

History

From equipment to solutions provider...

Local Provider Since 1975

In December 1975, Newbern-Trane was established as a Trane franchised HVAC equipment distributor and warranty administrator, serving central and southwestern Virginia. From these humble beginnings grew an industry leader providing a complete line of HVAC products and services to government, business, and industry alike. Today, we pride ourselves in being world class at adding value to our customers. Our operating philosophy is steeped in the basic values of integrity, innovation, service and quality.



Specialized Groups

The needs of our customers are served by the internal interaction of specialized groups, developed to provide a seamless solution. These specialized groups (departments) are New Systems and Equipment Sales, Owner Sales, Engineered Replacement Group, Performance Contracting, HVAC Technical Services, Project Management, Testing and Balancing, Commissioning, Automated Building Control Systems, and the Trane Parts Center. Our HVAC technical services department is the "Trane" authorized commercial service representative for the tri-state area we serve. In addition to Trane products and services, we also distribute a complimentary line of specialized products such as ABB

and Square D variable frequency drives, Triad boilers, Reznor heaters, Johnson Air Rotation units, Cook fans, Williams Inc., Ten Spec, Multistack and Armstrong hydronic products.

Automated Controls Added in 1986

In 1986, Newbern-Trane added Automated Digital Controls contracting to it's list of core competencies, selling it's first Trane Integrated Comfort System using Trane Tracer Direct Digital Controls. Today's windows-based graphical interface controls provide state-of-the-art building environmental comfort control, as well as custom industrial process control. At present, we have completed over 535 digital control installations and have established a complete Building Automation Systems (BAS) division to provide installation, programming, systems, parts, and service support.

Environmental Leader

In 1990, Newbern-Trane took a leadership role in assisting it's customers with critical issues such as CFC's, Indoor Air Quality and Energy Conservation. As a result, our services were expanded to include Engineered Bldg. Solutions, Project Management, Building Commissioning, Performance Contracting, Engineered Replacement Services, TAB (Testing & Balancing), and Environmental Services.

Growing to Serve in the 21st Century

In February 1999, Newbern-Trane was acquired by Trane, and merged with Richmond's Trane office to form the Virginia District Office team.



January 2004 saw the expansion of this team to include Northeastern Tennessee. Trane's Johnson City office in Tennessee and Roanoke's Abingdon, VA office joined forces and relocated to Kingsport, TN to provide greater customer access to the sales and service solutions necessary to help meet the challenges of facilities in their service area.



In 2007, American Standard spun off Wabco, sold their Bath and Kitchen division and changed their name to Trane. Throughout 2008, Trane continued to grow and momentum continued to build as we became part of Ingersoll Rand, increasing the resources available to serve our customers.

Currently, Dave Pierson serves as District Manager for our Roanoke, Richmond and Tri Cities divisions.

