

ACKNOWLEDGMENT AND ACCEPTANCE
OF Region 4 ESC's OPEN RECORDS POLICY

Signature below certifies complete acceptance of Region 4 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the Acknowledgment and Acceptance of Region 4 ESC's Open Records Policy below:

☐ We acknowledge Region 4 ESC's Open Records Policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act.

(Note: All information believed to be a trade secret or proprietary must be listed below. It is further understood that failure to identify such information, in strict accordance with the instructions below, will result in that information being considered public information and released, if requested under the Public Information Act.)

☒ We declare the following information to be a trade secret or proprietary and exempt from disclosure under the Public Information Act.

(Note: Offeror must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, Offeror must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s).

Exceptions: TAB 7 Pricing Discount Matrix & Prevailing Labor Billing Rates

12-18-12
Date


SENIOR ACCOUNT MGR
Authorized Signature & Title

SIGNATURE FORM

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below.

Prices are guaranteed: 120 days

Company name _____
Address _____
City/State/Zip _____
Telephone No. _____
Fax No. _____
Email address _____
Printed name _____
Position with company _____
Authorized signature _____

Accepted by The Cooperative Purchasing Network:

Term of contract _____ to _____

Unless otherwise stated, all contracts are for a period of one (1) year with an option to renew annually for an additional four (4) years if agreed to by TCPN and the awarded vendor. Awarded vendor shall honor all administrative fees for any sales made based on a TCPN contract whether renewed or not.

Director of TCPN

Date

Print Name

Authorized Signature

Date

Print Name

TCPN Contract Number _____

Appendix D:

GENERAL TERMS & CONDITIONS ACCEPTANCE FORM

Signature on Vendor Contract Signature form certifies complete acceptance of the General Terms and Conditions in this solicitation, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the General Terms and Conditions:

- ☒ We take no exceptions/deviations to the general terms and conditions

(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)

- ☐ We take the following exceptions/deviations to the general terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general terms and conditions that you are taking exceptions/deviations to. Clearly state if you are adding additions terms and conditions to the general terms and conditions. Provide details on your exceptions/deviations below:

(Note: Unacceptable exceptions shall remove your proposal from consideration for award. Region 4 ESC shall be the sole judge on the acceptance of exceptions/deviations and the decision shall be final.)

FACILITY SOLUTIONS SPECIAL TERMS & CONDITIONS
VENDOR ACCEPTANCE FORM

This document acknowledges that you have received and agree to the details, directions and expectations of the Certified TCPN Proposal Number process.

Date: December 18, 2012

RFP Number: Solicitation # 12-54

Company Name: Trane U.S.A. Inc.

Printed Name: Jonathan Symko

Signature: _____

Appendix E:
QUESTIONNAIRE

Please provide responses to the following questions that address your company's operations, organization, structure and processes for providing products and services.

1. States Covered

Offeror must indicate any and all states where products and services can be offered.

Please indicate the price co-efficient for each state if it varies.

X 50 States & District of Columbia (Selecting this box is equal to checking all boxes below)

U.S.

