

# TruComfort Variable Speed Systems

• **MASTERING THE BUSINESS OF WINNING**



# Introducing

## Trane TruComfort™ Systems

Our quietest and most precise comfort experience.



Trane TruComfort™ Systems  
Our quietest and most precise  
comfort experience.



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# XV20i and XV18 TruComfort Systems



XV20i

- Trane is the **First to Offer Two SEER Levels** of Variable Speed AC/HP Systems
- Available in 2-3-4-5 ton sizes
- Air Conditioners - up to 21 SEER/14 EER
- Heat Pumps - up to 20 SEER/13 EER/10 HSPF



XV18

**First Order Date: April 1<sup>st</sup> for All Trane Dealers**

# Approved Indoor Models for TruComfort Variable Speed Systems

All XC80/95m  
Furnaces



Trane Coils Only

4TXC for Upflow and Horizontal Left

**New** Hi-Efficiency **4NXC\*\*\*\*HR**

Models for Downflow & Horizontal Right



XC95m  
(XC80 furnace  
not shown)



XL TAM8 C  
Air Handler

— Must be A TAMC series air handler



Trane  
CleanEffects™  
Air Filtration  
System

— Optional accessory – Must be  
TFD\*\*\*\*\*E series.



Trane  
Comfort Link II™  
Control

— Must be an XL950 control  
with 3.0 or later software

# New Compressor Speed Indicator for the XL950 Control



Blue Speed Dial  
for Cooling Mode



Red Speed Dial  
For Heating Mode

# Training is a Pre-Requisite to Sales for All Dealers

**Variable Speed Outdoor Systems**  
**Factory Technical Training**

**Interactive Hands-On Training Sessions**

**TOPICS COVERED INCLUDE:**

- Integrated Variable Speed Control (IVCS) Board Overview
- Sequence of Operations
- System Protections
- Algorithms Overview
- Communicating Display Assembly (CDA)
- Installer Test Modes on the 950 Control
- Diagnostics and Troubleshooting
- More...

**Pricing Information and Schedule Availability**  
EMAIL [LearningResources@irco.com](mailto:LearningResources@irco.com)

**Sessions led by Product Portfolio Support Specialist**



**RESIDENTIAL HVAC PRODUCTS**  
**Support Center**  
TRANE/AMERICAN STANDARD

All participants receive the Variable Speed Outdoor System Technical Service Manual written for Field Engineers and Service Technicians.

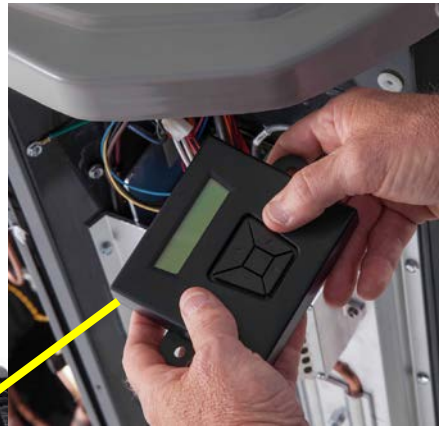
Distributors will be responsible for training dealers prior to purchasing Variable Speed Systems and ensuring they keep a trained technician on staff full time.

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# Single Inverter Drive for All Models

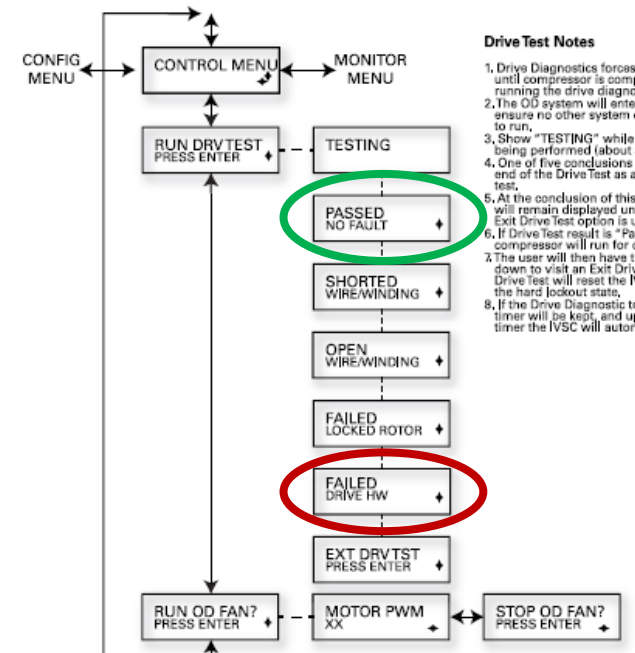
## Built in Drive Diagnostics



### Technician Control Menu

Forced Defrost, EEV, LSOV, Evacuation, Run Drive and Run Outdoor Fan tests are initiated and performed from the Technician Control Menu.

**Note:** If system is in Lockout, Unit Tests are not available.



#### Drive Test Notes

1. Drive Diagnostics forces a shutdown and waits until compressor is completely coasted before running the drive diagnostic routine.
2. The OD system will enter a hard lockout state to ensure no other system component is attempting to run.
3. Show "TESTING" while internal diagnostics are being performed (about 30 seconds).
4. One of five conclusions will be displayed at the end of the Drive Test as a result of running the test.
5. At the conclusion of this test, the results screen will remain displayed until power is cycled or the Exit Drive test option is used.
6. If Drive Test result is "Passed No Fault" the compressor will run for one minute.
7. The user will then have the ability to scroll up or down to visit an Exit Drive test screen. Exiting the Drive test will reset the IVSC software and clear the hard lockout state.
8. If the Drive Diagnostic test is not exited, a 2 hour timer will be kept, and upon expiration of that timer the IVSC will automatically reset itself.

