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**Trane Leader Shares Strategies for Improving Business Performance at
*Engineered Systems High Performance Building Conference***

Joe Chisholm to deliver insights on energy efficiency strategies that drive reputation and the bottom line

Tysons Corner, Va., Sept. 12, 2011 – The Building Owners and Managers Association estimates that energy expenses amount to 29 percent of the total operating costs for a typical commercial building. Adopting a high performance building approach can reduce those costs, making a building an asset rather than an expense.

Joe Chisholm, northeast territory service solutions leader for the Trane and Hussmann brands of Ingersoll Rand, a world leader in creating and sustaining safe, comfortable and efficient environments, will discuss how attendees can adopt high performance building concepts that focus on lowering costs while increasing efficiency during the *Engineered Systems High Performance Buildings Conference*.

High performance buildings are created using a unique methodology that combines financial, operating and energy analysis with specialized service offers and available financing. Implementing these strategies creates a safe, comfortable and efficient environment that contributes to an occupant or owners' business mission.

During his presentation, Chisholm will discuss how attendees can operate and maintain their buildings more effectively by:

- Using a life-cycle approach to building development and management
- Establishing and maintaining operating metrics
- Implementing performance-based service concepts and predictive maintenance strategies

Presentation Details

What: High Performance Buildings: Achieving Superior Performance for Life

When: September 13, 2011 at 10:30 a.m.

Where: Oaks Ballroom, The Westin Tysons Corner

Conference Website: <http://www.esmagconference.com/>

The *Engineered Systems High Performance Building Conference* aims to address the full spectrum of mechanical and electrical buildings systems for both new construction and existing buildings. The accessible and interactive forum will focus on the latest technologies and practices that deliver high performance and energy efficiency.

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About Chisholm

Joe Chisholm is the northeast territory service solutions leader for the heating, ventilation and air conditioning (Trane) and refrigeration (Hussmann) businesses of Ingersoll Rand, a world leader in creating and sustaining safe, comfortable and efficient environments.

Chisholm has operating performance responsibility for the aftermarket services of Trane and Hussmann service and construction activity across the Northeast United States and Canada. He has held various positions in sales, operations, contracting and parts throughout his 22 years with Trane. Previously, Chisholm served as vice president and director of the global outsourcing business for the Trammell Crow Co. where he was responsible for domestic and international assignments collaborating with corporate real estate groups, with emphasis on facilities management, critical environments and operations.

Chisholm earned both his bachelor's of science in civil engineering and masters of business administration from the University of New Hampshire.

Trane High Performance Buildings

Trane creates innovative high performance buildings using unique methodology that combines financial, operating and energy analysis with specialized service offers and available financing. High performance buildings are safe, comfortable and efficient. They meet specific standards for energy and water use, system reliability and uptime, environmental compliance, occupant comfort and safety, and other success factors. High performance buildings help owners and occupants be more productive and achieve their business missions by using design and operating standards that are created, measured and continually validated to deliver established outcomes within specified tolerances. For more information about high performance buildings, visit www.trane.com/highperformancebuildings.

About Ingersoll Rand

Ingersoll Rand (NYSE:IR) is a world leader in creating and sustaining safe, comfortable and efficient environments in commercial, residential and industrial markets. Our people and our family of brands — including Club Car®, Hussmann®, Ingersoll Rand®, Schlage®, Thermo King® and Trane® — work together to enhance the quality and comfort of air in homes and buildings, transport and protect food and perishables, secure homes and commercial properties, and increase industrial productivity and efficiency. 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 control. Ingersoll Rand is a \$14 billion global business committed to sustainable business practices within our company and for our customers. For more information, visit www.ingersollrand.com.