



FOR IMMEDIATE RELEASE

Trane Leader Joins Forbes Chief Executives Panel in Scotland to Make Business Case for Energy Efficiency

Perthshire, Scotland June 15, 2009 – As global energy usage is projected in 2030 to have risen 60 percent from 1980, CEOs of global corporations are increasingly looking for solutions to reduce energy consumption and to build a financially-driven business case to do so.¹

This global search for a financial energy efficiency imperative will be a core focus of discussion among multinational CEOs, business and political world leaders at the Forbes CEO Forum in Scotland on June 14-16. Private and public sector executives are finding that translating energy efficiency into a measurable return on investment (ROI) while ensuring environmental responsibility is essential to their financial well-being.

John W. Conover IV, president of the Trane commercial systems businesses in the Americas, will posit that there is one definitive answer for addressing this energy issue: in order to make energy efficiency an imperative, CEOs need to see the bottom line impact and how energy savings will contribute to the company's mission and vision. He will address how to make energy efficiency a business process including ways to evaluate systems and services so that they have the right payback and risk for the company.

For attendees of the panel session entitled **Waste Not...Containing Climate Change**, Conover will discuss the methodical approach that Trane employs with building owners along with proven case examples from different industries.

Details of the presentation are:

When: June 16, 2009 at 11:55 a.m. (Conference is June 14-16)
Where: The Gleneagles Hotel, Perthshire, Scotland
Conference Web site: [Forbes CEO Forum](#)

The Forbes CEO Forum will bring together world leaders, CEOs and entrepreneurs to discuss how business is not only contending with the international economic crisis, but finding new opportunities amidst the current challenges.

About John Conover

John W. Conover IV is the president of the Trane commercial systems business in the Americas. In North America, one out of every two buildings depends on Trane to meet today's demanding building and energy efficient system and service requirements.

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¹ Energy Information Administration, a statistical agency of the U.S. Department of Energy

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Under his direction, Trane has saved its customers more than \$400M and 198M kWh of energy through comprehensive building solutions. This is the equivalent of planting 115,000 trees, removing 100,000 cars from the road, powering 80,000 homes, saving 2B pounds of CO₂, 15M pounds of acid rain, 5M pounds of smog, 70M gallons of water and 60M of gasoline.

Conover has been in the heating and air conditioning industry for almost 30 years where he has witnessed major shifts in Americans' expectations for indoor air quality and comfort. During his long history with Trane, he has played an integral role in developing methods to better understand customer expectations and market needs such as the growing search for energy efficiency solutions. Conover focuses heavily on gaining innovative insights on what it takes to acquire, satisfy and retain customers.

Conover earned a bachelor's of science degree in civil engineering from Lehigh University and is a registered professional engineer. He attended the Executive Leadership Program at the Wharton School of Business at the University of Pennsylvania.

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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