

# CONFIDENTIAL

**PRODUCT PRICING DISCOUNT SCHEDULE - 2023**

Revised 1-1-2025

**RFP  
Contract**

PRODUCT	CODE	SIZE	Mult.	
<b>TRANE</b>				
<b>Refrigeration</b>				
<b>Centrifugal</b>				
	T-347	CVHE STD Delivery Cycle	170-500 Tons	0.4316
		CVHE S Delivery Cycle(List Adj. 1.08)		0.4316
		CVHF STD Delivery Cycle	325-2000 Tons	0.4316
		CVHF S Delivery Cycle(List Adj. 1.08)		0.4316
	T-560	CDHF STD Delivery Cycle	1500-3950 Tons	0.4252
		CDHF S Delivery Cycle (List Adj. 1.08)		0.4316
	T-0047	CVHS STD Delivery Cycle	180-390 Tons	0.4316
	T-747	HDWA STD Delivery Cycle	175-425 Tons	0.4316
<b>Rotary</b>				
	T-153	RTHD STD Delivery Cycle	140-425 Tons	0.4017
		RTHD Packed Stock		0.4179
		RTHD Q Delivery Cycle(List Adj. 1.04)		0.4179
	T-1530	RTHD Made to order with AFD Delivery Cycle		0.4252
	T-154	RTAC STD Delivery cycle	140-500 Tons	0.4161
		RTAC Packed Stock		0.4305
		RTAC Q Delivery Cycle (List Adj. 1.04)		0.4305
	T-895	RTAE STD Delivery cycle	150-300 Tons	0.4179
		RTAE Q Delivery Cycle (List Adj. 1.04)		0.4345
	T-1254	RTAF STD Delivery Cycle.	115 - 500 Tons	0.4305
	T-1307	ACS STD Delivery Cycle	140 - 230 Tons	0.4062
	T-1320	ACR STD Delivery Cycle	150 - 300 Tons	0.4062
	T-1338	ACRB STD Delivery Cycle	150-500 Tons	0.4062
				ADD
	T-703	RTWD STD Delivery Cycle	80-250	0.4092
		RTWD Packed Stock		0.4179
		RTWD Q Delivery Cycle (List Adj. 1.04)		0.4179
		RTUD STD Delivery Cycle	80-250	0.4179
		RTUD Q Delivery Cycle (List Adj. 1.04)		0.4179
<b>Scroll &amp; Reciprocating</b>				
	T-664	CGAM STD Delivery Cycle	20-165 Tons	0.4046
<b>Modular Chillers</b>				
	T-1460	MWC Thermafit Water-Cooled Modular Chiller		0.4264
		WXM Thermafit Water-to-Water Modular Heat Pump		0.4264
		MWS Thermafit Water-Source Modular Multi-Pipe		0.4264
	T-1461	TACW Water-Cooled Magnetic Bearing Chillers		0.4264
	T-1462	ACM Thermafit Air-Cooled Modular Chiller		0.4264
		AXM Thermafit Air-to-Water Modular Heat Pump		0.4264
		MAS Thermafit Air-Source Modular Multi-Pipe		0.4264
<b>Air Cooled Condensers</b>				
	T-385	CAUJ R-410A STD Delivery Cycle	20-60 Tons	0.3778
		CAUJ R-410A QSQ Exp. Del. Cycle (List Adj. 1.10)		0.4337
	T-386	CAUJ R-410A STD Delivery Cycle	80-120 Tons	0.3778
		CAUJ R-410A QSQ Exp. Del. Cycle (List Adj. 1.10)		0.4337
	T-447	CXRC STD Delivery Cycle		0.3638
	T-286	CTA R-410A STD Delivery Cycle		0.3778
<b>Other</b>				
Monitors	T-201	RMWH Refrigerant Monitor STD Delivery		0.4887
SCBA	T-208	SCBA Breathing Device STD Delivery		0.4887
Trane AFD	T-222	AFD Retrofit Air Cooled		0.6545
CH531 Conversion	T-185	AdaptiView Panel Upgrade		0.8204
Adaptaview	T-190	Earthwise Purge STD Delivery		0.6445
	T-114	Wye-Delta Starter STD Delivery		0.4645
		Medium Voltage Starter STD Delivery		0.4645
	T-221	R'Newal		0.6544
<b>Engineered Conversions</b>				

