



News Release

FOR IMMEDIATE RELEASE

Trane Launches New Program to Help Indiana Industrials Reduce Energy Costs *- Initiative Improves the Bottom Line While Striving to Lessen Impact on Environment -*

Indianapolis, Ind., Oct. 27, 2009 — In an economic climate where every penny counts, the Trane commercial business in Indiana is launching an innovative energy optimization and sustainability program to help industrial companies reduce energy costs by as much as 20 percent, positively impacting the environment and the bottom line.

“One constant that industrial companies face is that energy costs continue to rise,” said Dave Sommer, business leader for Trane in Indiana. “Additionally, these companies are facing pressure from stakeholders demanding more awareness in regards to environmental issues. By optimizing energy use, a company creates sustainable financial savings while meeting social responsibility.”

Working in partnership with The Plan Consulting Group, an Indianapolis firm that has launched similar programs for Kraft Foods, CB Richard Ellis and Lexmark, the Trane platform takes a holistic approach to generating energy savings. All building systems - from compressed air to lighting to heating, ventilation and air conditioning (HVAC) - are analyzed to develop a strategic plan that outlines the expected savings and payback period, which is achieved much faster than most would expect.

“We reach the savings faster and at a lower cost,” said Sommer. “Companies can realize year over year savings quicker through the Trane focused approach to energy optimization. While an internal program may take six to eight years to implement, we can generate savings in less than half of that time. And this is with savings up to 20 percent.”

Trane has launched a new Web site, www.TraneIndustrialOptimization.com, to provide industrials with a primer on the industrial optimization and sustainability program.

“When companies begin to fully understand what optimization is, the available benefits and cost reductions become clear,” said Rick Herold, director of optimization and sustainability for TPCG. “The opportunities for companies to create savings today and for years to come are tremendous.”

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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 control. For more information, visit www.trane.com.

About The Plan Consulting Group

The Plan Consulting Group is a full service strategic management and consulting firm that specializes in strategy development, energy optimization and program execution. TPCG's optimization & sustainability practice was founded to assist companies in their efforts to measure and manage utilities, waste and spending. Clients and partners include Booz Allen Hamilton, CB Richard Ellis, Cummins, Florida Power & Light, Kraft Foods, Lear Corporation, Lexmark, and URS.

For more information, reporters may contact: Melinda Paulson, (651) 407-3974, mpaulson@trane.com