



News Release



FOR IMMEDIATE RELEASE

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Trane Introduces Chiller Buyback Program Designed For Smart Equipment Management

The complete service offering supports customers' business needs and the system throughout its complete lifecycle from start-up to replacement

Brussels, Belgium, 28 August, 2013 – The need for equipment replacement or write-off may arise due to various reasons including economic trends, resizing, replacement, chiller plant retrofit or compliance with building and environmental regulations.

[Trane](#), a leading global provider of indoor comfort solutions and services and a brand of [Ingersoll Rand](#), launched the Buyback Program to help customers meet these challenges and facilitate the whole transition.

Backed by a 100 years of extensive knowledge in cooling systems, Trane provides a strong service network to efficiently support installed systems and offer tailored equipment management solutions. This new program is designed to support the chiller replacement process to ensure:

- Single source responsibility for customer's maximum convenience
- Minimum disruption during transition
- Compliance with local environmental regulations
- Appropriate asset value for the existing equipment

Through the Chiller Buyback Program, Trane provides customers with a detailed decommissioning plan. The equipment meant for replacement or disposal is rigorously assessed to determine its condition and to derive the asset value. The plan is drawn up considering local environmental regulations for the disposal of oil and refrigerant, if required, and includes an estimate to cover the removal of the decommissioned equipment.

"The chiller is part of a complete heating, ventilation and air conditioning (HVAC) system and removing it from the system requires expertise to ensure the overall functionality is not altered," said Sai Srikanth, HVAC controls, turnkey solutions and service portfolio leader for Trane in Europe, the Middle East, India and Africa.

"Owners or facility operators planning to replace or write off existing chiller units aim to maximize savings, minimize hassle and ensure a successful transition. It is important to have a partner who understands the business and can support the systems throughout their complete lifecycle from start-up to replacement."

With the new Buyback Program, Trane now offers a full range of smart equipment management service solutions like Trane Select agreements. Trane Care and Trane Boost upgrade solutions and rental services to support the HVAC system throughout its complete lifecycle.

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Trane Celebrates 100 Years

Founded in 1913 by James Trane and his son Reuben, Trane has a long history of industry-defining innovations for heating, ventilating and air conditioning systems. It is a leading provider of indoor comfort solutions and services and a brand of Ingersoll Rand. Trane has a 100 years' worth of application expertise from design to operation in different building types to help customers achieve maximum energy and operational efficiency. Celebrating its centennial this year, Trane continues to develop innovations in high performance building technologies, operating practices and intelligent building services that will create better, healthier, more comfortable and more productive indoor environments in the years to come.

About Ingersoll Rand and Trane

Ingersoll Rand (NYSE:IR) advances the quality of life by creating and sustaining safe, comfortable and efficient environments. Our people and our family of brands—including [Club Car®](#), [Ingersoll Rand®](#), [Schlage®](#), [Thermo King®](#) and [Trane®](#)—work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; secure homes and commercial properties; and increase industrial productivity and efficiency. Trane solutions optimize indoor environments with a broad portfolio of energy efficient heating, ventilation and air conditioning systems, building and contracting services, parts support and advanced control. Ingersoll Rand is a \$14 billion global business committed to a world of sustainable progress and enduring results. For more information, visit ingersollrand.com or trane.com.

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