize with your consumers. (See Attached at end of Sales Plan)

- Advertising materials are available in a pre-written or customizable form through ComfortSite/Marketing Center/MARC.
- All advertising for this program must adhere to the guidelines defined herein and by the distributor. Advertising that does not follow these guidelines will not be eligible for Trane funding.
- Dealers may choose to advertise “up to \$1,000” if promoting both the CleanEffects™ and ComfortLink II Control (note: ensure disclaimer matches “up to” offer).

REGULATORY AND DISCLAIMER INFORMATION

REGULATORY INFORMATION:

- Regulatory requirements for advertising “no-interest” promotions: “Special Rate 0% APR With Payments In Full in 36 Months:”
 - The length of the financing promotion and the interest must be included in the headline, *for example:*
 - 0% APR with equal payments for 36 months
 - 0% APR with 36 months to pay
- Regulatory requirements for advertising “Reduced Rate APR” promotions:
 - A reduced rate promotion applies until the qualifying purchase is paid in full; therefore no additional language is required in headlines or copy. As always, be sure to include the disclaimer information on page 4.

2013 FALL Consumer Equipment Eligibility and Offer

Products are eligible **based on availability** and must be sold/installed/claimed during the promotion period. No substitutions or exceptions.

Eligibility is based upon a Trane comfort system configuration and use of Trane products.

At least one Trane Comfort Control must be included with each system/product purchase.

The rebate amount and/or financing program for each eligible Trane product/system is listed below.

XLI and XR SYSTEMS (must combine eligible Outdoor Unit, eligible Indoor Unit and any Trane Control)								
Model Family	CONSUMER OFFER <small>Outdoor + Indoor + Control</small>	Eligible Outdoor Model Numbers <i>(Outdoor unit must be combined with matching ELIGIBLE indoor unit & Any Trane control)</i> Includes previous model numbers of rebadged units						
XL20i System	0% APR for 36 Months OR 5.9% APR AND \$750 Trade-In Allowance	4TWZ0; 4TTZ0						
XL18i System	0% APR for 36 Months OR 5.9% APR AND \$300 Trade-In Allowance	4TTX8; 4TWX8;						
XL16i / XL15i System	0% APR for 36 Months OR 5.9% APR AND \$100 Trade-In Allowance	4TTX6; 4TWX6; 4TTX5; 4TWX5						
XR17 System	0% APR for 36 Months OR 5.9% APR AND \$250 Trade-In Allowance	4TTR7; 4TWR7;						
XR16/XR15 System	0% APR for 36 Months OR 5.9% APR AND \$100 Trade-In Allowance	4TTR6; 4TWR6; 4TTR5; 4TWR5						
<i>Indoor unit must be combined with matching ELIGIBLE outdoor unit and any Trane Control</i>		Eligible Variable Speed Indoor Model Numbers						
		Gas Furnace						
		Oil Furnace	XC80	XV80	XV80i*	XV90i*	XV95/XC95(m)	Air Handler
		THV-V	TUD2-CV	TUD-9V	TUD2-FV	TUX2-FV	TUHM	TAM8
		TLF-V	TDD2-CV	TDD-9V			TDHM	TAM7
TLR-V					TUH3	GAM5		
TDF-V					TUH2			
					TDH2			
PACKAGED SYSTEM (must combine eligible Packaged System and any Trane Control)								
Model Family								
XL16c Packaged System	0% APR for 36 Months OR 5.9% APR AND \$100 Trade-In Allowance	4YCZ6, 4WCZ6, 4DCZ6						
XL14c Packaged System	0% APR for 36 Months OR 5.9% APR AND \$75 Trade-In Allowance	4WCY4, 4ICY4, 4DCY4, 4TCY4						
VARIABLE SPEED FURNACE/AH COMPONENT (must combine eligible Indoor Unit with any Trane Control)								
Model Family	These Variable Speed units are eligible for additional trade-in allowances. More VS units are eligible as part of a XLI/XR System (see above) but do not have additional trade-in allowances.							
VS 95 Furnace	0% APR for 36 Months OR 5.9% APR AND \$75 Trade-In Allowance	TUH3, TDH3, TUH2, TDH2, TUHM, TDHM						
VS Air Handler	0% APR for 36 Months OR 5.9% APR AND \$75 Trade-In Allowance	TAM7, TAM8; GAM5						
DUCTLESS SYSTEMS (sold only to residential homeowners)								
Model Family								
Mini Splits	0% APR for 36 Months OR 5.9% APR AND \$75 Trade-In Allowance	OUTDOOR: 4TYK6, 4TXK6, 4TXK8 INDOOR: 4MYW6, 4MXW6, 4MXW8						
Multi-Splits	0% APR for 36 Months OR 5.9% APR AND \$50 Trade-In Allowance	OUTDOOR: 4TXM6 INDOOR: 4MXW8, 4MXC85, 4MXL85, 4MXF85, 4MXD85, 4MXX85						
ADD ON ACCESSORIES (Sale must include qualifying system/component)								
XL624 Control	Add \$20 to any qualifying system/VS Component or include in financing offer	TCONT624AS42DA						
ComfortLink II XL950 Control	Add \$100 to any qualifying system/VS Component or include in financing offer	TZONE950AC52ZA						
CleanEffects™	Add \$150 to any qualifying system/VS Component or include in financing offer	TFD						

