Comfort Systems and Meeting the Challenges of the Lodging Industry

Lodging is a dynamic industry. We understand your need to keep your presentation fresh and your guests’ lodging experience perfect. Our international organization appreciates that different regions have varying comfort needs, building codes, and engineering practices. Trane’s vast local sales and service support force, with its extensive local experience and relationships, adds value to your plans. Regardless of the size or scale of your lodging business, we’re ready to help. Visit www.trane.com/lodging today to locate a Trane lodging expert near you.

Trane for the Lodging Industry
Comfort Solutions for Profitability

Trane has a policy of continuous product and product data improvement and reserves the right to change design and specifications without notice.
Creating a Successful Climate

Trane Understands the Lodging Industry
Trane has decades of experience working with the lodging industry, from individual hotels to global chains.

Energy Management
Energy is the second-highest operating cost component in the lodging industry. We help you meet the goals of guest comfort, energy efficiency and environmental responsibility. We know that from 50 percent to 80 percent of the energy costs in lodging are related to HVAC system operation.

Guest Comfort
Containing these costs is important, and owners are motivated to install efficient comfort systems. However an even higher priority is guest comfort. If energy efficiency is obtained at the price of guest discomfort, it is a poor bargain. Guest comfort has many dimensions, including acoustics, temperature, humidity, absence of odors, and precise control. Fortunately, with intelligent building design and quality systems, it is possible to achieve both energy efficiency and ideal guest environments.
Brand Promise
We also know that comfort system consistency is critical, from day to day, and from location to location. Lodging facilities range from economy motels to very upscale hotels and resorts, with increasing expectations at each level. Yet at every level, guests will stay longer, will recommend the facility or brand to others, and will return themselves if they perceive they are receiving a quality accommodation at a fair price. Trane’s global organization allows us to provide that level of consistency from location to location. We understand that your reputation hinges on being able to consistently offer dependable comfort.

To achieve and maintain this reputation, we can help at every stage — system design, timely equipment delivery, installation support and locally available parts and replacement equipment inventory. We understand that our responsiveness is critical for you to maintain an ideal environment for lodging.
An Opportunity for Your Lodging Business through Trane

A Changing World of Comfort for Hotels
Every hotel and lodging company wants to offer facilities that are fresh, and in keeping with contemporary expectations for style and comfort. The same should be true of comfort systems—especially in individual rooms.

Wide Range of System Options
Whether a midscale hotel with packaged terminal air conditioners (PTACs) or mini-splits, or an upscale hotel with a chilled water/fan-coil system, in all of these product lines Trane has introduced advanced designs that are quieter, less drafty and more precise on temperature control. These products, featuring integrated design, can differentiate your business from others.

Keeping You On Line
Because you never get another chance to sell last night, Trane offers programs to improve the reliability of your currently installed equipment.

Reliability and Service Support
Our service and parts centers are minutes away in all major metropolitan areas. When reliability is critical, your Trane expert provides detailed contingency solutions, including standby HVAC systems, stock equipment options and even backup electric generation. Our goal is to keep your guests in unparalleled comfort.

Meeting Air Quality Expectations
First impressions count for so much. You want to have your guests come to their rooms, breathe deeply, and say, “This is nice!” We know that indoor air quality (IAQ) goes beyond good housekeeping.

Good Indoor Air Quality Requires
* intelligent system design
* use of the right equipment
* good HVAC maintenance practices
* training support for your facility team.
Trane can help you achieve and maintain the highest quality air by installing humidity control systems, providing ample ventilation with filtered and conditioned outdoor air, and working with your building staff to meet or exceed IAQ standards. IAQ improvement is possible and we can help.

Meeting Diverse Zone Needs
Within your lodging facility, there are areas with varying requirements. Guest rooms, lobby areas, dining areas and recreation zones all have different environmental requirements. Food preparation areas need extensive ventilation and to be kept separate from other areas. Pools and exercise rooms also have special temperature requirements and need effective dehumidification year round. Part of the solution is quality equipment, properly sized, and installed correctly. The other part is a control system that can keep all areas operating in harmony. The ease of application, installation, and operation is key.

Heat Recovery For Reduced Operating Expense
At today’s high energy prices, heat recovery systems make good sense. Trane can help with both airside and waterside options that capture energy that would otherwise be lost. For example, heat rejected from HVAC equipment can be utilized to pre-heat domestic water. Heat can also be recovered from exhausts and channeled for dehumidification purposes to better dry ventilation air for room environments.

Environmental Leadership
Through our product design flexibility and focus on customer needs and goals, Trane provides energy-efficient, environmentally responsible systems that help create sustainable buildings for today and tomorrow. Whether driven by brand environmental leadership positions or cost-savings activities, Trane provides systems and expertise to support your “green building” initiatives. Trane’s substantial experience, as represented by the number of Trane LEED Accredited Professional engineers, can help you achieve your environmental goals. Trane’s expertise in assisting with LEED projects can also help you tap into financial benefits that recent independent studies show can be substantial. Ultimately, Trane can help meet your environmental, business and building performance goals, while keeping your project on schedule and within budget.
Help That is Suited to Your Needs

Engineering and financial planning resources are being stretched in many lodging organizations. Trane can provide project administration, scheduled maintenance plans, and regular performance reviews to put more hours into your day. Whether the needed assistance is in review of engineering plans, subcontracting services, project commissioning, or renovation management, we’re ready to help. Our goal is to assure that your plans can proceed rapidly and cost-effectively.

Count on Trane for innovative solutions. Trane offers:

• Flexible maintenance plans to fit your facility needs
• Staged equipment replacement programs to reduce operating costs and keep your facility current
• High efficiency products and building control systems to capture maximum energy rebates and utility programs for system upgrades and routine maintenance
• Standard and extended parts and labor warranties to reduce your operating costs

Consistency for Repeat Business Worldwide

Operating a successful lodging venture is challenging, whether it is a single venue or a worldwide organization. One incident can change a guest’s impression of an entire group of hotels, and one unhappy guest will tell others. For this reason, it is important to place the priority on pleasing the guest with comfort in each stay. Trane understands the importance to you of guest loyalty. We also understand that operating efficiency allows facilities to compete and offer potential guests attractive pricing and still show a profit.

Systems and Options to Improve Your Bottom Line

As important as is guest comfort, it is also imperative for you to operate your facility economically. Trane offers a full portfolio of equipment and control systems that can help your bottom line.

For example, Trane PTACs, fan-coils, mini-splits, chillers, air handlers and terminal equipment are among the industry leaders for efficiency. For improved operating efficiency, you want systems that require minimal maintenance. Trane equipment has advanced features that reduce your need for staff maintenance and outside service work.
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