



## News Release

FOR IMMEDIATE RELEASE

### **Trane Launches Energy Efficient Unitary Solutions for Premium Customers in Southern India**

*Comfort systems and solutions provider leads growing market and demand with offering available through Indian distributor*

Chennai, India, August 3, 2006 – As India experiences a boom in the construction sector, building owners and developers are increasingly looking for systems and solutions that keep occupants and shoppers comfortable and productive. In fact, experts expect India to have more than 1 million consumers who could buy luxury products and that number is expected to triple by 2010 (survey by Knowledge Company, Technopak).

That's why Trane, a leading global provider of indoor comfort systems [and comprehensive facility solutions, announced today the launch of their unitary systems solutions in Southern India. Trane's unitary systems will be sold through MS. Tropical Impex Private Limited, a distributor in Chennai who will take care of the Southern India region including Kerala, Karnataka, Tamil Nadu and Andhra Pradesh. Earlier this year, Trane had introduced its unitary products in the Northern and Western India markets which will be sold through two local Indian distributors.

Trane's unitary systems include a comprehensive and unique range of air conditioning products and solutions from 0.6 up to 50 tons and are ideal for homes and small-to-midsize buildings like premium offices, schools, small hotels and shopping malls. The unitary systems being introduced include unique anti-corrosive applications designed for coastal regions.

"Our business is to create high performance systems and solutions for building owners and their occupants," said Manoj Mathur, business leader for Trane in India. "Our customers are demanding comfort systems and solutions that are energy efficient, reliable, easy to install and maintain, and with modern designs that match their lifestyle. Our launch is in keeping with these market dynamics and needs of our customers."

Chennai is attracting high-powered brands and national retailers (according to a study by Trammell Crow Meghraj). In the commercial sector in Chennai, more than 11 million sq.ft. of A-grade space is being added in the next two years. By 2011, Chennai is likely to have at least 12 to 15 malls with multiplexes. Premium residential space is also seeing a marked increase due to increased IT activities, the study said.

Trane's split air conditioning units up to 2 tons carry the ENERGY STAR\* label, a qualification on equipment that uses 7-10% less energy than the standard equipment footprint. Similarly, the newly introduced unitary systems for small-to-midsize buildings have a higher Energy Efficiency Ratio\*\* as compared to other products.

“Energy efficiency will always be a critical issue and a priority for Trane,” said Mathur. “Trane is committed to delivering on India’s growing customer needs with responsible comfort solutions.”

Trane’s business in India 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 liaison 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. In the region, Trane’s customers include prestigious hotel groups such as Hyatt Regency, Oberois, JW Marriot and ITC.

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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. Its offerings include energy efficient heating, ventilating and air conditioning systems, service and parts support, advanced building controls. 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 billion to American Standard's total sales of \$10 billion. For more information, visit the Trane Web site at [www.trane.com](http://www.trane.com).

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\* Earning the ENERGY STAR means products meet strict energy efficiency guidelines set by the US Environmental Protection Agency and the Department of Energy.

\*\* The Energy Efficiency Ratio is the standard provided by the Air-Conditioning and Refrigeration Institute (ARI) for unitary air-conditioning whereby, equipment performance ratings can be compared from product to product.