

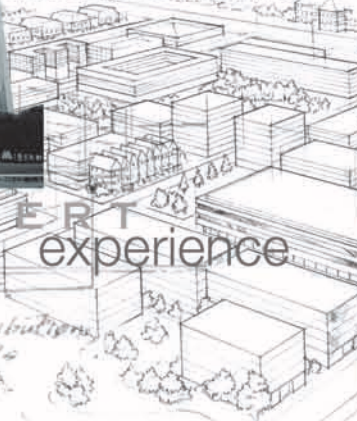


HIGH PERFORMANCE
BUILDINGS



INTEGRATED
CRITICAL CONTROL
SOLUTIONS

BUSINESS ADVANTAGES



EXPERT
experience

Air Distribution
Terminals

COMMITTED



INTEGRATED COMFORT
SOLUTIONS

SYSTEMS
SERVICES



{TRANE MAKES YOUR BUILDINGS WORK BETTER}



Trane systems and services can have a measurable impact on your business, no matter what business you're in. It's been proven time after time that Trane can positively influence not only your working environment but your bottom line and even your production and design timetables.

What we do.

Trane designs, manufactures, installs and manages heating, ventilation and air conditioning (HVAC) equipment and controls for nearly half the commercial buildings in the United States, as well as buildings all over the world. We're the industry leader in R&D, as well as manufacturing.

Our projects are large and small, but all have these in common:

- reliability
- energy efficiency
- cost efficiency
- technological expertise
- state-of-the-art equipment
- meeting or exceeding environmental standards
- meeting the individual business needs of a client, no matter how simple or complex

Equipment is the tip of the iceberg.

Whether we work with you as the prime contractor or contributing partner, we can serve you in a wide variety of ways, like evaluating the equipment you have and upgrading it if necessary, or integrating your system with advanced controls.

We can train your facilities department in the intricacies of HVAC equipment, controls, and industry standards and issues.

We can also service and maintain your systems, and provide emergency assistance, parts and supplies to keep your system operating at peak efficiency.

The bottom line.

We believe we have the best people, the best equipment and the best service in the industry. Which all comes down to this: Trane has the knowledge and resources to turn building systems into business advantages for you.



BUILDING SERVICES

No matter what business you're in, proper operation and maintenance of your building systems and the ability to plan for the future can positively impact a company's productivity and bottom line.

To keep your buildings running reliably and efficiently throughout their life cycle, Trane offers a range of services unmatched by any other company, including maintenance and repair, energy services, contingency and emergency planning, and continual technology improvements.

Elite Start™ services to launch your Trane system with confidence.

Trane has over 2,000 certified factory-trained service technicians to help install and start up new systems with confidence. Precision processes ensure design performance while continuous commissioning and baseline tracking provide customers and Trane partners with optimal performance at start-up and throughout your factory warranty period.

Keeping your buildings operating at peak performance and efficiency.

There's no substitute for a well-designed maintenance program. Trane Service technicians can support your own facilities department or operate as a fully outsourced partner providing recommended services factory developed to maintain design performance.

Our Buildings Services teams are factory trained to service Trane systems and non-Trane equipment. Aside from scheduled maintenance services, Trane offers services that focus on maximizing the life of your equipment and helping to define repair and capital expenses.

Whatever your service or equipment problem, Trane has a unique solution that can turn your building system into a business advantage.

Temporary solutions.

Trane has become an industry leader in the temporary and emergency cooling system services. Trane can accommodate systems that require as little as one ton of cooling up to 4,000 tons or more, available at 140 sales and service outlets nationwide.

Upgrade or renew system performance.

Building owners and companies in all markets face new challenges and embrace a world full of change – be it innovation, reorganization, compliance or reprioritization. Within this environment, Trane recognizes that buildings experience life-cycle changes through continued operations and occasional repurpose. So, it's no wonder that Trane has plans that focus on maximizing the life of equipment and optimizing systems operations. Trane offers exclusive engineered solutions such as Trane Engineered Conversion™ retrofits and "R'newal" services and "ChillerSource" temporary or emergency cooling when these options are all that are needed to deliver a performance solution, making sure that in the end, your building works better.



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Contracting

When you contract with Trane to build an HVAC system, provide ongoing service or modernize any aspect of your building, you get a lot more than systems or service. You get a positive business advantage.

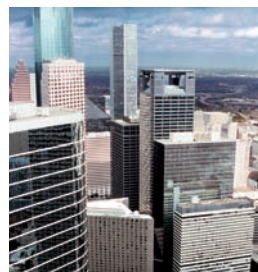
Every relationship between Trane and a customer is unique, with its own set of problems, challenges and expectations. Trane solutions are noted for their flexibility—the ability to meet individual business needs and be scalable to meet future needs. Among the contracting arrangements we make are three that have been particularly useful for our customers.

