



News Release

FOR IMMEDIATE RELEASE

Engineering Students at WMU Learn to Turn Building Solutions into Business Advantages

Kalamazoo, Mich., Oct. 28, 2009 — Students at Western Michigan University will be taking a fresh look at engineering as they learn about green jobs that take them “outside the cubicle.” They will learn that engineering goes beyond drafting, design, development, testing, production or maintenance.

Chris Comperchio, business leader of the Trane and Hussmann commercial business in Chicago and West Michigan, will discuss sales engineering, an alternate way to apply their technical and scientific knowledge to real world building, system and process challenges.

In order to sell and consult on technologically and scientifically advanced systems, companies like Trane need professionals that can design and modify these solutions to meet business needs and goals. Comperchio will present on sales engineering as part of the Trane Engineering Better Careers. Engineering Better Environments. program.

When: Oct. 29, 4:30 – 6:30 p.m.

Where: C-122 Parkview Campus

Comperchio is available for interviews upon request and appointment.

“Sales engineering is truly a hybrid role,” said Comperchio. “It blends engineering foundations and business acumen. In today’s technological environment, sales engineering professionals are able to help turn building systems into business advantages for owners, especially with today’s need for energy efficient, sustainable business solutions. Sales engineers take these green solutions from the design board to the board room.”

While on campus, Comperchio will meet with students, professors and College of Engineering and Applied Sciences leaders to discuss key industry issues such as energy efficiency and green building and emerging trends and technologies.

About Comperchio

With more than 30 years of experience, Comperchio delivers economically- and environmentally-responsible solutions to colleges and universities, K-12 schools, industrials and other businesses throughout Chicago and West Michigan. He leads more than 400 sales, service and aftermarket parts and supply associates in providing building owners and their influencers with energy efficient HVAC-R systems and services

Comperchio is active in the industry through several associations, including 33 years with ASHRAE where he has served on various code committees. He is also an active member and presenter for the National Association of Industrial and Office Parks (NAIOP), American Institute of Plant Engineers (AIPE) and Building Owners and Managers Association (BOMA). Comperchio holds a Bachelor of Science degree in civil engineering from Michigan Tech University in Houghton, Mich.

About Engineering Better Careers, Engineering Better Environments.

Through the “Engineering Better Careers. Engineering Better Environments.” program, Trane senior executives collaborate with faculty and administrators to inspire the next generation of HVAC engineers.

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Trane executives visit campuses in person to share information and insights with students about real world engineering and business issues and the impact that engineering students can have today.

Along with these visits, Trane supports students and faculty by enriching engineering curriculum and creating clubs that encourage hands-on and experiential learning. Trane often offers software and lab equipment at a low and reduced cost; guides classroom curriculum, student projects and clubs; sponsors field trips to sales and manufacturing locations; and offers student internships.

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About Western Michigan University

Western Michigan University is a dynamic, student-centered research university with an enrollment of nearly 25,000. WMU is focused on delivering high-quality undergraduate instruction, advancing its growing graduate division and fostering significant research activities.

The Carnegie Foundation for the Advancement of Teaching places WMU among the 76 public institutions in the nation designated as research universities with high research activity. U.S. News & World Report's annual ranking of American colleges and universities includes WMU as one of the nation's top-100 public universities.

Undergraduate students at WMU may choose from 140 program offerings while graduate students may select from 67 master's, one specialist and 29 doctoral programs. A number of programs at both the undergraduate and graduate levels have attained national recognition. Also enriching the quality of campus life are some 275 registered student organizations and a full array of NCAA Division IA intercollegiate athletic teams.

About Trane

Trane, a business of Ingersoll Rand - the world leader in creating and sustaining safe, comfortable and energy efficient environments - improves the performance of homes and buildings around the world. 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 controls for homes and commercial buildings. For more information, visit www.Trane.com.

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