

# Introduction

*Allow us to introduce ourselves...*

## Local Office...Global Resources

We are the SWVA business office of Trane's Virginia District, engaging in the process cooling and indoor environmental service and solutions business. Our customer base is founded in the Commonwealth of Virginia, four (4) counties in West Virginia and eight (8) counties in NE Tennessee, and includes members of industry, business, healthcare, education and government, to name a few. With access to the resources of Ingersoll Rand (a \$17 billion global diversified industrial company), we have the resources to serve two distinctly different markets – new construction and existing building. In the construction market, we serve architectural and engineering firms, as well as general and mechanical contractors. In the existing building market, our focus is on the building owner and their tenants.

## Cradle-to-Grave Provider

To the building owner, Trane functions as a turnkey solutions provider for indoor environmental conditions. This process typically begins by assisting in the evaluation of various financial options, then engineering the solution. Once a direction is selected, we supply the appropriate heating/cooling equipment and controls necessary to convert the design to a functioning system, manage the project installation and commission it to the owner upon completion. Once the system is installed, we remain with the building...providing 1<sup>st</sup> year warranty and long-term service support thereafter. In other words, we are a "cradle-to-grave" provider who offers single source responsibility and guarantees customer satisfaction.



## Our Greatest Asset...Our People

Trane strives to employ the finest engineers, project managers, and service technicians. This team thrives on tackling tough environmental comfort and energy saving projects. With over 300 long-term service agreements throughout our service area, we have the most experienced team working together to keep equipment running and our customers focused on their core businesses. We are currently providing one or more of our many services to these strategic partners in SW Virginia, West Virginia and Tennessee:

Carilion Health Systems  
Virginia Tech  
Lynchburg General  
Tanglewood Mall  
Roanoke Times  
Pittsylvania Co. Schools  
Industrial Drives  
Westvaco  
Framatome  
Wise Co. Schools  
The Greenbrier  
City of Danville  
Pittston Coal  
Domtar Paper  
Areva  
CB Fleet

## Your Solutions Source

If you have an upcoming building project, or problems with an existing facility, give us a call and let us discuss how the Trane team can serve your needs.

## The Trane Commitment

Our commitment to you is simple.

We will ask questions, LISTEN and provide business based cost effective solutions in sync with your business goals. As partners, our recommendations will be designed to produce a win-win solution.

Our goal is to help **YOU** achieve your corporate goals and stay focused on **YOUR** core business.

**Trane will solve your building's problems and help you create a High Performance Building.**

## That's OUR core business!

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