# Competitive Control Box Designs



**Nordyne – IQ Drive**



**Carrier – Greenspeed**



**Trane – TruComfort**

Streamlined Control Box and Inverter Design  
"Reduces the Fear factor for Technicians"

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# Standard Development Testing

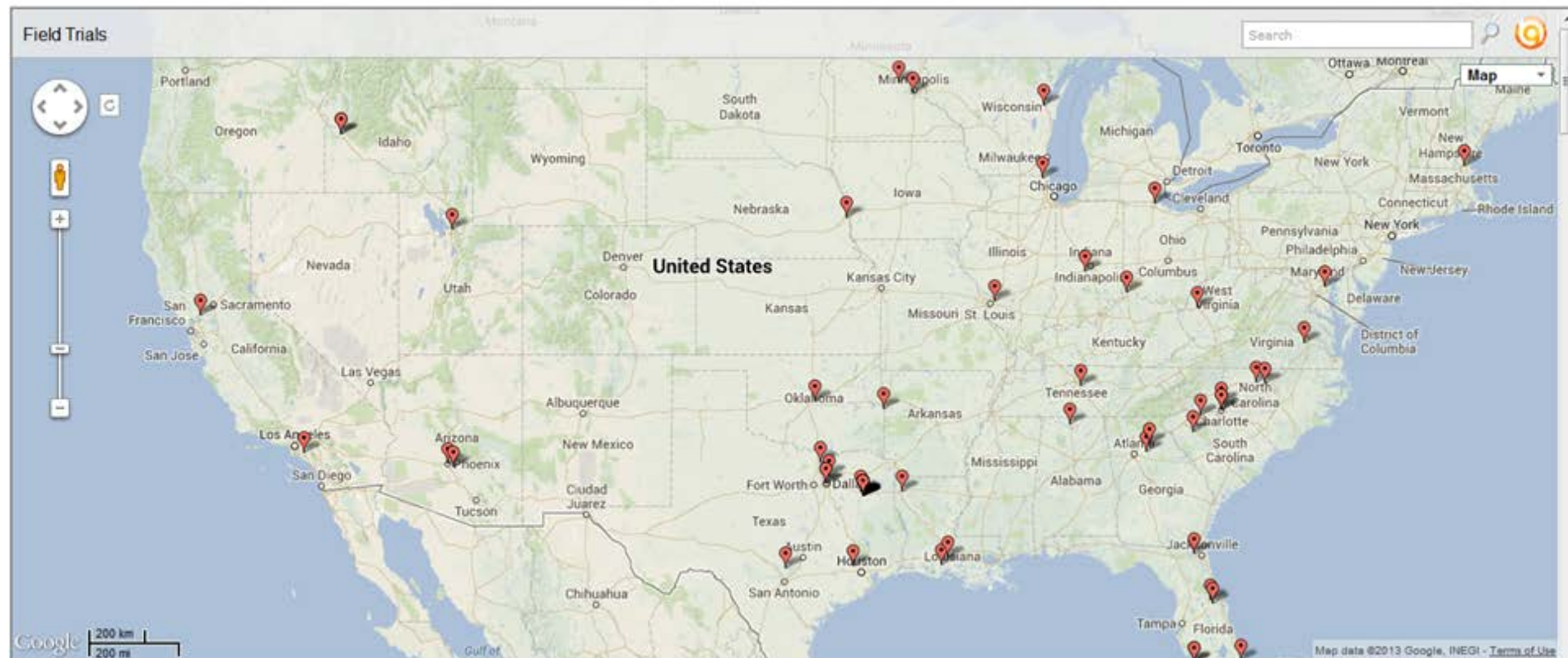


**Variable Speed is not new Technology for Trane  
“It’s Technology Perfected”**

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# TruComfort Field Trial Deployment Map



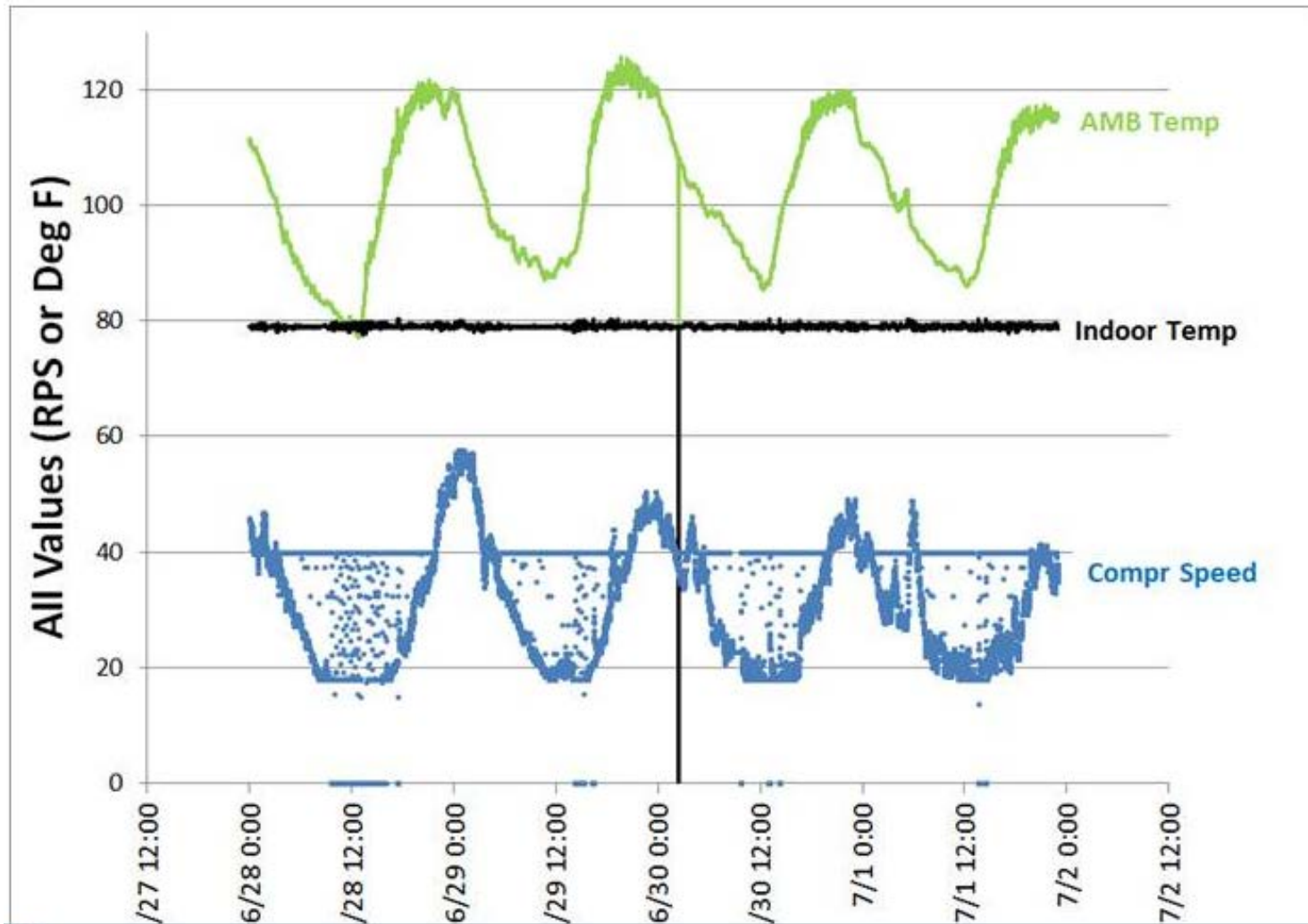
Good geographic coverage for both A/Cs and Heat Pumps

