



Trane Global Services President Presents Strategies for Mitigating Energy Cost Volatility at Tradeline Lean Facility Lifecycle 2012 Conference

Larry G. Wash to discuss managing energy costs with high-performance building management

St. Petersburg, Fla., March 19, 2012 – In 2012, oil costs are forecast to reach \$125/barrel.¹ As energy costs continue to rise, three-fourths of senior leaders say energy efficiency will become more important in the next five years and 60 percent say cost is the main reason to pursue efficiency improvements.² High performance buildings represent one way to manage energy cost volatility by reducing lifecycle costs so organizations can make buildings assets instead of expenses.

Larry G. Wash, president of global services for Trane, a leading global provider of indoor comfort systems and solutions and a brand of Ingersoll Rand, will share insights into how the fragile state of the global economy is driving the industry's adoption of a high-performance building approach at the Tradeline Lean Facility Lifecycle 2012 Conference.

During his presentation, Wash will explain how taking a holistic, technology-enabled approach to high-performance buildings helps reduce lifecycle costs, allowing organizations to invest in other priorities. A “whole building, whole life” management approach mitigates energy cost volatility by:

- Building a lifecycle mindset
- Moving toward lifecycle decisionmaking
- Linking building performance to the bottom line
- Leveraging the benefits of high performance buildings

Presentation Details

What: The Future State Operating Vision: Mitigating Against Energy Cost Volatility
When: March 19, 2012, at 11:10 a.m.
Where: Renaissance Vinoy Beach and Golf Resort, St. Petersburg, Fla.
Conference Website: <http://www.tradelineinc.com/conferences/>

About the Conference

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.

About the Speaker

Larry G. Wash

Larry G. Wash is the president of global services for the Climate Solutions sector of Ingersoll Rand. Climate Solutions is comprised of Thermo King and Trane, two 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 Thermo King and Trane on a multi-year journey to drive profitable revenue growth in attractive, emerging markets in Latin America, Asia Pacific, Europe, the 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, and scaling practices, processes and technology globally.

Trane High Performance Buildings

Trane creates innovative high performance buildings using unique methodology that combines financial, operating and energy analysis with specialized service offers and available financing. High performance buildings are safe, comfortable and efficient. They meet specific standards for energy and water use, system reliability and uptime, environmental compliance, occupant comfort and safety, and other success factors. High performance buildings help owners and occupants be more productive and

achieve their business missions by using design and operating standards that are created, measured and continually validated to deliver established outcomes within specified tolerances. For more information about high performance buildings, visit www.trane.com/highperformancebuildings.

About Ingersoll Rand

Ingersoll Rand (NYSE:IR) 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.

¹ Source: JP Morgan, 2/20/12

² Source: Economist Intelligence Unit Survey, 2011; sponsored by Ingersoll Rand

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