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**Unitary  
Rooftops**

Packaged Cooling

T-161	T_C (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	3-10 Tons	0.3862
	T_C (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3862
T-390	T_C (R-410A 3-PH) STD Delivery Cycle	3-10 Tons	0.3999
	T_C (R-410A 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3999
T-390	13TC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.3999
	13TC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3999
T-425	13TC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle		0.3820
	13TC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3820
T-161	TSD/TSH (R410A, 3PH) STD Delivery Cycle	12.5-25 Tons	0.3894
	TSD/TSH (R410A, 3PH) 5-Day Delivery Cycle(List Adj. 1.05)		0.3894
T-390	TSD/TSH (R410A, 3PH) STD Delivery Cycle	12.5-25 Tons	0.4094
	TSD/TSH (R410A, 3PH) 5-Day Delivery Cycle(List Adj. 1.05)		0.4094
T-382	TCD/TCH (R410A, 3PH) STD Delivery Cycle	27.5-50 Tons	0.4147
	TCD/TCH (R410A, 3PH) QSQ Exp. Del. Cycle (List Adj. 1.10)		0.4221
T-383	S_HF (R410A, 3PH) STD Delivery Cycle	20-75 Tons	0.4200
	S_HF (R410A, 3PH) Exp. Delivery Cycle (List Adj. 1.10)		0.4601
T-393	S_HG (R410A, 3PH) STD Delivery Cycle	90-130 Tons	0.4305
	S_HG (R410A, 3PH) QSQ Exp. Del. Cycle (List Adj. 1.1)	90-130 Tons	0.4305
T-504	INTELLIPAK II ROOFTOP	90-150 Tons	0.4326
T-1281	INTELLIPAK III ROOFTOP		0.4326
T-1413 (T-463)	TSD/TSH (R410A, 3PH) STD Delivery Cycle	12.5-25 Tons	0.4263
	TSD/TSH (R410A, 3PH) Exp. Del. Cycle (List Adj. 1.05)		0.4263
T-517	THC (R-410A, 15 SEER, 1-PH) STD Delivery Cycle	3-5 Tons	0.3936
	THC (R-410A, 15 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3936
T-1613 (T-518)	T_C (R-410A, 13 SEER, 3-PH) STD Delivery Cycle		0.3675
	T_C (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3675
	THC (R-410A, 17 SEER, 3-PH) STD Delivery Cycle	3-5Tons	0.3675
	THC (R-410A, 17 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3675
T-719	T_C (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	3-5 Tons	0.3404
	T_C (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3404
T-231	4TCY4 (R-410A, 14 SEER, 1-PH) STD Delivery Cycle		0.4221
	4TCY4 (R-410A, 14 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4221
	4TCC4 (R-410A, 14 SEER, 1-PH) STD Delivery Cycle		0.4221
	4TCC4 (R-410A, 14 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4221
T-232	4TCY3 (R-410A, 14 SEER, 3-PH) STD Delivery Cycle		0.4221
	4TCY3 (R-410A, 14 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4221
T-237	4Y CZ (1-PH) R-410A, 16 SEER Std Delivery Cycle	2-5 Tons	0.4221
	4Y CZ (1-PH) R-410A, 16 SEER Exp. Del. Cycle (List Adj. 1.05)		0.4221
	4YCC4 (R-410A, 14 SEER, 1-PH) STD Delivery Cycle		0.4221
	4YCC4 (R-410A, 14 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4221
	4YCY4 (R-410A, 14 SEER, 3-PH) STD Delivery Cycle		0.4221
	4YCY4 (R-410A, 14 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4221
T-238	Y CZ (3-PH) STD Delivery Cycle	3-5 Tons	0.4221
	4Y CZ (3-PH) R-410A, 16 SEER Std Delivery Cycle	2-5 Tons	0.4221
	4Y CZ (3-PH) R-410A, 16 SEER Exp. Del. Cycle (List Adj. 1.05)		0.4221
T-726	4YCC3 (R-410, 13 SEER, 3-PH) STD Delivery Cycle	3-5 Tons	0.3675
	4YCC3 (R-410, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3675
T-513	YHC (1-PH) R-410A 15 SEER STD Delivery Cycle	3-5 Tons	0.3675
	YHC (1-PH) R-410A 15 SEER Exp. Del. Cycle (List Adj. 1.05)		0.3675
T-1613 (T-514)	YHC (3-PH) R-410A 17 SEER STD Delivery Cycle	3-5 Tons	0.3675
	YHC (3-PH) R-410A 17 SEER Exp. Del. Cycle (List Adj. 1.05)		0.3675
T-1613 (T-514)	YHC (3-PH) R-410A 15 SEER STD Delivery Cycle	3-10 Tons	0.3675
	YHC (3-PH) R-410A 15 SEER Exp. Del. Cycle (List Adj. 1.05)		0.3675
	YSC (1-PH) R-410A 13 SEER STD Delivery Cycle		0.3675
	YSC (1-PH) R-410A 13 SEER Exp. Del. Cycle (List Adj. 1.05)		0.3675
	YSC (3-PH) R-410A 13 SEER STD Delivery Cycle		0.3675
	YSC (3-PH) R-410A 13 SEER Exp. Del. Cycle (List Adj. 1.05)		0.3675
	YSC (3-PH) R-410A 11 EER STD Delivery Cycle	6-10 Tons	0.3675
	YSC (3-PH) R-410A 11 EER Exp. Del. Cycle (List Adj. 1.05)		0.3675
T-1413 (T-467)	YSD/YSH (3-PH) R-410A STD Delivery Cycle	12 1/2-25 Tons	0.4263
	YSD/YSH (3-PH) R-410A Exp Del. Cycle (List Adj. 1.05)		0.4263
T-390	YCD/YCH (R410A, 3PH) STD Delivery Cycle	27.5-50 Tons	0.4147
	YCD/YCH (R410A, 3PH) QSQ Exp. Del. Cycle (List Adj. 1.10)		0.4221
T-351	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.3400
	13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3400
T-390	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.3999
	13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3999
T-415	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.4221
	13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4221
T-425	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.4221
	13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4221