* Limited to dealer inventory

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 customers. Information you provide may be used to evaluate your reaction to and interest in Trane products and services, to provide dealers and vendors with information concerning your interest or purchase of Trane products and services, and to conduct marketing and research activities including analyzing the collective characteristics and behaviors of Trane's customers. Trane protects collected consumer information in accordance with its Privacy Policy. A copy of this Policy is available at www.trane.com.

Amendments, Modifications, or Exceptions

Trane reserves the right to amend, modify, or cancel the program, or any portion at any time

REGULATORY AND DISCLAIMER INFORMATION (CON'T)

- Regulatory requirements for advertising a monthly payment:
 - You must feature a specific item when promoting monthly payments (i.e. Trane HVAC System)
 - In close proximity to the “monthly payment amount” headline/subhead the following must be clear and conspicuous:
 - Must include the total amount of payments to purchase the specific item and the time period to pay in full.
 - In an example where the average purchase price is \$7,100 on a 5.9% APR, the total of all payments is \$8,356 and the time to repay the balance will be 67 months
 - Be sure to include the purchase price in the disclaimer

DISCLAIMER INFORMATION:

- Program dates must be included either in the disclaimer or the body of the ad.
- **Must** be included in all advertising mentioning this offer.
 - For **generic language** that does **not** mention an APR, payment, or term for financing offer.
 - Broadcast (TV/Radio)
 - See your participating independent Trane dealer or visit Trane.com for complete program eligibility, dates, details and restrictions.
 - Print
 - See your participating independent Trane dealer or visit Trane.com for complete program eligibility, dates, details and restrictions. Available through participating independent Trane dealers. Special financing offers and trade-in allowances from \$50 up to \$1,000. All sales must be to homeowners in the United States. Void where prohibited. Valid on qualifying systems only.
 - If using **specific language** that **does** mention an APR, payment, or term for financing offer (i.e. 5.9% APR or 0% APR/36 months).
 - See your independent Trane dealer for complete program eligibility, dates, details and restrictions. Special financing offers AND trade-in allowances from \$50 up to \$1,000 valid on qualifying systems only. All sales must be to homeowners in the United States. Void where prohibited. The Home Projects[®] Visa[®] card is issued by Wells Fargo Financial National Bank. Special terms apply to qualifying purchases charged with approved credit at participating merchants. The special terms APR will continue to apply until all qualifying purchases are paid in full. Reduced Rate APR: Monthly payments of at least 1.75% of the purchase balance are required during the special terms period. 0% APR: The minimum monthly payment will be the amount that will pay for the purchase in full in equal payments during the special terms period. For newly opened accounts, the regular APR is 27.99%. The APR will vary with the market based on the U.S. Prime Rate. The regular APR is given as of 1/1/2013. If you are charged interest in any billing cycle, the minimum interest charge will be \$1.00. The regular APR will apply to certain fees such as a late payment fee or if you use the card for other transactions. If you use the card for cash advances, the cash advance fee is 5.0% of the amount of the cash advance, but not less than \$10.00. Monthly payment if shown based on \$xx purchase.