- | | |
|---|---|
| <input type="checkbox"/> Alabama | <input type="checkbox"/> Montana |
| <input type="checkbox"/> Alaska | <input type="checkbox"/> Nebraska |
| <input type="checkbox"/> Arizona | <input type="checkbox"/> Nevada |
| <input type="checkbox"/> Arkansas | <input type="checkbox"/> New Hampshire |
| <input type="checkbox"/> California | <input type="checkbox"/> New Jersey |
| <input type="checkbox"/> Colorado | <input type="checkbox"/> New Mexico |
| <input type="checkbox"/> Connecticut | <input type="checkbox"/> New York |
| <input type="checkbox"/> Delaware | <input type="checkbox"/> North Carolina |
| <input type="checkbox"/> District of Columbia | <input type="checkbox"/> North Dakota |
| <input type="checkbox"/> Florida | <input type="checkbox"/> Ohio |
| <input type="checkbox"/> Georgia | <input type="checkbox"/> Oklahoma |
| <input type="checkbox"/> Hawaii | <input type="checkbox"/> Oregon |
| <input type="checkbox"/> Idaho | <input type="checkbox"/> Pennsylvania |
| <input type="checkbox"/> Illinois | <input type="checkbox"/> Rhode Island |
| <input type="checkbox"/> Indiana | <input type="checkbox"/> South Carolina |
| <input type="checkbox"/> Iowa | <input type="checkbox"/> South Dakota |
| <input type="checkbox"/> Kansas | <input type="checkbox"/> Tennessee |
| <input type="checkbox"/> Kentucky | <input type="checkbox"/> Texas |
| <input type="checkbox"/> Louisiana | <input type="checkbox"/> Utah |
| <input type="checkbox"/> Maine | <input type="checkbox"/> Vermont |
| <input type="checkbox"/> Maryland | <input type="checkbox"/> Virginia |
| <input type="checkbox"/> Massachusetts | <input type="checkbox"/> Washington |
| <input type="checkbox"/> Michigan | <input type="checkbox"/> West Virginia |
| <input type="checkbox"/> Minnesota | <input type="checkbox"/> Wisconsin |
| <input type="checkbox"/> Mississippi | <input type="checkbox"/> Wyoming |
| <input type="checkbox"/> Missouri | |

X All

Territories & Outlying Areas (Selecting this box is equal to checking all boxes below)

- | | |
|---|--|
| <input type="checkbox"/> American Samoa | <input type="checkbox"/> Northern Marina Islands |
| <input type="checkbox"/> Federated States of Micronesia | <input type="checkbox"/> Puerto Rico |
| <input type="checkbox"/> Guam | <input type="checkbox"/> U.S. Virgin Islands |
| <input type="checkbox"/> Midway Islands | |

2. Minority and Women Business Enterprise (MWBE) and (HUB) Participation

It is the policy of some entities participating in TCPN to involve minority and women business enterprises (MWBE) and historically utilized businesses (HUB) in the purchase of goods services. Respondents shall indicate below whether or not they are an MWBE or HUB certified.

a. **Minority/Women Business Enterprise**

Respondent certifies that this firm is an MWBE No

b. **Historically Underutilized Businesses**

Respondent certifies that this firm is a HUB No

3. **Residency**

Responding Company's principal place of business is in the city of Piscataway State of New Jersey.

4. **Felony Conviction Notice**

Please check applicable box:

A publicly held corporation; therefore, this reporting requirement is not applicable.

5. **Processing Information**

Company contact for:

Contract Management

Jonathan Symko
Senior Account Manager-Education & Government
Trane
13810 Hollister Road, Suite 100
Houston, Texas 77086
Phone: 713-530-4499 Fax: not applicable
E-mail: jjsymko@trane.com

Billing & Reporting/Accounts Payable

Sonia Luna
TCPN Administrator
Trane
13810 Hollister Road, Suite 100
Houston, Texas 77086
Phone: 281-569-2884 Fax: not applicable
E-mail: Sonia.luna@trane.com

Marketing

Jonathan Symko

Senior Account Manager-Education & Government

Trane

13810 Hollister Road, Suite 100

Houston, Texas 77086

Phone: 713-530-4499 Fax: not applicable

E-mail: jjsymko@trane.com

6. Distribution Channel: Which best describes your company's position in the distribution channel:

Manufacturer direct

7. Pricing Information

- In addition to the current typical unit pricing furnished herein, the Vendor agrees to offer all future product introductions at prices that are proportionate to Contract Pricing.

Yes

- Pricing submitted includes the required TCPN administrative fee.

Yes

*(Fee calculated based on invoice price to customer **LESS SALES TAX AND/OR PAYMENT/PERFORMANCE BONDS**)*

- Additional discounts for purchase of a guaranteed quantity?