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T-239	4WCZ (1-PH) R-410A 16 SEER STD Delivery Cycle	3-5 Tons	0.4221
	4WCZ (1-PH) R-410A 16 SEER Exp Del. Cycle (List Adj. 1.05)		0.4221
	4WCY4 (1-PH) R-410A 14 SEER STD Delivery Cycle		0.4221
	4WCY4 (1-PH) R-410A 14 SEER Exp Del. Cycle (List Adj. 1.05)		0.4221
	4WCC4 (1-PH) R-410A 14 SEER STD Delivery Cycle		0.4221
	4WCC4 (1-PH) R-410A 14 SEER Exp Del. Cycle (List Adj. 1.05)		0.4221
	4DCZ (1-PH) R-410A 16 SEER STD Delivery Cycle		0.4221
	4DCZ (1-PH) R-410A 16 SEER Exp Del. Cycle (List Adj. 1.05)		0.4221
	4DCY4 (1-PH) R-410A 14 SEER STD Delivery Cycle		0.4221
	4DCY4 (1-PH) R-410A 14 SEER Exp Del. Cycle (List Adj. 1.05)		0.4221
T-241	4WCZ (3-PH) R-410A 16 EER STD Delivery Cycle		0.4221
	4WCZ (3-PH) R-410A 16 EER Exp Del. Cycle (List Adj. 1.05)		0.4221
	4DCZ (3-PH) R-410A 16 EER STD Delivery Cycle		0.4221
	4DCZ (3-PH) R-410A 16 EER Exp Del. Cycle (List Adj. 1.05)		0.4221
	4WCY (3-PH) R-410A 14 EER STD Delivery Cycle	3-5 Tons	0.4221
	4WCY (3-PH) R-410A 14 EER Exp Del. Cycle (List Adj. 1.05)		0.4221
	4DCY (3-PH) R-410A 14 EER STD Delivery Cycle	3-5 Tons	0.4221
	4DCY (3-PH) R-410A 14 EER Exp Del. Cycle (List Adj. 1.05)		0.4221
	4DCY (1-PH) R-410A 14 SEER STD Delivery Cycle		0.4221
T-728	4WCC3 (R-410, 13 SEER, 3-PH) STD Delivery Cycle	3-5 Tons	0.3492
	4WCC3 (R-410, 13 SEER, 3-PH) Exp Del. Cycle (List Adj. 1.05)		0.3492
T-1613 (T-516)	WSC (R-410, 3-PH) STD Delivery Cycle	3-10 Tons	0.3675
	WSC (R-410, 3-PH) Exp Del. Cycle (List Adj. 1.05)		0.3675
T-1413 (T-465)	WSD/WSH R-410A STD Delivery Cycle	12.5-20 Tons	0.4263
	WSD/WSH R-410A Express Delivery Cycle(List Adj. 1.05)		0.4263
	Valent Product		0.9495
	TOA 100% Outside Air Unit (KCC Product)		0.9360
T-965	Foundation Units	3-5 Tons	0.4116
T-966	Foundation Units	3-5 Tons	0.4116
T-967	Foundation Units	3-5 Tons	0.4116
T-968	Foundation Units	3-5 Tons	0.4116
T-969	EAC Packaged Electric/Electric/Electric Rooftop-Found	15-25 Tons	0.4116
T-970	GAC Packaged Gas/Electric Rooftop-Foundation Series	15-25 Tons	0.4116
T-1368	Foundation Units	7-10 Ton G/E	0.4116
T-1369	Foundation Units	7-10 Ton E/E	0.4116
T-1374	HAEX Mixed Air (KCC)		0.4198
Accessorie	T-160	Accessories	0.3799
	T-161	Heaters	0.3799
	T-161	Accessories	0.3799
	T-1689 (T-289)	Accessories	0.3799
	T-1489 (T-390)	Accessories	0.4179
	T-391	Accessories	0.3778
	T-413	Trenton Coils	0.3957
	T-415	Accessories	0.3778
	T-416	Accessories	0.3957
	T-418	Accessories	0.3400
	T-425	Accessories	0.4157
	T-968	Accessories	0.4379
<b>Split Systems</b>			
	T-413	4TXA/TXC/TXC-CC/TXF R-410A Encased DX Coils STD Delivery	0.4284
	T-420	GAF2 R-410A AHU STD Delivery Cycle	1.5-5 Tons 0.4221
		GAF2 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)	0.4221
		GAT2 R-410A AHU STD Delivery Cycle	1.5-5 Tons 0.4221
		GAT2 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)	0.4221
		TAM4 R-410A AHU STD Delivery Cycle	1.5-5 Tons 0.4221
		TAM4 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)	0.4221
		GAM5 R-410A AHU STD Delivery Cycle	1.5-5 Tons 0.4221
		GAM5 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)	0.4221
		TEM3 R-410A AHU STD Delivery Cycle	0.4221
		TEM4 R-410A AHU STD Delivery Cycle	0.4221
		TEM6 R-410A AHU STD Delivery Cycle	0.4221
	T-885	TAM7 R-410A AHU STD Delivery Cycle	1.5-5 Tons 0.4221
		TAM7 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)	0.0000
	T-427	4TTA R-410A STD Delivery	2.5-6 Tons 0.4242
		4TTA R-401A Exp Del. Cycle (list adj. 1.05)	0.4242
	T-426	4TTR3 R-410A STD Delivery	0.4242
		4TTR3 R-410A Exp. Del. Cycle (list adj. 1.05)	0.4242
	T-887	4TTR5 R-410A STD Delivery	1.5-5 Tons 0.4221
		4TTR4 R-410A STD Delivery	1.5-5 Tons 0.4221
		4TTR6 R-410A STD Delivery	1.5-5 Tons 0.4221
		4TTR7 R-410A STD Delivery	1.5-5 Tons 0.4221
	T-416	TWE R-410A STD Delivery(3 phase)	5-20 Tons 0.3904