**Our Most Extensive Field Testing Ever**  
**“Accumulated over 50,000 run hours”**

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# Phoenix 5 Ton Field Trial System ran 97% of the time for 4 days straight - **120 degrees.**

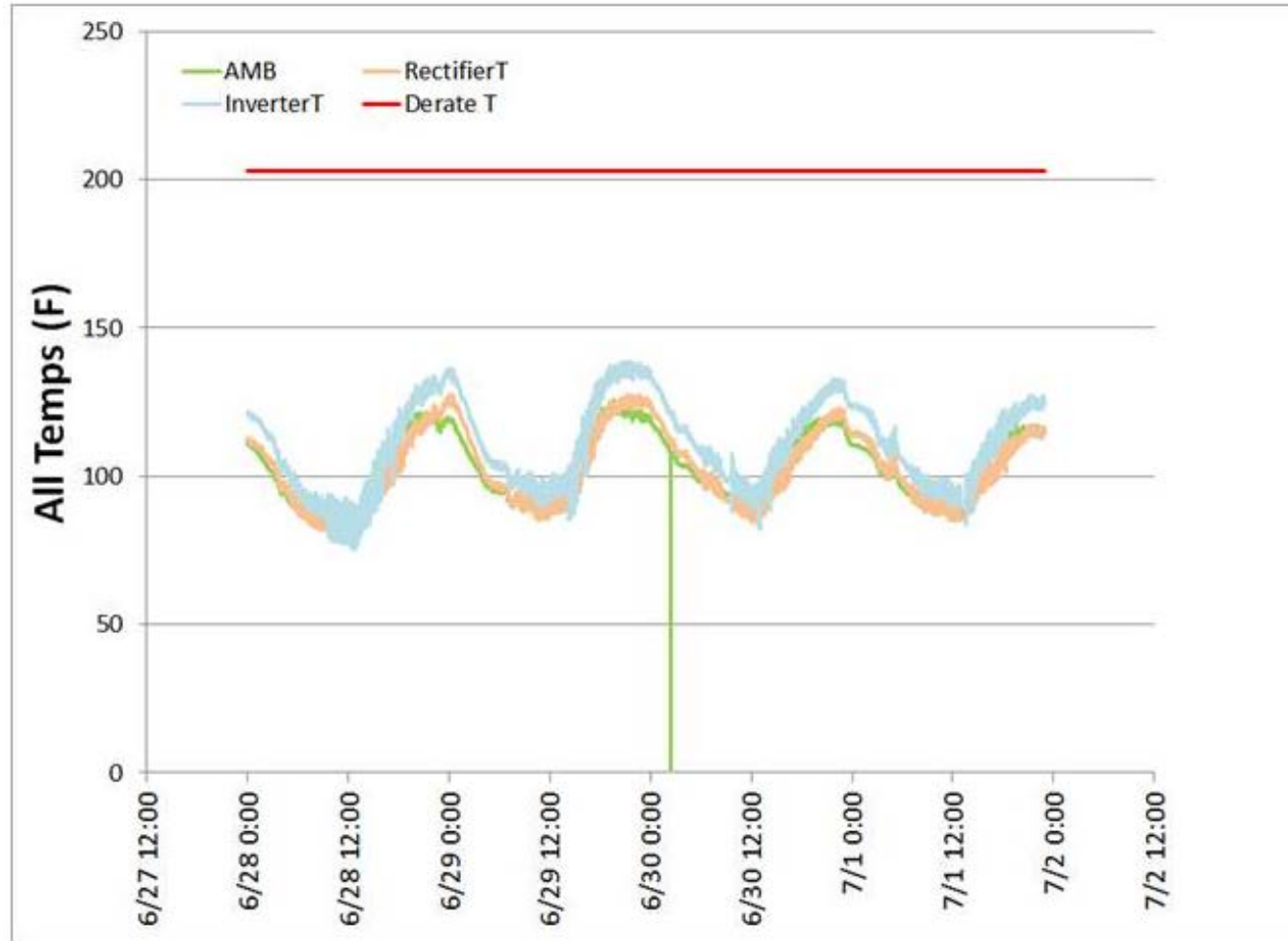


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# Phoenix 5 Ton Field Trial

Inverter de-rate temperatures were not reached even at 120 degrees ambient!



# TruComfort Consumer Value Proposition

Put your comfort on cruise control.

Trane TruComfort™ Variable Speed systems maintain a consistent temperature with maximum efficiency by automatically making minor, continuous adjustments in output all day long, all night long. The result is efficient, affordable and reliable comfort, like you have never seen before.



XV20i  
Heat Pump or  
Air Conditioner



XV18  
Heat Pump or  
Air Conditioner

“Efficient , Affordable and Reliable Comfort”

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# XL & XV Heat Pump Efficiency Level Comparison

	SEER / EER / HSPF			
Tonnage	XL18	XL20i	XV18	XV20i
2 Ton	17.25/13.25/9.5	19/14/10	18/13/10	19.25/13.75/10
3 Ton	18/13/9.5	19/13/10	18/13/10	20.00/13/10
4 Ton	17.25/12.5/9.5	17.25/12.25/9.2	18/12.5/10	19.25/12.5/10
5 Ton	16/12/9.2	17.5/11.5/10	18/12.5/10	19/12.7/10

TruComfort Variable Speed Improves Comfort and Efficiency

Air Conditioning | Heating | Refrigeration

# the NEWS

Home

## Thursday, Jan. 23, 2014: Trane Introduces Ultra High Efficiency Variable Speed System

January 23, 2014

NEW YORK — Trane is introducing the new TruComfort™ XV-S variable speed system, which delivers efficiencies of up to 27.5 SEER. The product represents Trane's next generation platform that builds upon the TruComfort variable speed technology used in the XV18 and XV20i. The XV-S demonstrates the scalability of TruComfort technology, which can be applied in the 17-21 SEER segment, as well as in ultra high-efficiency systems like the XV-S.