Yes

8. Cooperatives

List any other cooperative or state contracts currently held Or in the process of securing

Cooperative/State Agency	Discount Offered	Expires	Annual Sales Volume
TxMas	varies	6/13	See Question 13
Buy Board	varies	9/12	See Question 13

TAB 3- COMPANY PROFILE

Appendix E-Answers to the RFP Questions

1. Provide company's official registered name.

ANSWER:

Trane U.S.A. Inc. is the legal name to be used by Trane offices in Phoenix and Tucson, Arizona

2. Provide a brief history of your company, including the year it was established.

ANSWER:

Our Beginnings

For more than a century the **Trane** name has identified products and technology that stretched the world's idea of what was possible – a tradition that's still very much with us. In many ways **Trane** is a classic American success story that grew into a global one. It began with our founder, James **Trane**, a Norwegian immigrant who opened his own plumbing shop in La Crosse, WI, in 1885.

With the inspiration of cold Wisconsin winters, James **Trane** invented a new low-pressure heating system he proudly called the **Trane** Vapor Heating System. His son, Reuben, was just back from college with a degree in mechanical engineering, so father and son began manufacturing operations in 1910 and incorporated as The **Trane** Company in 1913. It was Reuben's invention of the convector radiator in 1923 that firmly established the company's reputation as an innovator, a reputation **Trane** people have been building on ever since.

Growth through innovation

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 and it has earned Trane the "Best of the Best" Award from the U.S. Environmental Protection Agency.

Expanding our offer to customers

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 its products and became a leader in the still new field of energy management, a leadership position that continues to expand. Our days as a leader in residential air conditioning began in 1982. That's when we took advantage of an opportunity to acquire General Electric's Central Air Conditioning Division. We're proud that over the decades we've enriched the scope of our products and technology as well as the scope of the total solutions we can offer each customer.

In 1984 **Trane** was acquired by American Standard Companies and remained the largest of its three businesses: Air Conditioning Systems and Services, Vehicle Control Systems (WABCO) and Bath and Kitchen. In 1988, we re-launched the American Standard heating and air conditioning brand, introducing a new generation of families to the century-old American Standard tradition of making quality products for the home.

New Chapters

On Nov. 28, 2007 we successfully completed a plan announced the previous February to separate the three American Standard businesses, leaving each free to concentrate exclusively on the markets it knows best. Over the course of the year WABCO was spun off as an independent corporation and Bath and Kitchen was sold to Bain Capital Partners. On Nov. 28th American Standard Companies changed its name to Trane, with its stock trading under the new symbol "TT". Our new name reflects our business focus and our leadership in providing integrated heating, ventilation and air conditioning services and solutions.

In early 2007, American Standard Companies Inc. (NYSE: ASD), based in Piscataway, NJ, was an \$11 billion dollar global enterprise with more than 62,000 employees and three market-leading businesses: Air Conditioning Systems and Services, Bath and Kitchen Products, and Vehicle Control Systems. In the second half of 2007, the company separated its three businesses. The Air Conditioning Systems and Services sector became **Trane** Inc. (NYSE: TT) based in Piscataway, NJ, and its subsidiary, American Standard Inc. became **Trane** U.S. Inc. **Trane** Inc. began trading as a public company on Nov. 28, 2007. At the time of its launch, it had annual sales of more than \$7 billion and approximately 29,000 employees. On June 5, 2008, **Trane** was acquired by Ingersoll Rand (NYSE: IR), which is a Bermuda-based company with U.S. executive headquarters in Montvale, NJ.
<http://www.ingersollrand.com/>.

Today **Trane** Inc., as a wholly owned subsidiary of Ingersoll Rand (NYSE: IR), provides systems and services that enhance the quality and comfort of air in homes and buildings around the world. Through its two premium brands – **Trane** and American Standard Heating & Air Conditioning – the business offers a broad range of energy-efficient heating, ventilation and air conditioning solutions. Its systems and services comprise dehumidifying and air cleaning products; aftermarket service and parts support; advanced building controls; and building and financing solutions, including those that allow energy-efficient systems to pay for themselves through energy savings. **Trane's** systems and services have leading positions in premium commercial, residential, institutional and industrial markets; a reputation for reliability, high quality and product innovation; and a powerful distribution network. The business has 34 plants in 10 countries and more than 29,000 employees worldwide. Our momentum continues to build because - as our people have said for years - "it's hard to stop a Trane."

