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American Women Vote Trane as Best Air Conditioning and Heating Brand for the Home

Brand receives second consecutive Women's Choice Award® Seal of Recommendation

CARMEL, Indiana (July 23, 2013) — In back-to-back years, WomenCertified® has awarded Trane, a leading global provider of indoor comfort systems and solutions and a brand of Ingersoll Rand (NYSE: IR), with the 2013 **Women's Choice Award®** in the Heating, Ventilation and Air Conditioning (HVAC) Systems Category. This award designation is based on a national survey among more than 5,000 women who were asked to select the brands they would most highly recommend to others, and Trane came out on top.

“We're honored and pleased to be receiving the Women's Choice Award for the second year in a row,” said Gary Michel, president, Residential Solutions, Ingersoll Rand. “As a leading manufacturer of indoor comfort solutions, everyone at Trane is committed to innovation, reliability and excellence for all of our customers.”

The Women's Choice Award has set the standard for helping women make smarter choices by collectively identifying the brands most recommended and trusted by women and those that deliver a customer experience worthy of her recommendation.

- 92 percent of Americans will seek out the recommendation of others before making a major decision (Nielsen Research 2012)
- 9 out of 10 women would 'definitely' trust a brand more if it carried the Women's Choice Award (MedeliaMonitor 2013)

According to Delia Passi, WomenCertified®, Inc. founder and author of *Winning the Toughest Customer: The Essential Guide to Selling to Women*, the Women's Choice Award honors brands that have demonstrated exceptional service in meeting the needs of women and that receive an extraordinary recommendation rating by women. “Recognizing Trane as the top air conditioning and heating brand helps ‘women guide other women’ to make smart choices.” Passi said.

When a company bears the Women's Choice Award seal, it serves as an accolade in identifying brands women trust and recommend. For more information about Trane, visit www.trane.com. To find more companies that have earned a place among women as a business of choice, visit www.womencertified.com.

ABOUT TRANE

Trane is a brand of Ingersoll Rand (NYSE: IR). Ingersoll Rand advances the quality of life by creating and sustaining safe, comfortable and efficient environments. Our people and our family of brands—including Club Car®, Ingersoll Rand®, Schlage®, Thermo King® and Trane®—work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; secure homes and commercial properties; and increase industrial productivity and efficiency. Trane solutions optimize indoor environments with a broad portfolio of energy efficient heating, ventilating and air conditioning systems, building and contracting services, parts support and advanced control. Ingersoll Rand is a \$14 billion global business committed to a world of sustainable progress and enduring results. For more information, visit ingersollrand.com or trane.com.

ABOUT WOMEN'S CHOICE AWARD

WomenCertified® is a marketing research firm, home to the Women's Choice Award, the only award that identifies brands that women recommend and serves as a competitive differentiator for businesses. Awards are based on surveys of thousands of women, as well as research conducted in partnership with the Wharton School of the University of Pennsylvania on what drives the consumer experience for women vs. men. To learn more, visit www.womenschoiceaward.com.

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Ingersoll Rand Family of Brands

