



Trane Global Services President Shares Strategies for Improving Business Performance at Tradeline's Lean Facility Lifecycle Conference

Larry Wash to deliver insights on high performance buildings and emerging technologies

San Diego, Calif., March 21, 2011 – Average buildings are occupied for 50 to 75 years or longer and operating costs typically account for 60 to 85 percent of building lifecycle costs. It is important for building owners to implement measures to reduce those costs, making their building an asset rather than an expense.

Larry Wash, president of global services, Hussmann, Thermo King and Trane, will present strategies during [Tradeline's Lean Facility Lifecycle Conference](#) to help building owners create a more efficient and sustainable environment in which employees can thrive and productivity can soar. Hussmann, Thermo King and Trane are brands of Ingersoll Rand.

Wash will discuss ways to adopt a high performance building approach to make safe, comfortable and efficient environments that contribute to an occupant or owners' business mission. High performance buildings are created using a unique methodology that combines financial, operating and energy analysis with specialized service offers and available financing.

During his presentation, Wash will discuss how attendees can operate and maintain their buildings more effectively by:

- using predictive building maintenance strategies
- establishing and maintaining operating metrics
- implementing performance-based service concepts

About the Conference

When: March 22, 2011 at 8:05 a.m.
Where: Las Palmas room, Hilton San Diego Resort & Spa, San Diego
Conference website: <http://www.tradelineinc.com/conferences>

The annual Tradeline Lean Facility Lifestyle Conference details new streamlined, integrated processes for capital projects and facility management that are built upon the combined technologies and processes of lean management and lifecycle planning to deliver low cost, sustainable infrastructure platforms for growth. For more than 35 years, Tradeline has been providing information resources to corporate, institutional and government professionals for the planning, design, construction and management of facility assets.

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About Larry Wash

Larry G. Wash is the president of global services for the Climate Solutions sector of Ingersoll Rand. Climate Solutions is comprised of Hussmann, Thermo King and Trane, three industry-leading building, transportation and refrigeration brands. Wash has full responsibility for the management and performance of the services businesses which include aftermarket service and parts, turnkey and controls contracting, and performance-based energy services for commercial buildings and transportation.

With executive responsibility for the organization's strategic direction, operating performance and marketplace differentiation, Wash has led Hussmann, Thermo King and Trane on a multi-year journey to drive profitable revenue growth in attractive, emerging markets in Latin America, Asia Pacific, Europe, Middle East, India and Africa, as well as mature markets in North America. He has built a sustainable \$3 billion global business by creating an innovative vision and strategy, building high performance global teams, scaling practices, processes and technology globally.

About Ingersoll Rand

Ingersoll Rand (NYSE:IR) is a world leader in creating and sustaining safe, comfortable and efficient environments in commercial, residential and industrial markets. Our people and our family of brands — including Club Car®, Hussmann®, 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 sustainable business practices within our company and for our customers. For more information, visit www.ingersollrand.com.

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