Shown posing with the new XV-S (from left to right) are Julie McLean, Shawn Laskoski, Tyson Stuelpe, Tim Storm, Matt Barga, and Larry Oliver.



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# Built On Our Tradition of Reliability and Innovation



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# TruComfort Air Conditioner Sound Level Comparison

Air Conditioners	Sound Level dBA		
	Tonnage	Min Cool	Max Cool
Trane XV18/20i	2	57	66
Lennox XC25	2	59	70
Trane XV18/20i	3	55	70
Lennox XC25	3	59	73
Trane XV18/20i	4	57	74
Lennox XC25	4	66	74
Trane XV18/20i	5	62	75
Lennox XC25	5	64	74

# TruComfort Heat Pump Sound Level Comparison

Heat Pumps	Sound Level dBA				
	Tonnage	Min Cool	Max Cool	Min Heat	Max Heat
<b>Trane XV18/20i</b>	2	54	65	60	69
Lennox XP25	2	58	68	58	68
Carrier Greenspeed	2	58	63	62	71
<b>Trane XV18</b>	3	56	70	60	74
<b>Trane XV20i</b>	3	59	70	60	72
Lennox XP25	3	58	73	58	73
Carrier Greenspeed	3	58	65	62	75
<b>Trane XV18/20i</b>	4	61	74	62	76
Lennox XP25	4	64	74	64	74
Carrier Greenspeed	4	65	70	64	76
<b>Trane XV18/20i</b>	5	57	73	61	74
Lennox XP25	5	64	74	64	74
Carrier Greenspeed	5	65	72	64	76

# TruComfort XV & XL20i HP Sound Level Comparison

Heat Pumps	Sound Level dBA		
	Tonnage	Min Cool	Max Cool
XV18/20i	2	54	65
XL20i (Two Compressor)	2	62	72
XV18	3	56	70
XV20i	3	59	70
XL20i (Two Compressor)	3	70	72
XV18/20i	4	61	74
XL20i (Two Compressor)	4	71	76
XV18/20i	5	57	73
XL20i (Two Compressor)	5	71	76

**TruComfort Systems are 8 to14 dBA quieter than the XL20i at Minimum Cooling Speed!**

# TruComfort Systems Start Quietly and Reduce Light Flicker

Heat Pumps	XV20i Variable Speed		XL20i Two Compressor	
	RLA	LRA	RLA	LRA
2 Ton	11.5	<b>10.2</b>	8.7	58
3 Ton	18.4	<b>10.2</b>	13.7	60
4 Ton	21.1	<b>12.0</b>	18.6	93.4
5 Ton	27.5	<b>12.0</b>	23.4	128.7

TruComfort Systems Also Reduce the Required KW and Cost of a Whole House Home Generator

# TruComfort Competitive Weight Comparison (Uncrated)

20 SEER Heat Pump	Weight			
	2 Ton	3 Ton	4 Ton	5 Ton
XV20i Variable Speed	196	233	245	255
XL20i Two Compressor	330	335	420	420
Lennox XP25	277	277	341	335
Carrier Greenspeed	324	324	334	334

XV20i is 100 to 175 lbs lighter than XL20i and 44 to 128 lbs. lighter than the competition!

# TruComfort Systems Start Quietly and Reduce Light Flicker

Heat Pumps	XV20i Variable Speed		XL20i Two Compressor	
	RLA	LRA	RLA	LRA
2 Ton	11.5	<b>10.2</b>	8.7	58
3 Ton	18.4	<b>10.2</b>	13.7	60
4 Ton	21.1	<b>12.0</b>	18.6	93.4
5 Ton	27.5	<b>12.0</b>	23.4	128.7

TruComfort Systems Also Reduce the Required KW and Cost of a Whole House Home Generator

# Have you ever been asked... “What Size Air Conditioner do I need?”



“Dealers use a Manual J Load Calculation to Size Equipment”

# Do you need 4 Tons 24 hours a Day?



Tiffany L1 BT (Dem)



**No, that's why TruComfort systems were designed with the widest operating range on the market today!**



The system that runs the longest before cycling provides the “Most Precise Comfort Control”

Tiffany Lt BT (Demi)

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# The Widest Operating Range Available....“Advantage Trane”



Operating Range (%)	Advantage
25-100 XV18/20i HP	10-15%
30-100 XV18/20i AC	5-10%



35-100 XP25 Lennox Heat Pump
35-100 XC25 Lennox AC



40-100 Carrier Green Speed (HP Only)
--------------------------------------

# TruComfort Technology allows System Speed Changes that are More Precise



Lennox and Carrier vary speed in 1% increments



1.0%



2.0%

Trane varies Speed in 1/10 of 1% increments!



1.0%

1.1

1.2

1.3

1.4

1.5

1.6

1.7

1.8

1.9

2.0%

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TruComfort Air Conditioners can vary output capacity 24 hours a day to precisely, quietly and efficiently match the load on the home



