



FOR IMMEDIATE RELEASE

Trane Leader Makes Financially-Driven Business Case for Energy Efficient Buildings at the 2009 Energy Efficiency Global Forum in Paris

Paris, April 20, 2009 – Energy efficiency remains on the forefront of government official and policy maker, building owner and business leader dialogue, because it's good for business and responsible to the environment.

That is why as the Alliance to Save Energy began planning its 2009 Energy Efficiency Global Forum in Paris, it raised a critical question – “what else can be done to unleash the power of energy efficiency in buildings?”

And Trane Global Services President, Larry Wash, offered a critical answer – “make a financially driven business case with clear return on invested capital.” Creating a measurable business case makes it difficult for leaders, building owners and policy makers alike to say no to investments in high performance buildings, in any economic environment.

As part of a panel discussion at the Energy Efficiency Global Forum, Wash will discuss the energy, environmental and financial payback of energy projects. In fact, in Trane experience, energy retrofits can enable 20 to 50 percent energy savings. And, they can reduce 1/8 of Europe's total greenhouse gas emissions (EuroACE.org).

Wash will take participants through simple, economic modeling to demonstrate the payback of energy efficient measures in a building. He will create a baseline of a public and private building; outline the Energy Conservation Measure (ECM) selection process; classify, calculate and demonstrate the pay backs of ECMs; share a total cost of ownership model; make the case for maintenance; discuss performance guarantees and prove out economic modeling through case examples.

Details of the presentation are:

When: April 29, 2009 at 10:45 a.m. (Conference is April 27-29)

Where: Palais des Congrès, Paris, France

Conference Web site: <http://eeeglobalforum.org/>

“We're working in an unprecedented business environment with access to cash and capital more limited than ever,” said Wash. “Convincing business leaders to make investments requires a compelling, financially motivated business case that links the physical environment of their buildings to real outcomes like productivity, customer satisfaction and operational savings.”

EE Global 2009 will serve as an exchange of the latest technical, commercial and policy information and include discussions on development of best practices, policies and strategies for global implementation. Speakers include senior leadership from global energy companies, elected officials from Europe and the United States, and public utility commissioners.

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About Larry Wash

Wash is President of Trane Global Services. He has responsibility for the profit and loss of Trane global service, contracting and parts businesses, which include service operations in 60 countries, more than 300 parts retail stores and 5,000 of the industry's best associates.

Wash leads the Trane Performance Contracting Energy Services business, which performs energy audits and enables building owners to use future energy and operational savings to finance infrastructure improvement projects.

In this role, Wash delivers high performance building solutions to executives and owners around the world that deliver a strong financial return on investment and make their buildings more operationally and energy efficient. This includes services ranging from Intelligent Building Services, remote diagnostics, performance and turnkey contracting, predictive maintenance services, and aftermarket parts.

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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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