



**HVAC Systems**—Scalable system solutions for maintaining ideal temperature, humidity and CO<sub>2</sub>



**Optimized Equipment**—Ductless, DX, Unitary, Air Handling, Terminal, and Chilled Water Systems



**Building Automation Systems**—Making precise control easier, mobile and data-rich



**Intelligent Services**<sup>™</sup>—Monitoring and analytics to optimize your building and minimize unexpected downtime



**Energy Services**—Managing your energy supply and demand to reduce cost, optimize performance and improve sustainability



**Building Services**—Reliable, preventative and proactive scheduled maintenance and repair by factory trained technicians



**Rental Systems**—Promptly provides temporary, scalable HVAC and power from standard applications to complex solutions

# Retail

## *Building profits and loyalty*

Your industry has been completely disrupted. Retailers that only had stores to manage are running warehouse and distribution spaces. One bad experience might drive a loyal customer to shop online or switch to a different brand. Your sustainability profile weighs into consumer preferences, as well. There's simply more to juggle to make a profit. Trane understands the complexities. We're transforming retail spaces with unmatched expertise and expansive capabilities. Our integrated approach saves operational costs, raises sustainability, and uses digital solutions to enhance and protect your brand experience while simplifying the business of running your buildings.

## Trane goes beyond... with innovative solutions that build customer loyalty

Trane offers a holistic approach to creating retail environments that are customer focused—and profitable. We've moved into new spaces in building performance; adding expertise in innovative and emerging areas such as renewable energy, digital connected technologies, and strategic energy supply and demand management.

Our approach for retailers begins with a few high-level questions: What are your challenges? What do you want to achieve? What's most important to your brand? Then we'll bring your buildings into the strategy.



### Want to attract millennial shoppers? Elevate your sustainability profile.

Sustainability expectations are higher. LEED® and ENERGY STAR® are considered starting points. Customers want more creative solutions and more significant outcomes. Trane has many ways to make your buildings greener, from using data to make smarter operational decisions to purchasing affordable renewable energy—or generating it on site.

### Need to enhance your customer experience? Leverage digital solutions.

Retailers fit into a unique space between large-scale commercial buildings and residential applications. Trane has specific solutions that are the perfect fit. App-accessible controls make it easier to maintain a consistent brand experience, even across multiple locations. Our digital solutions use open standard protocols, keeping you open to future innovation.

### Struggling to increase profit margins? Look at reducing energy rates.

Managing energy costs is one of the most productive ways of reducing operating expenses. But it's getting more complicated: increasing regulations, demand spikes, and renewable energy have changed the way rates are set. Trane has comprehensive supply-side expertise, covering energy purchasing strategies, sourcing, storage, and overall grid network efficiency.



### Let's go beyond...

We're combining industry experience, efficient equipment, connected building technologies and comprehensive energy services to make brands stronger and more profitable.

For more information, contact your local sales representative or visit [trane.com/Retail](http://trane.com/Retail)



[ingersollrand.com](http://ingersollrand.com)

Ingersoll Rand (NYSE:IR) advances the quality of life by creating comfortable, sustainable and efficient environments. Our people and our family of brands—including Club Car®, Ingersoll Rand®, Thermo King® and Trane®—work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; and increase industrial productivity and efficiency. We are a \$14 billion global business committed to a world of sustainable progress and enduring results.

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