



First of Its Kind Building Service Program Introduced in India

-- Treating your building and its system as an asset ensures maximum energy efficiency and up to 12 percent annual energy savings –

New Delhi, India, November 28, 2006 -- The boom in India's construction sector has created a demand for indoor comfort systems. And in an effort to manage costs, many Indian building owners only consider how much the system will cost them upfront.

Yet, it's estimated that 75 percent of a building owner's total cost of ownership of a building is spent on energy consumption and parts replacement.

That's why Trane, a leading global provider of indoor comfort systems, services and comprehensive facility solutions, is introducing the Indian construction industry to a unique service program. Called "Trane Select," this program helps building owners look at their systems as assets by realizing complete system performance and efficiency of the system.

Trane Select includes four option levels including:

- Level 1: Offers predictive (oil analysis) and preventive (inspection visits- annual maintenance) maintenance .Free of charge warranty of compressor during the duration of agreement.
- Level 2: Offers predictive and preventive maintenance including condenser coil cleaning and maintenance. All equipment parts costs are covered in case of failure duration of agreement which keeps the cost of spare parts under control.
- Level 3: Provides more benefits in terms of maintenance and coverage. In addition to all the items of preventive and predictive maintenance mentioned in level two, predictive maintenance also includes heat exchange tube testing. Clients who choose this level will benefit from full coverage on the costs of equipment replacement.
- Level 4: Designed for aging products and offers the same benefits of level three. However Trane commits to maintain performance for a period of 10 additional years and equipment replacement within the period of the agreement is also included.¹

"As the construction boom in India moves into full swing, it is important for developers to realize the benefits of maintaining efficient HVAC systems," said Manoj Mathur, business leader for Trane in India. "This includes selecting the right HVAC system, plus proper service to maintain long-term efficiency and performance. Planned maintenance ensures that systems run at top efficiency and provide significant energy savings, not to mention the impact on reducing CO₂ emission*."

-more-

¹ equipment supply only

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Available 24/7, and guaranteeing priority of intervention and free technical support, Trane Select offers developers and building owners the option of selecting the coverage best suited to their customers requirements. Trane Select offers multi-year agreements with installed payment to guarantee the customer better cost control.

Trane's business in India was established in 1993 and plays a major role in providing the Indian market with state-of-the-art HVAC products, systems, services, controls and unitary solutions that are environmentally responsible and energy efficient.

With four offices in New Delhi, Mumbai, Bangalore and Chennai, Trane's HVAC expertise in India has provided comfort systems to Reliance Industries, GE India, Ranbaxy Laboratories Intel and others. Trane's customers also include prestigious hotel groups such as Hyatt Regency, The Oberoi Group, JW Marriot and ITC Welcomgroup.

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Trane, the air conditioning systems and services business of American Standard Companies, is a leading global provider of indoor comfort systems and comprehensive facility solutions. Its offerings include energy-efficient heating, ventilating and air conditioning systems, service and parts support, advanced building controls and financing solutions. Each Trane system is designed to meet the specific needs of customers who want heating, cooling, dehumidifying and air cleaning systems for residential, commercial, institutional and industrial applications. In 2005, Trane contributed \$6.015 billion to American Standard's total sales of \$10.264 billion. For more information, visit the Trane Web site at www.trane.com.

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* Carbon dioxide emissions from power plants account for 95 percent of indirect global warming impact and energy use is the single largest source of carbon dioxide emissions.