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		TWE R-410A Exp. Del. Cycle (list Adj. 1.05)		0.3904
	T-419	TTA R-410A STD Delivery	7.5-30 Tons	0.3999
		TTA R-410A EXP Del. Cycle (list adj. 1.05)		0.3999
	T-351	TXE R-410A STD Delivery Cycle	1-6 Tons	0.3400
		TXE R-410A EXP Del. Cycle (list adj. 1.05)		0.3400
	T-157	EVPX R-410A STD Delivery Cycle		0.3957
	T-361	RAUJ R-410A STD Delivery Cycle	20-60 Tons	0.3841
		RAUJ R-410A QSQ Exp. Del. Cycle (List Adj. 1.10)		0.3841
	T-362	RAUJ R-410A STD Delivery Cycle	80-120 Tons	0.3841
		RAUJ R-410A QSQ Exp. Del. Cycle (List Adj. 1.10)		0.3841
	<b>Split Heat Pumps</b>			
	T-429	4TWA3 R-410A STD Delivery	2.5-5 Ton	0.4221
		4TWA3 R-410A EXP Del. Cycle (list adj. 1.05)		0.4221
	T-884	4TWR5 R-410A STD Delivery		0.4221
		4TWR5 R-410A Exp. Del. Cycle (list adj. 1.05)		0.4221
		4TWR40 R-410A STD Delivery		0.4221
		4TWR60 R-410A STD Delivery		0.4221
		4TWR70 R-410A STD Delivery		0.4221
	T-428	4TWR4042		0.4221
	T-411	TWA R-410A STD Delivery Cycle	7.5-30 Tons	0.3904
		TWA R-410A EXP Del. Cycle (list adj. 1.05)		0.3904
	T-431	Gas Furnaces		0.4221
	T-886	Variable Speed Gas Furnaces		0.4221
	<b>Trane / Mitsubishi</b>			
	T-1308	Mini-Split P Series		0.4004
	T-1309	Mini-Split M Series		0.4004
	T-1310	VRF Series		0.4264
		VRF - QNE		0.5200
	T-1316	LEV Series		0.4264
		LEV - QNE		0.5200
	T-1317	PUMY Series		0.4264
		PUMY Series - QNE		0.5200
	T-1318	Lossney ERV Series		0.4264
		Lossney ERV Series - QNE		0.5200
	T-1319	Premisys Series		0.4264
		Premisys Series - QNE		0.5200
	T-1336	VRF Accessories		0.4264
	T-1337	VRF Controls		0.4264
	T-1380	Heat20 / QAHV - WE		0.5200
		Heat20 / QAHV - QNE		0.6342
	T-1417	Hybrid VRF		0.4264
		Hybrid VRF - QNE		0.5200
	<b>Vertical Self-Contained</b>			
	T-248	SCRH/SCWH R-410A STD Delivery Cycle	3-15 Tons SCRH/7.5, 10, 12 Tons SCWH	0.3778
		SCHI/J R-410A Self-contained STD Delivery	5-15 Ton	0.3723
	T-437	SCXG R-410A STD Delivery Cycle	20-35 Tons	0.3862
	T-267	SCRWF R-410A STD Deliver Cycle	20-110 Tons	0.4358
	<b>Precision Cooling</b>			
	T-1353	CRAH - Computer Room Air Handlers	3-30 Tons	0.9495
	T-1354	CRAC - Computer Room Air Conditioners	3-30 Tons	0.9495
	<b>Water Source Heat Pumps</b>			
	T-1356	GEHV General WSHP MTO Delivery Cycle	0.5-25 Tons	0.3657
		GEHV General WSHP QSE Delivery Cycle (List Adj. 1.15)		0.4432
		GEHV General WSHP QSS Delivery Cycle(List Adj. 1.20)		0.5065
		GEHV General WSHP QSX Delivery Cycle(List Adj. 1.25)		0.5065
	T-1355	EXX HI Eff WSHP		0.4748
	T-326	GWS (Rooftop) MTO Delivery Cycle	0.5-25 Tons	0.3873
	T- 327	VSHV (Variable Speed) WSHP MTO Delivery Cycle	2, 2 1/2, 31/2 & 4	0.4748
		VSHV (Variable Speed) WSHP QSE Delivery Cycle (List Adj. 1.15)		0.4748
		VSHV (Variable Speed) WSHP QSS Delivery Cycle (List Adj. 1.20)		0.4748
		VSHV (Variable Speed) WSHP QSX Delivery Cycle (List Adj. 1.25)		0.4748
	T-176	EXHV-DXHV (High Efficiency) MTO Delivery Cycle	1.5-6 Tons	0.3694