DEALER ADMINISTRATION NOTES/ADDITIONAL NOTES

TRADE-IN ALLOWANCES:

Up to \$1000 consumer trade-in allowance on Eligible Systems **see product grid on page 3 for specific Qualifying Equipment** and corresponding Trade-In Allowances.

- Example: \$1000 allowance = XL20i system (\$750) + ComfortLink II X950 Control (\$100) + Clean Effects (\$150)
- Dealer cost: 50% of Consumer Trade-In Allowance amount.
- Dealer must deduct the total Consumer Trade-In Allowance from the consumer invoice. The consumer invoice/proposal must show the total purchase price and show the Consumer Trade-in Allowance.

	Trade-In Allowance		
Model Family	Consumer Trade-In Allowance	Dealer Contribution	\$ Reimbursed by Trane & Distributor
XL20i System	\$750	\$375	\$375
XL18 System	\$300	\$150	\$150
XL16i System	\$100	\$50	\$50
XR17 System	\$250	\$125	\$125
XR16 System	\$100	\$50	\$50
XL16c Packaged System	\$100	\$50	\$50
XL14c Packaged System	\$75	\$37.50	\$37.50
VS Furnace	\$75	\$37.50	\$37.50
VS Air Handler	\$75	\$37.50	\$37.50
Mini-Splits	\$75	\$37.50	\$37.50
Multi-Splits	\$50	\$25	\$25
XL624 Control	\$20	\$10	\$10
ComfortLink II XL950 Control	\$100	\$50	\$50
CleanEffects	\$150	\$75	\$75

CONSUMER FINANCING: **Continued on Page 6**

CLAIM PROCESSING: **Continued on Page 7**

CONSUMER FINANCING:

- TCS Dealers are given 2 points of additional reimbursement on financing over all other Trane dealers. One point is reflected in the core discount rate and the second point is reflected in the reimbursed amount.
- The charts below reflect the dealer discount rate to be paid to Wells Fargo at the time of funding and the discount rates to be reimbursed by Butcher Distributors/Trane.

Trane TCS Dealers	0% APR/36 Months (Plan Code 1644)			5.9% APR (Plan Code 1646)			0% APR/60 Mo (Plan Code 1645)		
	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by Trane	Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by Trane	Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by Trane
	TCS Dealer	TCS Dealer	TCS Dealer	TCS Dealer	TCS Dealer	TCS Dealer	TCS Dealer	TCS Dealer	TCS Dealer
Fall Consumer Promotion	12.300	6.150	6.150	7.500	3.750	3.750	15.750	9.600	6.150

Trane Dealers	0% APR/36 Months (Plan Code 1644)			5.9% APR (Plan Code 1646)			0% APR/60 Mo (Plan Code 1645)		
	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by Trane	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by Trane	Total Discount Rate Due To Wells Fargo	Dealer Contribution	Discount Rate Points Reimbursed by Trane
	Trane Dealer	Trane Dealer	Trane Dealer	Trane Dealer	Trane Dealer	Trane Dealer	Trane Dealer	Trane Dealer	Trane Dealer
Fall Consumer Promotion	13.300	8.150	5.150	8.500	5.750	2.750	16.750	11.600	5.150

- Dealer must have the Wells Fargo consumer account number in order to enter a claim.
- Dealers will be able to complete the application process via Wells Fargo up to 3 business days from the sales date and complete the funding process via Wells Fargo up to 3 business days after the installation date in order to give time to close out the financing process
- Dealer agrees to be debited the discount rate in its entirety by Wells Fargo at the time of funding. The dealer will then submit for reimbursement of the Butcher Distributors/Trane share through the Trane Promotional Claim Center (TPCC).
 - Dealers will be reimbursed the discount rate points by Trane from Butcher Distributors at minimum on a monthly basis.
- Dealers MUST use the National Promotion Specific Plan Codes as identified in this Sales Plan when funding with Wells Fargo. Failure to utilize the appropriate Plan code may result in inappropriate funding/reimbursement and adjustments will not be accommodated post funding/claims.

