



News Release

FOR IMMEDIATE RELEASE

Cal Poly Launches Sales Engineering Club, Continuing its Emphasis on “Learn by Doing”

San Luis Obispo, Calif. (April 2, 2009) — Already known for emphasizing hands-on experience, California Polytechnic State University (Cal Poly) is continuing its “learn by doing” tradition. Together with Trane, Cal Poly is launching a sales engineering club to provide students with an opportunity to gain real-world sales engineering experience.

Sales engineering is a “hybrid” role that requires a combination of sales expertise and business savvy along with technical and engineering skills. Formed March 2009, the Cal Poly sales engineering club will offer field trips, simulations, guest speakers and networking for students.

Tyler Clemmer, vice president for the Trane commercial systems business in the West Territory, will be on campus to formally launch the sales engineering club and to speak to students about sales engineering.

Details of Clemmer’s presentation are:

Date: Tuesday, April 7

Time: 6 p.m.

Location: 192-221 (Engineering IV) on the Cal Poly campus

“Successful sales engineers need the business acumen to understand technology and the sales savvy to motivate C-level decision-makers,” said Clemmer. “The sales engineering club will offer outstanding opportunities for students to gain experiences today that prepare them to create business solutions and applications in the work world tomorrow.

While on campus, Clemmer will also meet with engineering student leaders, faculty members and university leadership to listen to, learn about and discuss the issues that are important to them. Key points he will address range from the future of the heating, ventilation and air conditioning (HVAC) industry to green building and energy efficiency.

About Clemmer

Tyler Clemmer is vice president of the Trane commercial systems business in the West Territory.

In this role, Clemmer is responsible for growing sales and distribution of systems, services and solutions across the Western United States and Canada. Clemmer has 33 years of experience with Trane, with prior roles including sales, sales management, and most recently, business leader for Trane’s Sacramento and Southern California districts.

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Clemmer earned a bachelor's degree in mechanical engineering from Purdue University. He is a member of the American Society of Heating, Refrigeration and Air Conditioning Engineers (ASHRAE). He currently serves on the Industrial Advisory Board of the Mechanical Engineering Department of Cal Poly University in San Luis Obispo.

About Engineering Better Careers, Engineering Better Environments

Clemmer's visit is part of Trane's "Engineering Better Careers, Engineering Better Environments" College and University Program. Through the program, senior executives collaborate with faculty and administrators to inspire the next generation of HVAC engineers. Trane executives visit campuses in person to educate students about real-world engineering and business issues and about the impact that engineering students can have today.

Throughout the school year, Trane continues to support students and faculty by enriching classroom curricula and creating clubs that encourage hands-on and experiential learning. Trane often offers software and lab equipment at reduced cost; guides development of classroom curricula, student projects and clubs; sponsors field trips to sales and manufacturing locations and offers student internships and limited scholarships.

Clemmer is available for interviews upon request and appointment.

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About Cal Poly

Cal Poly is a nationally ranked, four-year, comprehensive public university located in San Luis Obispo, Calif. The emphasis of the University is a "learn by doing" educational experience for its more than 18,000 students. Many seek admission to Cal Poly not only because of its excellent academic reputation, but also because the 6,000-acre main campus is nestled in the foothills of San Luis Obispo, just minutes from California's Central Coast beaches.

About Trane

Trane, a business of Ingersoll Rand, 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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