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	EXHV-DXHV (High Efficiency) QSE Delivery Cycle (List Adj. 1.15)		0.4432
	EXHV-DXHV (High Efficiency) QSS Delivery Cycle (List Adj. 1.20)		0.4432
	EXHV-DXHV (High Efficiency) QSX Delivery Cycle (List Adj. 1.25)		0.4432
T-331	GEC (Console) MTO Delivery Cycle	.5-1.5 Tons	0.3657
	GEC (Console) QSE Delivery Cycle(List Adj. 1.15)		0.4432
	EXW (water to water) MTO Delivery Cycle	4-20 Tons	0.3589
T-332	GET (Vertical Stack) MTO Delivery Cycle	.75-3 Tons	0.3589
	GET (Vertical Stack) QSE Delivery Cycle (List Adj. 1.15)		0.4432
	GET (Vertical Stack) QSS Delivery Cycle (List Adj. 1.20)		0.4432
	GET (Vertical Stack) QSE Delivery Cycle (List Adj. 1.25)		0.4432
T-078	WSHP Hose Kits MTO delivery Cycle		0.3693
	WSHP Hose Kits QSE Delivery Cycle(List Adj. 1.15)		0.4432
	WSHP Hose Kits QSS Delivery Cycle(List Adj. 1.20)		0.4432
T-075	WSHP Accessories MTO Delivery Cycle		0.4432

### Air Handling

#### Central Station Air Handlers

T-050	Performance CLCH STD Delivery Cycle	1500-60000 cfm	0.4391
	TCACS Catalytic Air Cleaning System STD Delivery Cycle		0.4959
T-050	Outdoor Performance CLCH STD Delivery Cycle	Sizes 3 thru 120	0.4326
T-051	Performance CLCH Custom Units		0.4391
T-200	Performance CLCH STD Delivery Cycle Unit Ctrls		0.4391
T-0958	UCAA Air handler (Size 3-30) STD Delivery		0.4643
	UCAA Air handler (Size 3-30) - E Delivery Cycle (List Adj. 1.20)		0.4643
	UCAA Air handler (Size 3-30)-Super E Delivery Cycle (List Adj. 1.30)		0.4643
T-0959	UCCA Air handler STD Delivery Cycle Unit Ctrls		0.4643
	UCCA Air handler - E Delivery Cycle Unit Ctrls (List Adj. 1.20)		0.4643
	UCCA Air handler - Super E Delivery Cycle Unit Ctrls (List Adj. 1.3)		0.4643

#### Custom Air Handlers

T-253	Ft. Smith STD Delivery Cycle		0.4062
T-260	Ft. Smith Controls STD Delivery Cycle		0.4062
T- 1276	Ft. Smith STD Delivery Cycle		0.4062
T-020	Stand Alone Fans		0.3778

#### Makeup Air Handlers

T-134	AHOA STD Delivery Cycle	1500-14000 cfm	0.3778
	AHOA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
	GFAA STD Delivery Cycle		0.3778
	GFAA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
	GRAA STD Delivery Cycle	100-800 MBH	0.3778
	GRAA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
	GSA A STD Delivery Cycle		0.3778
	GSA A Expedited Delivery Cycle(List Adj. 1.15)		0.4221
	GXAA STD Delivery Cycle	100-800 MBH	0.3778
	GXAA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
T-137	DFOA STD Delivery Cycle	275-7975 MBH	0.3656
	DFIA STD Delivery Cycle	275-9075 MBH	0.3904

#### Coils - SureFit

T-081	CLCL STD Delivery Cycle		0.3702
T-082	HTCL STD Delivery Cycle		0.3702
	HRCL STD Delivery Cycle		0.3702

### Terminal Units

#### Variable Volume Units

T-073	VCCF/VCWF/VCEF STD Delivery Cycle		0.3904
	VCCF/VCWF/VCEF QSQ Delivery Cycle(List Adj. 1.35)		0.5355
	VCCF/VCWF/VCEF QSE Delivery Cycle(List Adj. 1.40)		0.5387
T-283	VCCF/VCWF/VCEF Controls STD Delivery		0.3166
	VCCF/VCWF/VCEF Controls QSQ Delivery Cycle(List Adj. 1.35)		0.4723
	VCCF/VCWF/VCEF Controls QSE Delivery Cycle(List Adj. 1.40)		0.4723
T-073	VDDF STD Delivery Cycle		0.3904
	VDDF QSQ Delivery Cycle(List Adj. 1.35)		0.5354
	VDDF QSE Delivery Cycle(List Adj. 1.40)		0.5387
T-283	VDDF Controls STD Delivery Cycle		0.3000
	VDDF Controls QSQ Delivery Cycle(List Adj. 1.35)		0.4723
	VDDF Controls QSE Delivery Cycle(List Adj. 1.40)		0.4723
T-373	VSCF/VSEF/VSWF STD Delivery Cycle		0.3820
	VSCF/VSEF/VSWF QSQ Delivery Cycle(List Adj. 1.23)		0.4337
	VSCF/VSEF/VSWF QSE Delivery Cycle(List Adj. 1.29)		0.4337
T-293	VSCF/VSEF/VSWF Controls STD Delivery		0.3615
	VSCF/VSEF/VSWF Controls QSQ Delivery Cycle(List Adj. 1.23)		0.4723
	VSCF/VSEF/VSWF Controls QSE Delivery Cycle(List Adj. 1.29)		0.4723
T-373	VPCF/VPEF/VPWF STD Delivery Cycle		0.3820
	VPCF/VPEF/VPWF QSQ Delivery Cycle(List Adj. 1.23)		0.4337
	VPCF/VPEF/VPWF QSE Delivery Cycle(List Adj. 1.29)		0.4337