Ingersoll-Rand

Ingersoll-Rand began in 1871 with the formation of the Ingersoll Rock Drill Company with Simon Ingersoll's patenting the steam-powered rock drill. In 1905, the merger of Ingersoll-Sergeant Drill Company (formed in 1888 as a result of merger) became the Ingersoll-Rand Company, a publicly-traded corporation. In addition to the Air conditioning Segment (**Trane**), the corporation has three other segments: Climate

Control Technologies, Industrial Technologies, and Security Technologies. The Climate Control Technologies provides equipment and services to manage controlled-temperature environments for food and other perishables, our and encompasses both transport and stationary refrigeration solutions. Product brands include Thermo King, a world leader in transport temperature control systems, and Hussmann, a manufacturer of refrigeration and food merchandising equipment.

Ingersoll Rand Industrial Technologies provides products, services and solutions that enhance our customers' energy efficiency, productivity and operations. Our diverse and innovative products range from complete compressed air systems, tools and pumps to material and fluid handling systems and environmentally friendly microturbines. We also enhance productivity through solutions created by Club Car, the global leader in golf and utility vehicles for businesses and individuals.

Ingersoll Rand's Security Technologies Sector is a leading global provider of products and services that make environments safe, secure and productive. The sector's market-leading products include electronic and biometric access control systems, locks and locksets, door closers, floor closers, exit devices, steel doors and frames, portable security devices, decorative hardware, cabinet hardware and time, attendance and personnel scheduling systems from well-known brands like Schlage.

3. Provide your company's Dun & Bradstreet (D&B) number.

ANSWER:

Trane U.S. Inc. (Piscataway Headquarters) = 00-134-4621

4. Corporate office location.

ANSWER:

One Centennial Avenue
Piscataway, NJ 08855-6829

5. List the total number of sales persons employed by your organization within the United States, broken down by market

ANSWER:

Please note that the organization is divided either by geography, type of business stream, indirect owner sales and direct owner sales and there is a great deal of overlap so it is difficult to divide by public market. Overall there are over 1,600 sales professionals employed in the 50 states.

6. List the number and location of offices, or service centers for all states being bid in solicitation. Additionally, list the names of key contacts at each location with title, address, phone and e-mail address.

ANSWER:

Please find field sales directory located in TAB 10-Appendix

7. ***Please provide contact information for the person(s) who will be responsible for the following areas, including resumes:***

ANSWER

Sales:

Please find field sales directory located in TAB 10-Appendix

Sales Support:

Jon Symko
Senior Account Manager-Education & Gov't
13810 Hollister Rd Ste 100
Houston, TX 77086
713-530-4499 cell
jsymko@trane.com

Marketing:

Jon Symko
Senior Account Manager-Education & Gov't
13810 Hollister Rd Ste 100
Houston, TX 77086
713-530-4499 cell
jsymko@trane.com

Financial Reporting:

Sonia Luna
Sales Administrator-TCPN
13810 Hollister Rd Ste 100
Houston, TX 77086
281-569-2884 office
832-230-6899 cell
Sonia.Luna@trane.com

Executive Support

Patrick Archambault
Vertical Market Segment Leader
2500 North Lynndale Dr
Appleton, WI 54914
920-734-4531 office
920-203-4265 cell
parchambault@trane.com

NOTE: All Resumes are located in the TAB 10-Appendix

8. ***Please define your standard terms of payment.***

ANSWER:

Net 30 days. Anticipation Discount is also available. See [Question 5](#) in the [TAB 4-Evaluation Questionnaire](#) for a more detailed explanation.

9. Who is your competition in the marketplace?

ANSWER:

Trane is in the manufacturing, sales, installation and service of commercial HVAC equipment and services. Trane has the broadest, most complete product line in the global HVAC industry. Our completion varies depending on whether the client is purchasing equipment, controls, turnkey installation, Performance contracting, services or Parts.

Our industry share position is first in the following areas: New Installation, Controls, Chiller Systems, Applied Air Handling Systems, Applied Rooftop Systems, Applied Variable Air Volume Systems.

