

## WYECIP Pre-Qualified Energy Services Company: About the ESCo

Company Name: [Trane U.S. Inc.](#)

Corporate Address: [800-B Beaty St., Davidson, NC 28036](#)

Address of Regional Office Serving Wyoming (if different than corporate): [2416 Donella Ct., Unit D, Fort Collins, CO 80524](#)

Company web link: [www.trane.com](http://www.trane.com)

Primary Regional Contact: [Doug White, Doug.White@IRCO.com, \(303\) 253-0496](#)

Years in Energy Business: [Trane was established in 1913 \(106 years\)](#)  
[In 1995, we broadened our HVAC and control system expertise to providing a full range of energy services \(24 years\)](#)

### Energy Performance Contracting Experience:

	Total Number of Projects started from 2008-2010 (3 years)	Range of Total Project Costs (Millions)	Average Annual Utility Bill Savings Guaranteed (%)	Average Finance Term (years)	Number of projects that implemented renewable energy
K-12 School	76	\$1-\$15M	20-30%	15-20	5
Higher Education – Universities	11	\$1-\$7.7M	20-30%	15-20	2
Higher Education – community colleges	5	\$1-\$3M	20-30%	15-20	0
Cities (>25,000 population)	3	\$1-\$2.8M	20-30%	15-20	1
Towns (<25,000 population)	1	\$3.5M	20-30%	15-20	0
Counties	8	\$1-\$5.5	20-30%	15-20	3
Other Local Government	0	---	---	---	---
State Entities	8	\$1-11M	20-30%	15-20	1

### Non EPC Energy Efficiency and Renewable Energy Project Experience:

	Total Number of Projects started from 2008-2010 (3 years)	Range of Total Project Costs (Millions)	Average Annual Utility Bill Savings Guaranteed (%)*	Average Finance Term (years)	Number of projects that implemented renewable energy
K-12 School	31	\$1-\$8.6M	N/A	N/A	1
Higher Education – Universities	13	\$1-\$4.4M	N/A	N/A	0
Higher Education – community colleges	1	\$1M	N/A	N/A	0
Cities (>25,000 population)	6	\$1-\$2.8M	N/A	N/A	0
Towns (<25,000 population)	1	\$10M	N/A	N/A	0
Counties	3	\$1-\$2.1M	N/A	N/A	1
Other Local Government	0	---	N/A	N/A	---
State Entities	6	\$1M-4.2M	N/A	N/A	1

\*If under States Performance Contracts Legislation

More about the ESCo: (one page or less)

**Trane was established in 1913** as a manufacturer of low-pressure heating systems. The idea of using technology to give people relief from summer heat was a radical and unproven idea when Trane became an air conditioning pioneer in 1931. Trane fundamentally changed the concept of air conditioning large buildings with the 1938 launch of Turbovac, the industry's first hermetic, centrifugal refrigeration machine. This was the beginning of a long chain of innovations leading to Trane's current CenTraVac™, the industry standard for large commercial air conditioning systems. This is the most energy efficient system available anywhere for large buildings, earning Trane the "Best of the Best" Award from the U.S. Environmental Protection Agency.

With the acquisition of Sentinel Electronics in the late 1970s, Trane moved into the important building automation and management field. The company was the first to offer integrated controls for all of its products and became a leader in the field of energy management – a leadership position that continues to expand.

In 1995, we broadened our HVAC and control system expertise to providing a full range of energy services. Trane has implemented energy services projects involving more than \$2.7 billion in facility upgrades. Today, Trane Building Advantage offers a broad range of energy solutions, including design and implementation of energy savings projects, retrofitting and improving existing systems, energy conservation, energy infrastructure outsourcing, power generation and energy supply, and risk management solutions.

In addition to reducing costs, we improve the reliability or expand the capability of your existing infrastructure and building systems. With Energy Contracting, Trane will boost the energy efficiency of your buildings, reinforcing positive ROI business results.

Our engineers, project managers and other key team members are highly skilled in all traditional energy and water efficiency measures, as well as a wide range of renewable solutions that can help protect you against fluctuating fossil fuel prices. We can even help optimize your energy supply contracts and power generation assets.

### **Strong Corporate Support**

Trane is 100% owned by Ingersoll Rand (NYSE:IR). Ingersoll Rand 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 \$22 billion global business committed to a world of sustainable progress and enduring results. With a history dating back to 1871, Ingersoll Rand and its family of brands represent a proven history in construction and mining, industrial and commercial markets.

At Ingersoll Rand, we are committed to meeting the world's growing critical need for clean and comfortable air, safe and fresh food, energy efficiency and sustainable business practices.