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T-293	VPCF/VPEF/VPWF Controls STD Delivery	0.3615
	VPCF/VPEF/VPWF Controls QSQ Delivery Cycle(List Adj. 1.23)	0.4723
	VPCF/VPEF/VPWF Controls QSE Delivery Cycle(List Adj. 1.29)	0.4723
T-373	LSCF/LSEF/LSWF STD Delivery Cycle	0.3820
	LSCF/LSEF/LSWF QSQ Delivery Cycle(List Adj. 1.23)	0.4337
	LSCF/LSEF/LSWF QSE Delivery Cycle(List Adj. 1.29)	0.4337
T-293	LSCF/LSEF/LSWF Controls STD Delivery	0.3615
	LSCF/LSEF/LSWF Controls QSQ Delivery Cycle(List Adj. 1.23)	0.4391
	LSCF/LSEF/LSWF Controls QSE Delivery Cycle(List Adj. 1.29)	0.4391
T-373	LPCF/LPEF/LPWF STD Delivery Cycle	0.3820
	LPCF/LPEF/LPWF QSQ Delivery Cycle(List Adj. 1.23)	0.4337
	LPCF/LPEF/LPWF QSE Delivery Cycle(List Adj. 1.29)	0.4337
T-293	LPCF/LPEF/LPWF Controls STD Delivery	0.3615
	LPCF/LPEF/LPWF Controls QSQ Delivery Cycle(List Adj. 1.23)	0.4337
	LPCF/LPEF/LPWF Controls QSE Delivery Cycle(List Adj. 1.29)	0.4337
T-473	VADA STD Delivery Cycle	0.3400
	VADA QSE Delivery Cycle(List Adj. 1.29)	0.6194
T-473	VARA STD Delivery Cycle	0.6194
	VARA QSE Delivery Cycle(List Adj. 1.29)	0.6194
T-109	VADA / VARA Controls STD Delivery Cycle	0.4653
	VADA / VARA Controls QSE Delivery Cycle(List Adj. 1.29)	0.4653
T-294	VAV DDC Retrofit Controller STD Delivery cycle	0.3778
<b>Diffusers</b>		
T-273	VLSDA/VRDA LINR STD Delivery Cycle	0.3778
	LINR QSQ Delivery Cycle(List Adj. 1.23)	0.5276
	LINR QSE Delivery Cycle(List Adj. 1.29)	0.5276
	VLSDA/VRDA INDUCT STD Delivery Cycle	0.3778
	INDUCT QSQ Delivery Cycle(List Adj. 1.23)	0.5276
	INDUCT QSE Delivery Cycle(List Adj. 1.29)	0.5276
	VLSDA/VRDA LITE STD Delivery Cycle	0.3778
	LITE QSQ Delivery Cycle(List Adj. 1.23)	0.5276
	LITE QSE Delivery Cycle(List Adj. 1.29)	0.5276
	VLSDA/VRDA PERF STD Delivery Cycle	0.3778
	PERF QSQ Delivery Cycle(List Adj. 1.23)	0.5276
	PERF QSE Delivery Cycle(List Adj. 1.29)	0.5276
	VLSDA/VRDA ADJ. FLOW STD Delivery Cycle	0.3778
	ADJ. FLOW QSQ Delivery Cycle(List Adj. 1.23)	0.5276
	ADJ. FLOW QSE Delivery Cycle(List Adj. 1.29)	0.5276
<b>Fan Coils</b>		
T-278	UniTrane STD Delivery Cycle	0.4242
	UniTrane E Delivery Cycle(List Adj. 1.20)	0.5090
	UniTrane Super E Del. Cycle(List Adj.1.30 )	0.5514
	LOWBOY STD Delivery Cycle	0.4422
T-223	UniTrane Controls STD Delivery Cycle	0.4189
	UniTrane Controls QSE Delivery Cycle(List Adj. 1.20)	0.5026
	UniTrane Controls QSS Delivery Cycle(List Adj. 1.30)	0.5445
T-290	BCHD/BCVCDSTD Delivery Cycle	0.4242
	BCHD/BCVD E Delivery Cycle(List Adj. 1.20)	0.5065
	BCHD/BCVD Super E Delivery Cycle(List Adj. 1.30)	0.5487
T-1502	BCXE STD Delivery Cycle	0.4242
T-292	BCHD/BCVD Control STD Delivery	0.4326
	BCHD/BCVD Control E Delivery Cycle(List Adj. 1.20)	0.5217
	BCHD/BCVD Control Super E Delivery Cycle(List Adj. 1.30)	0.5652
T-1592	BCXE Control STD Delivery	0.4326
<b>Unit Ventilators</b>		
T-042	VUVE STD Delivery Cycle	0.4200
	VUVE Q Delivery Cycle(List Adj. 1.20)	0.5040
T-042	HUVC STD Delivery Cycle	0.4200
	HUVC Q Delivery Cycle(List Adj. 1.20)	0.5040
T-042	ERSA STD Delivery Cycle	0.4200
	SW_A STD Delivery Cycle	0.4200
T-077	SHLA STD Delivery Cycle	0.4200
T-242	Unit Vent. Control HUVC STD Delivery	0.4115
	Unit Vent. Control VUVC STD Delivery	0.4115
<b>Cabinet Unit Heater</b>		
T-277	FORCEFLO STD Delivery Cycle	0.4453
	FORCEFLO E Delivery Cycle(List Adj. 1.20)	0.5343
	FORCEFLO Super E Del. Cycle(List Adj. 1.30)	0.5789
T-223	FORCEFLO Controls STD Delivery Cycle	0.4189
	FORCEFLO Controls E Delivery Cycle(List Adj. 1.20)	0.5002
	FORCEFLO Controls Super E Del. Cycle(List Adj. 1.30)	0.5608