HVAC Outsourcing Solution.

If you want maximum involvement from your business partners, Trane's HVAC Outsourcing Solution is ideal. This is an all-inclusive agreement where Trane takes over every aspect of a job. We plan, build, install and finance building systems and controls to your specifications, and operate and maintain the systems for the life of the building.

Turnkey Solution.

Our turnkey contracts are invaluable for customers who need a simple, single-source solution to their building needs. We manufacture, manage, service and test building systems and perform upgrades of older equipment where necessary, from concept to commissioning. A maintenance and repair agreement is usually but not necessarily a part of Trane's turnkey agreements.



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PACT™ Solution.

An ingenious contract that is becoming more and more popular in a cost-conscious economy is known as PACT—Performance Agreement for Comfort from Trane. Essentially, this is a way of using the money saved on energy when you modernize your equipment infrastructure to help pay for the new system. Since Trane's systems, controls and the integration of various building functions usually result in considerable savings, this can have an enormous impact on a customer's ability to finance a project. As part of a PACT agreement, Trane guarantees energy reduction that provides savings to cover specific costs, such as financing or maintenance.

But any contract is only worthwhile if it gives a distinct business advantage to a customer, whether in comfort, environmental concerns, finances, mechanical efficiency or even worker productivity. If there's a guiding principle behind Trane's relationships with customers, it's this: partnering with Trane makes business sense.



PARTS

The company that had to shut down production for lack of a screw is an often-told tale. But not a likely one for companies that do business with Trane.

Having the right part for your needs is only part of the story.

We have the infrastructure to find, deliver and even install the part you need with a minimum of downtime. We're committed to giving you the best value as well, and the in-depth knowledge of the Trane organization, backed by your local support team.

From precision-balanced three-stage centrifugal compressors to hex keys, Trane has one of the most comprehensive parts inventories in the world, with a network of over 500 Parts Centers and independent wholesale distributors around the globe.

This means finding the right part for you, regardless of who makes it. Our latest HVAC parts and supplies cooling catalog, for example, has equipment from a wide variety of manufacturers such as Siemens, GE, Alco, ICM, Copeland, Emerson, Robinson and Ritchie, as well as Trane.

Whether it's air handling components, chemicals, compressors, controls, electrical supplies, HVAC accessories, indoor air quality equipment, motors, refrigerants or tools and test equipment, Trane parts can give you and your customers a competitive edge.



TRANE PARTNERSHIPS ARE NOTED FOR THEIR FLEXIBILITY, SCALABILITY, VALUE AND ABILITY TO MEET INDIVIDUAL BUSINESS NEEDS, WHETHER FOR BUILDING SYSTEMS, SERVICE OR MODERNIZATION.

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WITH ONE OF THE MOST COMPREHENSIVE PARTS INVENTORIES IN THE WORLD, TRANE IS COMMITTED TO PROVIDING YOU WITH THE RIGHT PART AT THE RIGHT PRICE AT THE RIGHT TIME.

FROM ELITE START TO ROUTINE MAINTENANCE TO REPAIRS TO CHEMICAL ANALYSIS TO EMERGENCY PLANS TO SYSTEM UPGRADES AND R'NEWALS, TRANE'S SERVICE TECHNICIANS CAN ANSWER EVERY POSSIBLE SERVICE NEED.



CONTROLS

Integrating HVAC systems is critical to the operation of any building these days. And this is where Trane controls come in.

Trane is a leading building controls provider.

Given our firm commitment to new technology in practical day-to-day applications, it's no surprise that Trane has become a leading supplier of controls.

While our controls are not limited to HVAC equipment, they are engineered to reflect our deep understanding of HVAC requirements and how to optimize building systems for energy efficiency, comfort and productivity.

Controls for large buildings or campuses.

Tracer Summit™ controls can manage all the critical functions of a facility—from heating, cooling and ventilation to lighting and other building systems. A building manager can monitor, troubleshoot and change operating settings on a touch screen at the control panels, on a PC workstation at the office, remotely over the Internet, and can even access certain functions by phone.*



Controls for small or mid-sized buildings.

Our Tracker™ control systems for small to mid-sized commercial buildings deliver Integrated Comfort™ systems that work with rooftop units, plus a variety of unitary, water source heat pump and small applied comfort systems. For quick, easy programming and commissioning, they auto-configure on initial power-up. They feature LCD touch screens and pager notification of alarms for quick response.