0% APR with payment in full in 36 months (Plan code: 1644)
0% APR with payment in full in 60 Months (Plan code: 1645)
5.9% APR With 1.75% Minimum Payment (Plan code: 1646)

CLAIM PROCESSING:

Claims must be submitted by the dealer and will be processed through the Trane Promotional Claim Center - TPCC (accessible via ComfortSite).

- Dealer must accept Terms and Conditions on ComfortSite/Trane Promotional Claim Center (TPCC) when submitting the first claim against the program.
- All claims will be validated on:
 - Approved participating dealer
 - Dealer Opt-in date is on/before consumer sales date
 - Program periods (sales, installation, submission) by cost center
 - Eligible models
 - Valid/non-duplicated serial numbers
 - Confirmation of correlating Wells Fargo funding of job and dollar amount
 - Additional information which will be verified: Consumer name, valid address based on Melissa (Post Office) data, valid phone number
- Dealers must claim all open programs against a product/system sales at the same time. Claims will lock once payment is processed and will not be able to be changed to ensure eligibility for other programs.
- Financing claims may vary by a few pennies based on rounding and carrying of decimals in the dealer/Trane reimbursement split.
- **Claims submitted after 30 days from the date of sale will not be processed.**
- Claims failing to validate on the above points will be denied. If upon audit, it is found that reimbursement was received on any claim that is later determined to be ineligible, dealers will be billed back in full and or invoiced, at Trane's sole discretion, all consumer and processing costs associated with the program.
- Dealer must retain a copy of the invoices/proposal signed by the consumer for at least 24 months. Paperwork will be maintained by the dealer and will not be submitted to Trane unless requested in an audit.

LEGAL REQUIREMENTS FOR DISTRIBUTORS AND DEALERS

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 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 12 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 debited 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. 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, but such termination or modification shall not affect rights hereunder with respect to sales or contractual commitments made prior to the time of such termination or modification.

YOU'LL FALL ALL OVER OUR AUTUMN PROMO!



Here's a deal you can really warm up to. From **September 16 through November 15, 2013**, get renowned Trane reliability and efficiency at the best value ever. Talk to your independent Trane dealer today about more specifics on financing and trade-in allowances or go to Trane.com to see how you can save with a Trane energy efficient system today.

DON'T LET THIS OFFER PASS YOU BY.

0% INTEREST FOR 36 MONTHS*

This deal makes it affordable to upgrade your inefficient system now!

plus **UP
TO**

\$1,000 IN TRADE-IN ALLOWANCES

Your outdated system can actually be worth some money. Cash in on it now.

plus

TAX CREDIT UP TO \$500

Instead of giving up your money at tax time, get something back. Energy rebates are out there. You deserve to have yours. Ask your independent dealer for details.

plus **POTENTIAL**

LOWER MONTHLY ENERGY BILLS

Quit throwing your hard-earned dollars out the window.
You could be saving money every month with a new Trane system.