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Unit Heaters			
T-135	HBAC STD Delivery Cycle		0.4221
	HBAC Q Delivery Cycle(List Adj. 1.15)		0.4854
	GLPD/GLND STD Delivery Cycle		0.4221
	GLPD/GLND Q Delivery Cycle(List Adj. 1.15)		0.4854
T-136	UHSP STD Delivery Cycle		0.4432
	UHSP Q Delivery Cycle(List Adj. 1.15)		0.5097
T-236	UHAA STD Delivery Cycle		0.4347
	UHAA Q Delivery Cycle(List Adj. 1.15)		0.4999
	UHCA STD Delivery Cycle		0.4347
	UHCA Q Delivery Cycle(List Adj. 1.15)		0.4999
	UHWA STD Delivery Cycle		0.4347
	UHWA Q Delivery Cycle(List Adj. 1.15)		0.4999
	UHXA STD Delivery Cycle		0.4347
	UHXA Q Delivery Cycle(List Adj. 1.15)		0.4999
	UHEC STD Delivery Cycle		0.4347
	UHEC Q Delivery Cycle(List Adj. 1.15)		0.4999

Finned-Tube Radiation/Convactor			
T-236	EWFB STD Delivery Cycle		0.4347

Building Automation Systems			
T-104	ROVER STD Delivery Cycle		0.6229
T-107	ENDDVIC STD Delivery Cycle		0.6229
	ENDVIC Quick Del.(List Adj. 1.05)		0.6229
T-115	NEWSUMIT STD Delivery Cycle		0.6229
	NEWSUMIT Quick Del.(List Adj. 1.05)		0.6229
T-119	SPECIAL STD Delivery Cycle		0.6229
	SPECIAL Quick Del. (List Adj.1.20)		0.6229
T-131	TRACER SUMMIT SOFTWARE		0.6229
T-179	TRACER ES STD Delivery Cycle		0.6229
	TRACER ES Quick DEL.(List Adj. 1.05)		0.6229
T-182	LEGACY CONTROLLERS		0.6229
T-183	LCP STD Delivery Cycle		0.6229
	LCP Quick Del. Cycle(List Adj. 1.15)		0.6229
T-187	GENLCONT STD Delivery Cycle		0.6229
	GENLCONT Quic Del. Cycle(List Adj. 1.05)		0.6229
T-317	RMU STD Delivery Cycle		0.6229
T-318	WEB SERVER		0.6229
T-639	ZN517 PRODUCTS		0.6229
T-640	VV551 PRODUCTS		0.6229
T-641	MP503 Products		0.6229
T-642	EX2		0.6229
T-643	Enterprise Server		0.6229
T-644	AH541 Products		0.6229
T-645	ZN521 Products		0.6229
T-646	Tenant Services		0.6229
T-1009	Tracer SC		0.6229
T-1010	Tracer UC		0.6229
	UC 400 BacNet Controller		0.6229
	UC 600 Bacnet Controller		0.6229
T-1240	Meters		0.6229
T-1246	Light Commercial Building Controls		0.6229
T-1247	Wireless Controls		0.6229
T-1250	XM Expansion Modules		0.6229
T-1251	Enclosures		0.6229
T-1332	Smart Thermostats		0.6229

Equipment Rentals			
TR-101	Trane Rentals (All Products)		0.4146

Intelligent Services			
TR-201	Active monitoring-off-site critical alarm management & r	0-60 points (yearly	0.9300
TR-202	Building Performance-intial & cont. HVAC system analy	0-60 points (yearly	0.9300
TR-203	Each additional point > 60 points	1 point adds (year	0.9300
TR-204	Tracer Ensemble (Price per panel)		0.9300
TR-204	Tenant Services (per 5 count)		0.9300
TR-204	Work order management		0.9300