10. Overall annual sales for last three (3) years; 2009, 2010, 2011

ANSWER:

2009: \$13.195 Billion

2010: \$14.079 Billion

2011: \$14.782 Billion

11. Overall public sector sales, excluding Federal Government, for last three (3) years; 2009, 2010, 2011.

ANSWER:

Since we do not have much direct sales except through cooperatives, the breakdown of cooperative sales is as follows:

TCPN:

2009: \$25,000,000

2010: \$38,400,000

2011: \$45,400,000

Buy Board:

2009: \$110,000

2010: \$275,000

2011: \$459,000

TxMas:

2009: \$406,000

2010: \$992,000

2011: \$379,000

12. What is your strategy to increase market share?

ANSWER:

Using TCPN as a vehicle to develop long term relationships, we have developed what we refer to as the "TCPN Success Formula". This consists of a seven step process beginning with identifying the market place and qualifying those agencies that want to do work with Trane. The last step is introducing TCPN to the agency. This is a very unique but effective process that not only yields high returns on our investment in resources but consistently provides a high level of engagement from the sales as well as fulfillment side of the company. This is a slower but manageable program that creates an annuity for the company and sustains the ability to provide superior service over the long term with the agency. We only engage in a few qualified customers in each sales office that provides the office with a revenue stream with less resources and more targeted sales approach.

13. What differentiates your company from competitors?

ANSWER:

What differentiates [Trane](#) from our competitors is our extensive capabilities.

Performance:

Customers experience efficiency, effectiveness and reliability 24/7.

Innovation:

[Trane](#) brings new ideas, problem solving and an inquisitive look and guidance to impact energy efficiency and sustainability.

Commitment:

Customers can trust Trane to deliver loyalty, passion and dedication to their mission.

Knowledge:

[Trane's](#) legacy of excellence delivers knowledge and the true expertise customers trust.

- We are industry leaders in working with energy advocates to create new energy saving standards for HVAC products and systems.
- We have committed to reduce energy use 25% by 2019 across all our facilities and were recently recognized by the US EPA for the aggressiveness of our goals when compared to our peers.
- We are innovating to identify the most environmentally conscious way to bring comfort to the built space through consideration of full life cycle product environmental impacts.
- Trane received an industry-first Environmental Product Declaration for performing a life cycle assessment on a large-scale chiller.
- We bring customers solutions that help them meet their unique energy and environmental performance goals through our high performance buildings approach based on guidance from US national labs and the federal government.
- [Trane](#) offers support for every stage of the HVAC systems' lifecycle to meet energy use, maintenance and service concerns to achieve a High Performance Building outcome.
- [Trane](#) leads the industry in application knowledge due to it's deep understanding of how system components have to work together.

14. Provide information regarding if your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.

ANSWER:

[Ingersoll Rand](#), of which [Trane U.S.](#) Inc. is a wholly-owned subsidiary, is a large multi-billion dollar company and, as such, becomes involved in disputes and litigation that arise in the ordinary course of its businesses, including over contracts that we hold. However, no such

dispute or litigation is likely or expected to adversely affect Trane's ability to perform hereunder.

Marketing / Sales

17. Detail how your organization plans to market this contract within the first 90 days of the award date. This should include, but not be limited to:

ANSWER:

The Trane offices have been associated with TCPN for over 10 years and are intimately involved in the existing R-5045 contract which encompasses performance contracting. That said; we have several opportunities to announce this award. First of all, we will announce this in our quarterly newsletter, TCPN Topics, which is distributed to over 750 Trane employees and affiliates. Also weekly, Ingersoll Rand has an internal portal where new items are announced. We have a K-12 vertical market portal dedicated to TCPN where we place important documentation such as due diligence items, pricing, Power Points, contract award letters, newsletters and any pertinent information germane to the topic. Lastly, through the tweeter site, TCPNJON, all who follow this tweeter site will be alerted.

18. Describe how your company will demonstrate the benefits of this contract to eligible entities if awarded.

ANSWER:

Immediately upon contract award, we will distribute a professional Joint News Release to main newspapers in all regions and to appropriate K-12 and government association publications, such as American School and University, Facilities Manager, School Construction News, etc.

