



# Win More Bids

## The APR Control: Trane's Competitive Advantage

In a competitive commercial HVAC market, losing bids due to expensive or unavailable capacity-control options shouldn't be the norm.

For variable-load applications like K-12 facilities, the APR Control delivers reliable, cost-effective capacity modulation, giving you a clear edge in every proposal.

### The Capacity Control Solution

More than a humidity-control device, the APR Control is a true capacity control solution. Outperforming two-stage systems in part-load conditions, helping maintain stable temperature and comfort through wide load variations.

### Cost-Effective Bidding Power

Combined with standard Trane single-stage equipment, the APR Control provides a solution at roughly 50% less than the cost of two-stage or variable speed equipment.

### A Superior Alternative

Better capacity control than Hot Gas Bypass. More readily available than Hot Gas Reheat. The APR Control ensures you are competitive on every bid with a viable part-load option.

### Trane Success Story

*We confidently say that without the APR Control, we would have lost many of those jobs. The APR is at least 50% cheaper than going with a two-stage unit. It allows us to package our standard Trane equipment into bids and compete effectively, especially when variable speed isn't an option. It's an indispensable tool for winning projects.*

**Scott Mastroianni**  
**Systems Sales Account Executive**  
Trane - Pine Brook, NJ

## Ready to Win More Bids?

**Call:** (800) 727 - 6447

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