**Air Conditioners**  
**70 X 10 = 700 speeds!**

30%

100%

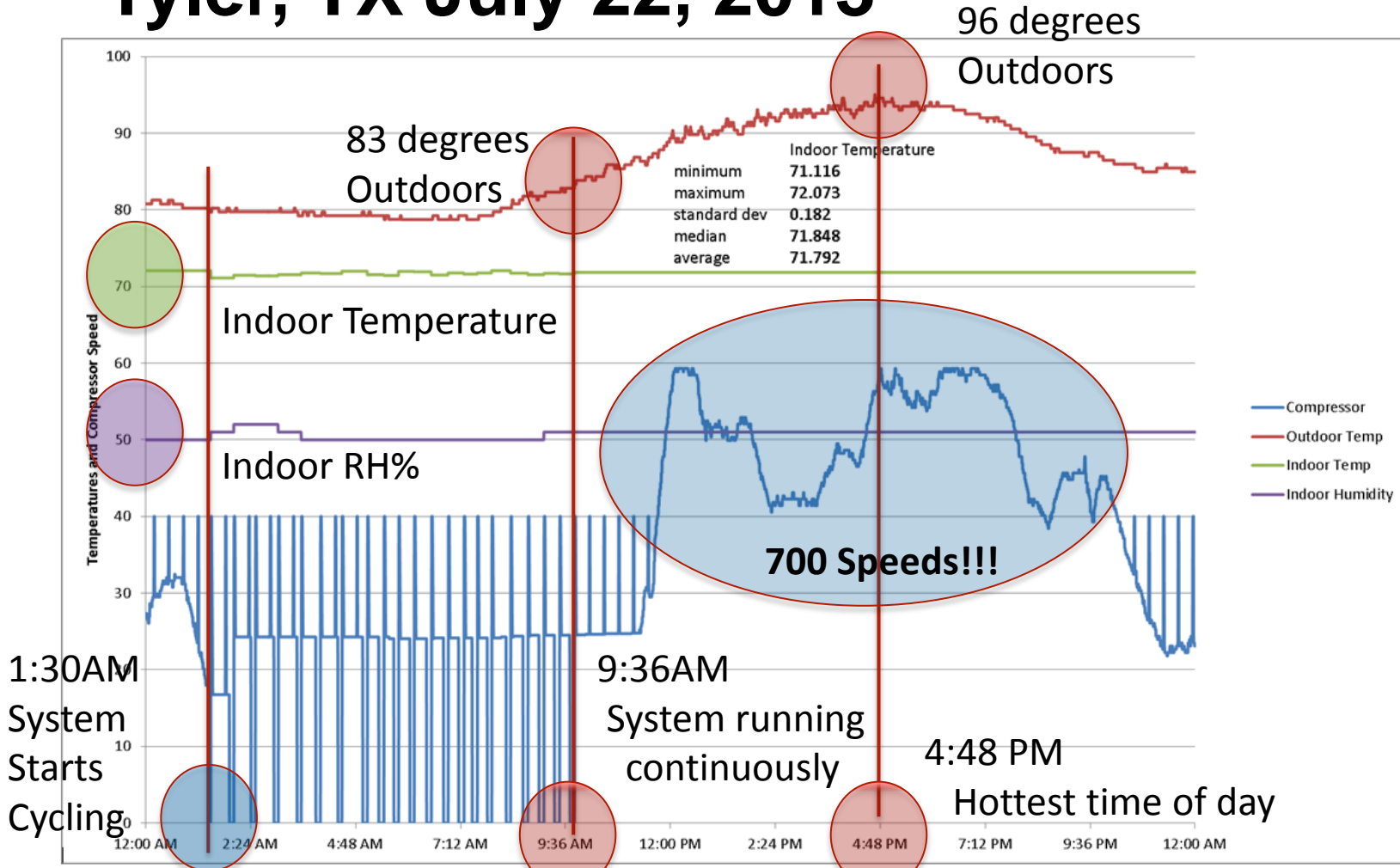


Max Speed during Day – Minimum Speed at Night

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# Blair 3 Ton HP Field Trial Site Tyler, TX July 22, 2013

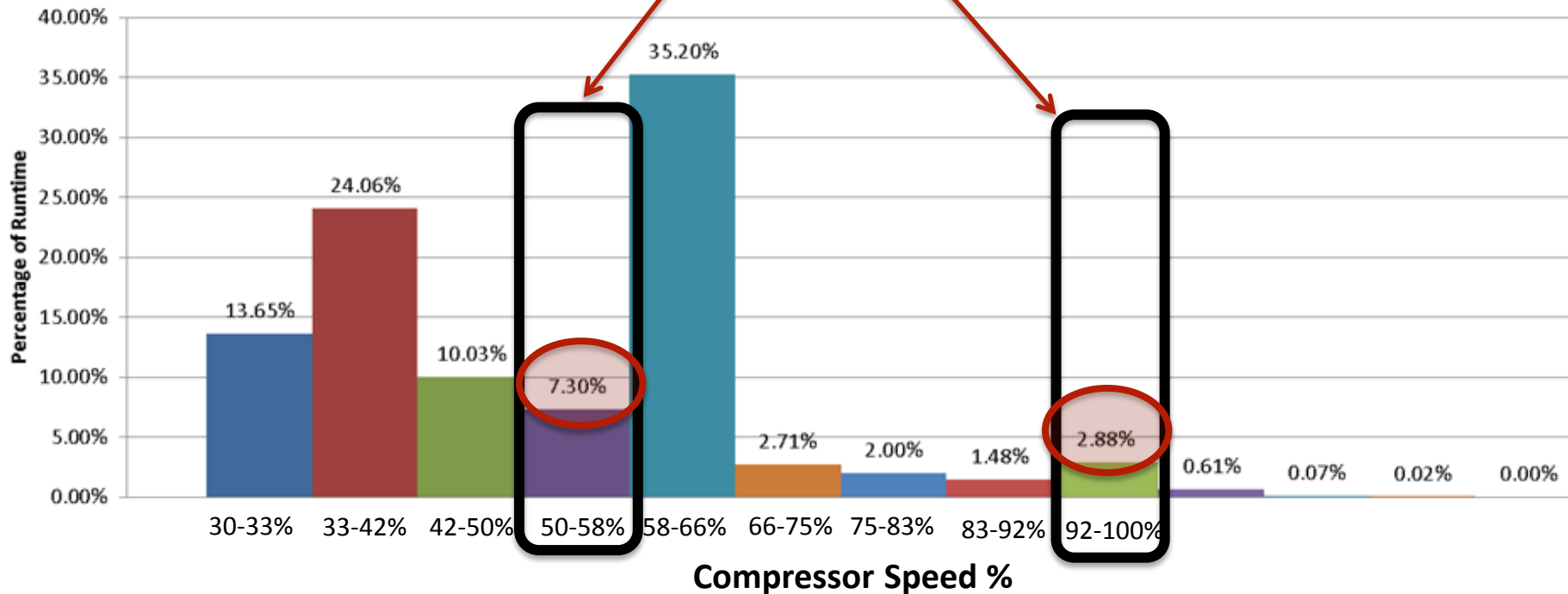


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# Blair 3 Ton HP Field Trial-Tyler TX

Even with the XL20 you are Over or Undersized 90% of the time!