* See your independent Trane dealer for complete program eligibility, dates, details and restrictions. Special financing offers and trade-in allowances up to \$1,000 valid on qualifying systems only. All sales must be to homeowners in the United States. Void where prohibited. The Home Projects™ Visa™ card is issued by Wells Fargo Financial National Bank. Special terms apply to qualifying purchases charged with approved credit at participating merchants. The special terms APR will continue to apply until all qualifying purchases are paid in full. 0% APR: The minimum monthly payment will be the amount that will pay for the purchase in full in equal payments during the special terms period. For newly opened accounts, the regular APR is 27.99%. The APR will vary with the market based on the U.S. Prime Rate. The regular APR is given as of 1/1/2013. If you are charged interest in any billing cycle, the minimum interest charge will be \$1.00. The regular APR will apply to certain fees such as a late payment fee or if you use the card for other transactions. If you use the card for cash advances, the cash advance fee is 5.0% of the amount of the cash advance, but not less than \$10.00.



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2013 FALL CONSUMER EQUIPMENT ELIGIBILITY AND OFFER

Products are eligible based on availability and must be sold/installed/claimed during the promotion period. No substitutions or exceptions.

Eligibility is based upon a Trane comfort system configuration and use of Trane products.

At least one Trane Comfort Control must be included with each system/product purchase.

The rebate amount and/or financing program for each eligible Trane product/system is listed below.

XLI and XR SYSTEMS (must combine eligible Outdoor Unit, Indoor Unit and Trane Control)									
MODEL FAMILY	CONSUMER OFFER Outdoor + Indoor + Control		ELIGIBLE OUTDOOR MODEL NUMBERS (Outdoor unit must be combined with matching eligible indoor unit and control)						
XL20i System	0% APR for 36 Months OR 5.9% APR AND \$750 Trade-in Allowance		4TWZ0; 4TTZ0						
XL18i System	0% APR for 36 Months OR 5.9% APR AND \$300 Trade-in Allowance		4TTX8; 4TWX8;						
XL16i System	0% APR for 36 Months OR 5.9% APR AND \$100 Trade-in Allowance		4TTX6; 4TWX6; 4TTX5; 4TWX5						
XR17 System	0% APR for 36 Months OR 5.9% APR AND \$250 Trade-in Allowance		4TTR7; 4TWR7						
XR16/XR15 System	0% APR for 36 Months OR 5.9% APR AND \$100 Trade-in Allowance		4TTR6; 4TWR6; 4TTR5; 4TWR5						
Indoor unit must be combined with matching ELIGIBLE outdoor unit			Eligible Variable Speed Indoor Model Numbers						
			Gas Furnace						Air Handler
			Oil Furnace	XC80	XV80	XV80i	XV90i	XV95/XC95(m)	
THV-V	TLF-V	TUD2-CV	TUD-9V	TUD2-FV	TUX2-FV	TUHM	TDHM	TAM8	
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PACKAGED SYSTEM (must combine eligible Packaged System and Trane Control)									
MODEL FAMILY	CONSUMER OFFER		ELIGIBLE OUTDOOR MODEL NUMBERS						
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VARIABLE SPEED FURNACE/AH COMPONENT (must combine eligible Indoor Unit with eligible Trane Control)									
MODEL FAMILY	CONSUMER OFFER		ELIGIBLE OUTDOOR MODEL NUMBERS						
Variable Speed 95 Furnace	0% APR for 36 Months OR 5.9% APR AND \$75 Trade-in Allowance		TUH3, TDH3, TUH2, TDH2, TUHM, TDHM						
Variable Speed Air Handler	0% APR for 36 Months OR 5.9% APR AND \$75 Trade-in Allowance		TAM7, TAM8, GAM5						
DUCTLESS SYSTEMS (sold only to residential homeowners)									
MODEL FAMILY	CONSUMER OFFER		ELIGIBLE OUTDOOR MODEL NUMBERS						
Mini-Splits	0% APR for 36 Months OR 5.9% APR AND \$75 Trade-in Allowance		OUTDOOR: 4TYK6, 4TXK6, 4TXK8 INDOOR: 4MYW6, 4MXW6, 4MXW8						
Multi-Splits	0% APR for 36 Months OR 5.9% APR AND \$50 Trade-in Allowance		OUTDOOR: 4TXM6 INDOOR: 4MXW8, 4MXC85, 4MXL85, 4MXF85, 4MXD85, 4MXX85						
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