We will:

- Send, from the customer list of participating TCPN members, a direct mail piece within 30 days of contract award.
- Set up meetings in all appropriate regions for all TCPN members' and non-members within 60 days of contract award. Encourage attendance by advertising in advance and include lunch and door prizes. Meeting purpose will be to re-introduce Trane and TCPN's program via a formal presentation with questions and answers. Regional Education Service Center, Trane and TCPN representatives will participate in these meetings.
- Add TCPN to all Trane websites with Trane's capabilities, contract information and how to access the program.
- Participate in the following conferences (Municipal League, Association of School Administrators, Association of School Board Officials, and CEFPI along with others) providing an exhibit with appropriate signage and literature. In addition, Trane will provide workshops where government entities can be educated on HVAC and refrigeration topics geared for the audience. Hospitality rooms will be provided to show appreciation to the government entities for their support of TCPN and Trane.

- All Trane offices in every state will be informed of the contract award and will be provided with appropriate support materials. Account managers will be asked to personally visit their government customers for “lunch and learns” to teach all local entities of the TCPN program and how to utilize the contract.
- Work with TCPN to more prominently advertise our contract on their website.

19. Explain how your company plans to market this agreement to existing government customers.

ANSWER:

We will send to our existing TCPN customer list a direct mail piece within 30 days of contract award. Set up meetings in all appropriate regions for all TCPN members within 60 days of contract award. Encourage attendance by advertising in advance and include lunch and door prizes. Meeting purpose will be to re-introduce Trane and this contract via a formal presentation with questions and answers. Regional Education Service Center, Trane and TCPN representatives will participate in these meetings.

20. Provide a detailed 90-day plan describing how the contract will be implemented within your firm.

ANSWER:

Our answer to Question 17 covers what we would do since we have a long history with TCPN.

21. Describe how you intend on train your national sales force on the TCPN agreement.

ANSWER:

Trane’s established Team Leader for the program will conduct one half day training program for all sales, operational and administrative personnel in all the Trane district offices. Additionally, there will be follow up training with every office on estimating and complying with the terms and conditions of the TCPN contract. Additionally, there are day and half seminars conducted with role playing, presentations of real world scenarios and other tools to teach the sales force on how to utilize the TCPN contract in the marketplace. Finally, there will be one-on-one customer visits and teleconferences to explain the program to these customers for their acceptance.

22. Acknowledge that your organization agrees to provide its company logo(s) to TCPN and agrees to provide permission for reproduction of such logo in marketing communications and promotions.

ANSWER:

Trane agrees to provide company logo and permission to reproduce our logo in marketing communications and promotions as it relates to this contract.

23. Provide the revenue that your organization anticipates each year for the first three (3) years of this agreement.

ANSWER:

\$30,000,000 in year one

\$45,000,000 in year two

\$60,000,000 in year three

ADMINISTRATION

24. Describe your company's implementation and success with existing cooperative purchasing programs, if any, and provide the cooperative's name(s), contact person(s) and contact information as reference(s).

ANSWER:

Trane's history with TCPN is long and very successful. We have been awarded a HVAC contract three times for lengths of three (3), five (5) and presently seven (7) years. We have sold approximately \$250 MM worth of goods and services through this contract and have been successful in over 35 states. Numerous audits of our pricing have been conducted through the last 12 years and we have passed every one. We have also established successful introductory models for introducing facilities type contracts to customers and established training courses to educate sales persons on how to sell this concept. During our contract we have established strong relationships with the following TCPN personnel:

Andy Pechacek
CEO
(713) 480-6785
apechacek@tcpn.org

Angela G. Bishop
Chief Operating Officer
(713) 744-6390
abishop@tcpn.org

Jason Wickel
President
(832) 466-6639
jwickel@tcpn.org

Tray Moses
Contract Consultant
(832) 549-1921
tmoses@tcpn.org

Stuart Verdon
Strategic Cooperative Consultant
(713) 459-6009
sverdon@tcpn.org

Frank Norwood
Consultant
(214) 636-9805

norwoodf@tcpn.org

Jack Cutting
Contract Administrator
(713) 775-9074
jcutting@tcpn.org

25. Describe the capacity of your company to report monthly sales through this agreement.

ANSWER:

Sonia Luna, sales administrator, conducts weekly, through internal reports, a reconciliation process gathering TCPN fees on booked projects as well as recognizing fees collected from our franchise and affiliate partners. Each month these reconciled summary reports are sent to Ingersoll Rand finance department to issue payment of fees to TCPN. Typically these are 45 days after end of month reconciliation. We have been conducting these reports for several years now and have been successful in our reporting.