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<b>Packaged Central Plant</b>	PCP-2	TAS Packaged MCPA pumping package STD Delivery	0.9759
	PCP-3	TAS MCPR plant with screw chillers STD delivery	0.9759
	PCP-4	TAS MCPC plant with centrifugal chillers STD delivery	0.9759
<b>Specialty Refrigeration</b>	T-1312	Calmac Storage	0.4504
	M-101	Multistack Modular Chiller STD Delivery	0.9495
		Pool Pack Systems	0.9495
<b>Cooling Towers</b>	E-100	AT Cooling Tower	0.9495
	E-101	CAT Cooling Tower	0.9495
	E-102	LPT Cooling Tower	0.9495
	E-103	LSTB Cooling Tower	0.9495
	E-104	USS Cooling Tower	0.9495
	E-105	UT Cooling Tower	0.9495
	E-106	PMT Cooling Tower	0.9495
	E-107	ATWB Closed Circuit Coolers	0.9495
	E-108	ESWA Closed Circuit Coolers	0.9495
	E-109	LRWB Closed Circuit Coolers	0.9495
	E-110	LSWE Closed Circuit Coolers	0.9495
	E-111	PMWQ Closed Circuit Coolers	0.9495
	E-112	WDW Closed Circuit Coolers	0.9495
	E-113	NT Evaporators	0.9495
	E-114	SCT Evaporators	0.9495
	E-115	SST Evaporators	0.9495
	E-116	SLT Evaporators	0.9495
E-117	TFC Evaporators	0.9495	
<b>Invertors</b>	I-101	Yaskawa STD Delivery	0.9284
	T-102	Trane TR 200	0.5697
<b>Pumps</b>	P-101	SERIES 4300	0.9495
	P-102	IVS	0.9495
	P-103	SERIES 4302/4382	0.9495
	P-104	SERIES 4360/4380	0.9495
	P-105	SERIES 4030/TD40SERIES 4280	0.9495
	P-106	SERIES 4600	0.9495
	P-107	SERIES 4700	0.9495
	P-108	SERIES 4270	0.9495
<b>Heat Recovery</b>	A-101	AnnexAir & Custom AHUs	0.9495
	CO-01	ConServ-Energy Recovery Ventilator (Heat Exchanger)	0.9500
<b>Boilers &amp; Water Heaters</b>	CA-01	BLUEFLAME	0.9390
	CA-02	CERAFLAME	0.9390
	CA-03	DFx SERIES	0.9390
	CA-04	DYNAFLAME	0.9390
	CA-05	DYNAFORCE	0.9390
	CA-06	DYNAMAX	0.9390
	CA-07	MICROFLAME	0.9390
	CA-08	MICROFLAME SERIES 2	0.9390
	CA-09	MIROFLAME MODULATING	0.9390
	CA-10	MICROFLAME SERIES GRANDE	0.9390
	CA-11	SUREFLAME SERIES	0.9390



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	WH-100	Water Heaters	0.9390	
PVI	PV-01	AG	0.9390	
	PV-02	Maxim	0.9390	
	PV-03	Platinum	0.9390	
	PV-04	Power VT	0.9390	
	PV-05	PowrVT Nox	0.9390	
	PV-06	Turbo	0.9390	
<b>Process Cool</b>	Filtrene	EV-01	Process Coolers	0.9495
<b>Dust Collector</b>	UA-01	SFC	0.9390	
	UA-01	BDC	0.9390	
	UA-02	C	0.9390	
	UA-03	DA,DB,DBM	0.9390	
	UA-04	F	0.9390	
	UA-05	MCB	0.9390	
	UA-06	PCT	0.9390	
	UA-07	SCA-SCB	0.9390	
	UA-08	SDC	0.9390	
	UA-09	SFC	0.9390	
	UA-10	V	0.9390	
	UA-11	VCC	0.9390	
<b>TEMSPEC</b>	TE-01	Unit Ventilators	0.9495	
<b>Indoor Air Quality</b>	Dynamic	D-01	V-8	0.9284
		G-01	Stand-alone	0.9284
		G-02	In-line	0.9284
		S-001	Synexis	0.4167
			Genesis	0.9284
<b>Renewable Energy</b>	Solar	S-01	Solar Hybrid Collector	0.9100
<b>Water Treatment</b>	eH2O	HO-101	Water Treatment Systems	0.9500

**NOTES:**

1. LIST PRICE ADJUSTMENT FACTORS ON "QUICK" CYCLE OR PACKED STOCK ARE APPLIED BEFORE THE MULTIPLIER IS USED
2. ALL QUOTES WILL HAVE PRODUCT CODE AND PRODUCT DESCRIPTION WITH MULTIPLIER AS LISTED IN THIS MATRIX
3. ALL EQUIPMENT TO BE F.O.B. JOBSITE-JOBSITE COSTS ARE INCLUDED AS "NETS"
4. ANY FREIGHT COSTS ARE TO BE INCLUDED AS "NETS"
5. ALL NON-TRANE EQUIPMENT LISTED REPRESENT A STANDARD OF QUALITY. EQUIVALENT VENDORS USE SIMILAR DISCOUNTS
6. ALL EQUIPMENT SHALL HAVE ONE YEAR LABOR WARRANTY INCLUDED AS "NETS"
7. PRODUCTS WILL PERIODICALLY CHANGE BASED ON NEWLY DEVELOPED ITEMS OR PRODUCT OBSOLETION FROM PRODUCTION.