50% on 1<sup>st</sup> Stage

100% on 2<sup>nd</sup> Stage

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# Tyler, TX Sep 20, 2013

## Storm Field Trial – 4 Ton Heat Pump

### ComfortLink II Zoning Installed



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# TruComfort Systems and ComfortLink II Zoning Can Eliminate Those Hot Summer Nights!



If you like to sleep with a blanket...now you can!



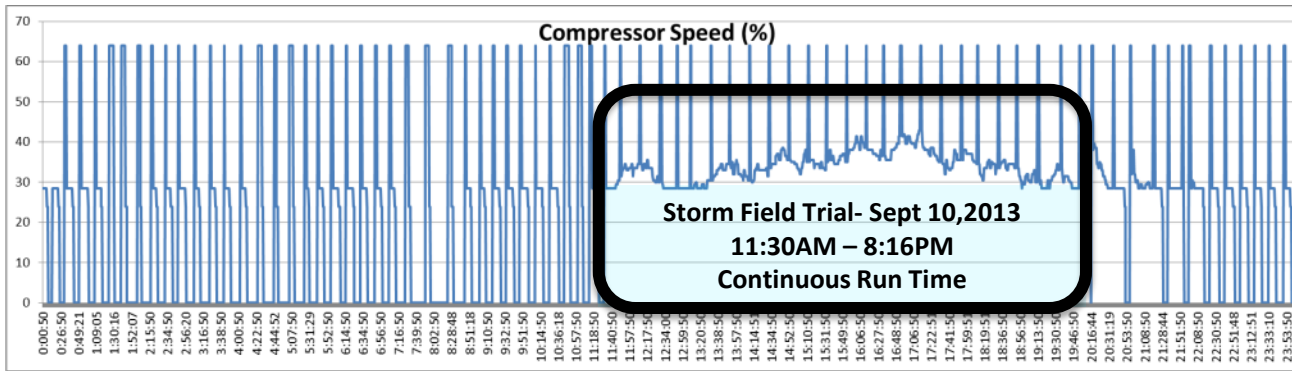
# TruComfort 25 to 100% Capacity Allows Improves Temperature Control in Smaller Zones

The screenshot displays a 'System Status' interface with a blue background. At the top, it shows overall system metrics: System Status (Cooling Stage 1), Fan Status (On), Air Flow (30%), Pre Filter Status (40% with 24 days left), and Collection Cell Status (54% with 97 days left). Below this is a table of zone settings. The 'Dampers' column is highlighted with a red rounded rectangle, showing 0% for the Golf Room and Living Room, and 80% for the Bedrooms. At the bottom, there are navigation buttons for Home and Back.

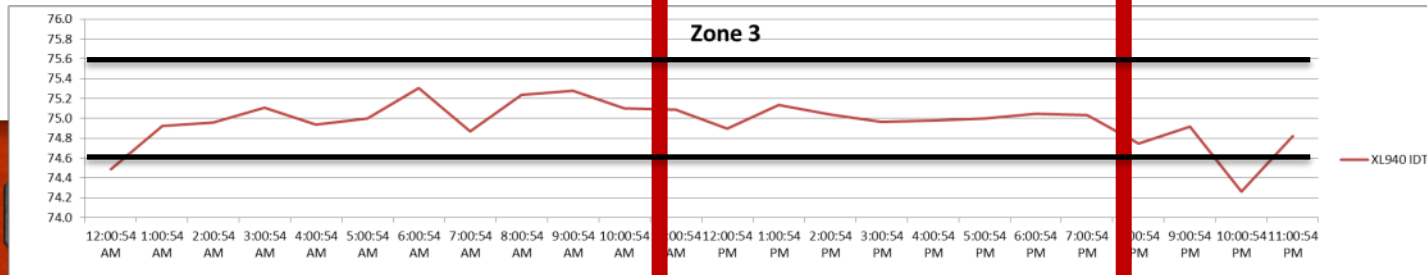
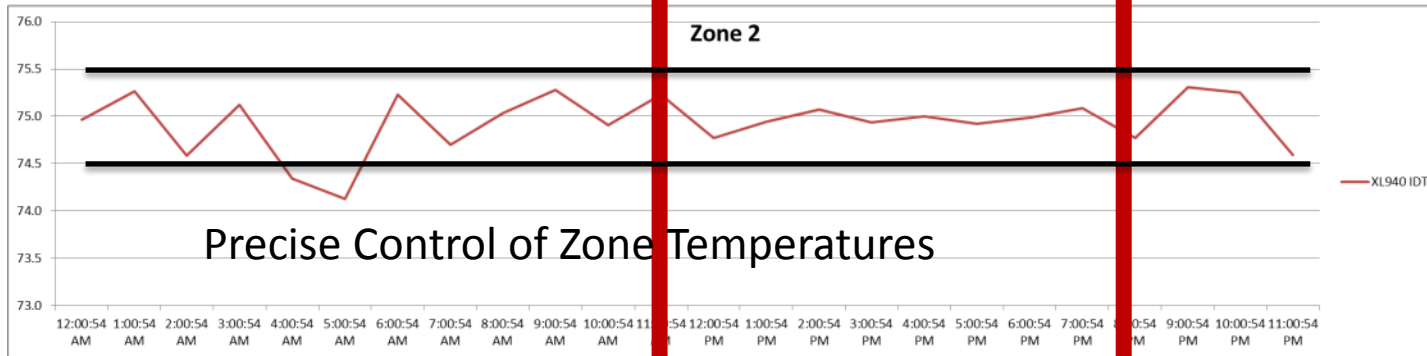
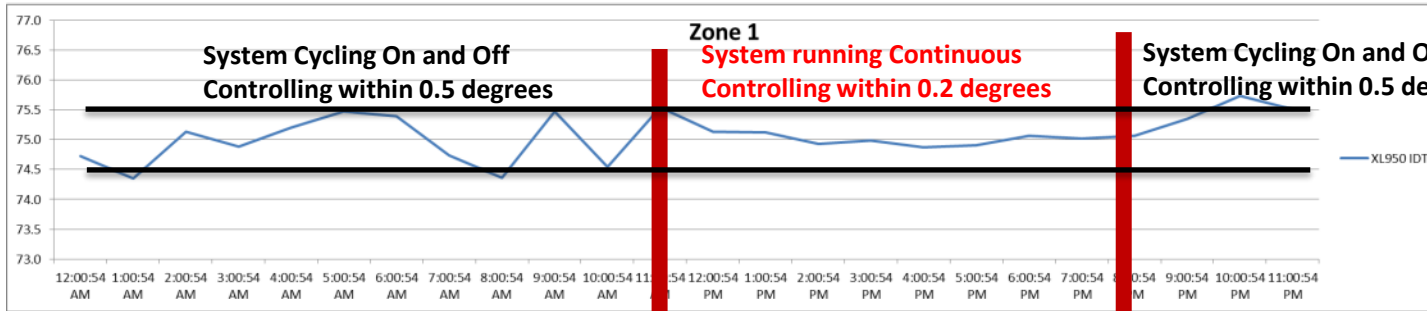
System Status	Fan Status	Air Flow	Pre Filter Status	Collection Cell Status
Cooling Stage 1	On	30%	40% 24 days left	54% 97 days left