We also have a full line of input/output controllers, both multiple-purpose and application-specific, and sensors that measure temperature, humidity, pressure and carbon dioxide.

Open systems are critical.

One of the remarkable facts about Trane controls is their ability to work equally well with Trane and non-Trane equipment. Trane has been committed to open systems since its first BACnet™ product in 1993, which let us share data with other control systems to provide systems integration solutions.

Trane systems also feature LonTalk®, which enables open communication with unit controllers.

BACnet™ is a trademark of ASHRAE. LonTalk® is a registered trademark of Echelon Corporation.

*Phone feature is not standard.



TRAINING

"Trane trains the industry" has become an adage in the HVAC world. No other company offers such a wealth of courses, facilities, broadcasts, newsletters, seminars, clinics and workshops on so many topics relevant to the industry.

For consulting and design engineers, design-build mechanical contractors, building facility managers or operators, field salespeople, marketing and training coordinators, and service and applications personnel, Trane has become the academic center of the HVAC culture.

The Trane curriculum.

The list of courses on every aspect of HVAC systems and controls—from absorption chillers to water source heat pumps—reads like a college catalog. Courses can be taken at The Trane ICS™ Institute in St. Paul, MN; the Trane Training and Development Center in La Crosse, WI; Trane district offices; or even on-site, at your facility.

The course work includes much more than the technical aspects of HVAC systems, controls and automation. For example, a student at our La Crosse center might learn how to use the System Analyzer™ software to calculate HVAC energy and life-cycle costs, or study industry issues such as IAQ, energy optimization and interoperability.

More than course work.

In addition to classroom lessons, we sponsor a series of satellite broadcasts which can be viewed live in local district offices in the U.S. and Canada or by videotape throughout the world. The lessons cover a wide range of topics as diverse as coil fundamentals, building pressurization, humidity management, energy recovery and piping design.

The Trane bookstore has a wide variety of training materials and manuals, engineers' newsletters, CD-ROMs, videotapes, design tools, even an air conditioning clinic on tape.

We consider proper training to be the foundation for everything we do at Trane, for creating healthy, comfortable and productive environments for people and companies worldwide.



OUR TRAINING FACILITIES, COURSES AND PROGRAMS ARE UNMATCHED BY ANY OTHER COMPANY IN THE BUSINESS, AMPLY ILLUSTRATING THE ADAGE, "TRANE TRAINS THE INDUSTRY."

HIGH PERFORMANCE BUILDINGS

No business can function properly without the proper environment. But Trane systems go far beyond that—they can actually boost your productivity and impact your bottom line.

From the first steam vapor heating invention in 1913 to our EarthWise™ CenTraVac™ Chiller, Trane has had a long and rich history of leading-edge innovation.

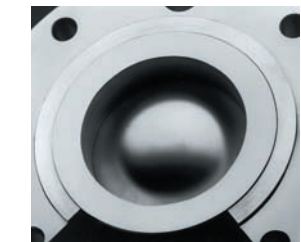
In fact, many of our products were industry firsts, such as the first direct-drive hermetic centrifugal refrigeration machine, or the first products to use scroll compressors, or the first integration of HVAC equipment with building controls that manage comfort and energy use.

Today, Trane makes the most efficient, lowest-emission chillers on the market and the only ones to receive the EPA's highest environmental award.

HVAC systems for every need, small or large.

Whether it's small unitary packaged units or 2,500-ton water chillers; custom air handlers or variable air volume terminals; Packaged Terminal Air Conditioners (PTACs) or emergency, temporary cooling or EarthWise™ systems—Trane has the right equipment for any job in any climate, situation or location in the world. And we have extended warranties for our entire breadth of products.

More importantly, we have the knowledge and people to turn that equipment into a smoothly functioning, energy-efficient HVAC system that can meet or exceed your specifications.



TRANE HAS A HERITAGE OF INNOVATION THAT CONTINUES UNABATED TO THE PRESENT DAY, WITH SOME OF THE MOST TECHNOLOGICALLY ADVANCED PRODUCTS ON THE MARKET.

GIVEN THE EASE OF USE, VERSATILITY, CAPABILITIES AND INTEROPERABILITY OF TRANE SYSTEMS, IT'S NO SURPRISE THAT WE ARE ONE OF THE LEADING SUPPLIERS OF CONTROLS.



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www.trane.com

For more information, contact your local Trane office or e-mail us at comfort@trane.com

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Trane has a policy of continuous product and product data improvement and reserves the right to change design and specifications without notice.