Zone Name	Zone Mode	Fan Mode	Dampers
Golf Room	Cooling	Auto	0%
Living Room	Cooling	Auto	0%
Bedrooms	Cooling	Auto	80%



**System begins to run Continuous as the Outdoor Temperature increases**



# ComfortLink II Zoning Storm Field Trial - September 10<sup>th</sup> 2013

## ...All Zones set for 75 Degrees Cooling

Zone 1		Zone 2		Zone 3	
Time	950	Time	940	Time	940
12:00:54 AM	74.7	12:00:54 AM	75.0	12:00:54 AM	74.5
1:00:54 AM	74.3	1:00:54 AM	75.3	1:00:54 AM	74.9
2:00:54 AM	75.1	2:00:54 AM	74.6	2:00:54 AM	75.0
3:00:54 AM	74.9	3:00:54 AM	75.1	3:00:54 AM	75.1
4:00:54 AM	75.2	4:00:54 AM	74.3	4:00:54 AM	74.9
5:00:54 AM	75.5	5:00:54 AM	74.1	5:00:54 AM	75.0
6:00:54 AM	75.4	6:00:54 AM	75.2	6:00:54 AM	75.3
7:00:54 AM	74.7	7:00:54 AM	74.7	7:00:54 AM	74.9
8:00:54 AM	74.4	8:00:54 AM	75.0	8:00:54 AM	75.2
9:00:54 AM	75.5	9:00:54 AM	75.3	9:00:54 AM	75.3
10:00:54 AM	74.5	10:00:54 AM	74.9	10:00:54 AM	75.1
11:00:54 AM	75.5	11:00:54 AM	75.2	11:00:54 AM	75.1
12:00:54 PM	75.1	12:00:54 PM	74.8	12:00:54 PM	74.9
1:00:54 PM	75.1	1:00:54 PM	74.9	1:00:54 PM	75.1
2:00:54 PM	74.9	2:00:54 PM	75.1	2:00:54 PM	75.0
3:00:54 PM	75.0	3:00:54 PM	74.9	3:00:54 PM	75.0
4:00:54 PM	74.9	4:00:54 PM	75.0	4:00:54 PM	75.0
5:00:54 PM	74.9	5:00:54 PM	74.9	5:00:54 PM	75.0
6:00:54 PM	75.1	6:00:54 PM	75.0	6:00:54 PM	75.0
7:00:54 PM	75.0	7:00:54 PM	75.1	7:00:54 PM	75.0
8:00:54 PM	75.1	8:00:54 PM	74.8	8:00:54 PM	74.8
9:00:54 PM	75.3	9:00:54 PM	75.3	9:00:54 PM	74.9
10:00:54 PM	75.7	10:00:54 PM	75.3	10:00:54 PM	74.3
11:00:54 PM	75.5	11:00:54 PM	74.6	11:00:54 PM	74.8

Now that's  
Precise  
Temperature  
Control!

# XL20i Phase Out



XL20i

- August will be the last order date for our distributors to order the XL20i AC/HP.
- Now is the time to get all of your technicians certified on the new TruComfort variable speed systems

# Sales Promotions

**XV18/XV20i AC / HP First Order Date: April 1st**



- **Improved Personal Use Program for dealer associates**
- **\$350 dealer rebate extended through June 30<sup>th</sup>**
  - **Can be used in conjunction with other programs**



**Happy Selling!**

# SALES AND MARKETING MATERIALS

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# Variable Speed Launch Kits



Customer Support and Literature  
Ordering Center

[Home](#) » [Catalog](#)

## Product Information

### Launch Kit: TruComfort™ Variable Speed, Dealer Version (Sold individually, minimum of 5) 62-7153-02KIT

Description: Revision in process, Expected March, While Supplies Last

SKU: 62-7153-02KIT

Description: Launch Kit: TruComfort™ Variable Speed, Dealer Version  
62-7153-02KIT

## Order Information

Lead Time: 5 Business Days

Qty:	5-19	20+
Unit Price:	\$31.80	\$29.50

Price does not include tax

Qty:

Minimum: 5

Add to Cart



## Dealer Launch Kits-Non-TCS

- Cover Letter
- 1 CD/DVD (22-8395-01)
- 1 Dealer Brochure (62-7150-02)
- 1 FAQ (62-7151-03)
- 1 Consumer Brochure (72-1305-02)

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# Variable Speed Training Materials

The screenshot shows the Trane website's navigation menu on the left and a list of training materials on the right. The 'Training Center' menu item is highlighted in red. The training materials list includes:

- ▶ The ACT Group, Inc.
- Strategic Partner Websites - Continued
- Additional Strategic Partner and Training Allies Websites
  - ▶ Wrightsoft
- Strategic Partner Email Listings
- Strategic Partner and Training Allies EMail Addresses
  - ▶ Sales Excellence Training
  - ▶ Quality Consulting Group
  - ▶ John Abbott
- ▶ More
- WideScreen Wisdom™ And Windshield Wisdom™**
  - Variable Speed Outdoor Products WideScreen Wisdom
  - Variable Speed Outdoor Products Windshield Wisdom



# Widescreen Wisdom DVD Video Files Now Available for Download from Comfortsite



It's Hard To Stop A Trane.®

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---Select a Portal View---

[set as default](#)

TIM STORM

▶ [Order Center](#)

▶ [Parts & Supplies](#)

▶ [Financial Center](#)

▶ [Marketing Center](#)

▶ [Warranty Center](#)

▼ [Training Center](#)

▶ [Nexia Home Intelligence](#)

▶ [Product Info](#)

▶ [Tech Support](#)

▶ [AMSTDNET](#)

▶ [Admin Center](#)

## Variable Speed Outdoor Products WideScreen Wisdom

- ▶ [Mark Wagner Introduction TruComfort Variable Speed](#)
- ▶ [Role Play: Selling TruComfort at the Kitchen Table by The ACT Group](#)
- ▶ [Field Trial Testimonies TruComfort Variable Speed](#)
- ▶ [Installation TruComfort Variable Speed](#)

← [back](#)

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# Windshield Wisdom Audio Files Now Available for Download from Comfortsite



It's Hard To Stop A Trane.

[Home](#) : [Site Map](#) : [Help](#) : [Contact Us](#) : [Logout](#)

---Select a Portal View---

[set as default](#)

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- ▶ [Warranty Center](#)

▼ [Training Center](#)

- ▶ [Nexia Home Intelligence](#)
- ▶ [Product Info](#)
- ▶ [Tech Support](#)
- ▶ [AMSTDNET](#)
- ▶ [Admin Center](#)

## Variable Speed Outdoor Products Windshield Wisdom

Click on the files below to listen to the different tracks on Variable Speed Air Conditioners and Heat Pumps. These are audio files so they may take a few minutes to load. Make sure your volume is turned up on your computer.

- ▶ [Introduction to TruComfort](#)
- ▶ [Benefits and Features](#)
- ▶ [Zoning and Variable Speed](#)
- ▶ [XL 950 Controls, Nexia and Variable Speed](#)
- ▶ [Variable Speed Warranty Return Process](#)
- ▶ [Frequently Asked Questions](#)
- ▶ [Conclusion](#)
- ▶ [Field Trial Testimonies](#)

[← back](#)

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# TruComfort eLearning



Trane TruComfort™ Variable Speed

Exit

**Menu**


- ▼ Trane TruComfort™ Variable Speed
  - Put Your Comfort On Cruise Co...
  - Course Objectives
  - Pre-Course Knowledge Check
  - Draw from Question Bank 1
- ▶ Module 1: Introduction to Trane T...
- ▼ Module 2: Benefits and Features
  - How Does Variable Speed Work?
  - How Does Variable Speed Work?
  - TruComfort™ Range
  - Variable Speed and Humidity
  - More Energy?
  - The Cleanest Air On the Planet
  - Testing and Built In Protection
  - Additional Benefits
- ▶ Module 3: Zoning and Variable Sp...
- ▶ Module 4: XL950, Nexia™ and Var...
- ▶ Module 5: Variable Speed Warran...
- ▶ Module 6: Eight Facts You Need t...
- ▶ Conclusion

## TruComfort™ Range



With 30-100% operating range on AC and 25-100% on HP it is like having 700 AC or 750 HP units in the backyard that the XL950 can use at any given time of the day to maximize comfort and efficiency!

Full speed and capacity are only needed on the hottest and coolest days of the year.



◀ PREV    NEXT ▶

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# Quick Hits for Dealers

## Trane TruComfort™ Variable Speed

Use this as a tool to recap important information on TruComfort Variable Speed Systems with your employees and customers.

### Key Selling Points

- ✓ TruComfort systems operate like the cruise control in your car, continually adjusting speed/capacity to maintain your desired indoor comfort levels
- ✓ 100% capacity or speed is only required on the hottest or coldest days
- ✓ TruComfort systems have the widest operating range available on the market
- ✓ The ability to operate at lower output capacity provides sound levels 4 dB quieter than the nearest competitor
- ✓ Moisture removal and air filtration effectiveness also improve with longer run times at reduced capacity
- ✓ Having a TruComfort system is like having 700-750 air conditioners or heat pumps in your back yard that the XL950 thermostat can choose to operate
- ✓ This provides homeowners with the quietest and most economical operation for year round comfort



### Trane TruComfort™ Systems

Our quietest and most precise comfort experience.



### Trane Advantages

- ✓ 18 and 20 SEER AC/HP families
- ✓ 4 dB quieter than nearest competitor
- ✓ Widest operating range available
- ✓ 700-750 speeds (10X more)
- ✓ Liquid cooled Inverter drive
- ✓ First with XV1500 variable in 1987
- ✓ This is not new Technology for Trane

Save an average of up to \$564 on energy costs each year.\*

System efficiency is measured in SEER, (Seasonal Energy Efficiency Ratio) and HSPF (Heating Seasonal Performance Factor). The higher the SEER and HSPF, the greater the system's energy efficiency, and the lower the overall carbon footprint of your household.

System	Type	Efficiency Rating
XV20i	Air Conditioner	up to 21 SEER
XV20i	Heat Pump	up to 20 SEER/10 HSPF
XV18	Air Conditioner	up to 18 SEER
XV18	Heat Pump	up to 18 SEER/10 HSPF

Savings based on the rating of a matched system.\*\*



\* Based on Energy Star's Savings Calculator for a 3-ton 20 SEER/10 HSPF heat pump and programmable thermostat versus the industry standard 13 SEER/7.7 HSPF 3-ton heat pump and standard thermostat in St. Louis, MO.

\*\* Minimum efficiency established by the Department of Energy. Potential energy savings may vary depending on your personal lifestyle, system settings and usage, equipment maintenance, local climate, actual construction and installation of equipment and duct system.

### What's Next

First order Date is April 1

- ✓ Are your technicians certified?
- ✓ e-Learning course completed?
- ✓ Consumer literature on hand?
- ✓ RSPs ready to sell TruComfort systems?

# Happy Selling !

## Trane TruComfort™ Systems

Our quietest and most precise comfort experience.



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# Mastering the Business of Winning



***TRANE***<sup>®</sup>