26. Describe the capacity of your company to provide management reports, i.e. consolidated billing by location, time and attendance reports, etc. for each eligible agency

ANSWER:

Trane can provide the government entities quarterly reports on all new equipment/systems and labor-based services ordered through the TCPN Program.

These reports can provide the listing of all purchase order numbers received, total dollar volume of all orders, all equipment shipment dates, progress billings and the location for which it was ordered.

Trane can also conduct quarterly meetings with the government entities to evaluate the effectiveness and quality of the business solution processes utilized during that quarter. The methods for obtaining these measurements can be described in Implementation Guides, which can be issued subsequent to any Agreement between **Trane** and the government entity.

The following categories of information can be used to assess the value of any Business Solution Agreement and its impact on the government entity:

- On time equipment deliveries
- Timely and Complete Warranty Support
- Submittals
- Design Support

3. Please provide any suggested improvements and alternatives for doing business with your company that will make this arrangement more cost effective for your company and Participating Public Agencies.

ANSWER:

We believe that TCPN has provided tremendous assistance over the years in introducing the contract to customers, training our sales force and lending assistance in providing consultative advice on legal, political and strategic situations. That said, internal sales training for outside TCPN sales personnel is suggested. Trane has embraced the Sandler methodology of selling. All of our consultative selling processes and the TCPN Success Formula are derived from this methodology. It would be extremely helpful to have this ability with the TCPN sales team.

GREEN INITIATIVES

24. Please provide your company's environmental policy and/or green initiative.

ANSWER:

Launched in April 2010, the Center for Energy Efficiency and Sustainability (CEES) was created by Ingersoll Rand to further drive energy efficiency and sustainability into our innovation pipeline, manufacturing operations and employee education initiatives. We believe that premier performance and enduring results will come from addressing urgent global social and environmental challenges in a way that's valuable to our customers.

Trane has always had a passion for sustainability. Throughout our existence we have seen sustainability evolve as a compliance activity, to becoming a critical business strategy for growth and differentiation.

The Center for Energy Efficiency and Sustainability (CEES). It consists of a team of internal experts who are focused on helping our lines of business incorporate energy efficiency and environmentally responsible processes into the daily operations of the company. Specifically, we concentrate on product innovation, education and engagement, operations and supply chain and advocacy. Our team is an essential conduit between the company and government and non-government organizations, universities, and technology and industry leaders that allows Ingersoll Rand to understand and implement sustainable best practices, because of our desire to achieve accountability for our sustainability initiatives across the company, and among our lines of business, there are several additional mechanisms that provide counsel, insight and authority. First, our initiatives are guided by an advisory council of internal executives, and external global thought leaders in sustainability, energy policy and technology. Next, corporate governance and oversight of sustainability issues is handled by the Board of Directors' Corporate Governance and Nominating Committee. Finally, our Sustainability Strategy Council, comprised of a cross-sector team of executives, sets priorities and provides guidance on key social, community and environmental issues.

Regarding philanthropic activities, our corporate organization oversees the Ingersoll Rand Foundation, whose mission is to match funding to charitable requests. However, like many large multi-nationals, many of our philanthropic programs are spread out by sector and geographic ally so that we can ensure we are best meeting our business goals to the needs of our local communities.

Many companies are struggling with developing effective performance related compensation policies in the areas, of sustainability. Because these activities are often driven by top leaders, and are recognized as important by most employees, we must appropriately align compensation and rewards with an environmental or social performance goal. This will help encourage every employee to think about sustainability

factors in their everyday work. This will drive true change in the company. It's about creating a culture of sustainability and a performance goal, aligned with the proper compensation, is a good way to achieve that transformation.

Many companies are more aggressively looking at their supply chain and establishing performance standards for suppliers. A significant portion of Ingersoll Rand's environmental impact is embedded in our supply chain. By understanding how our best, and worst, suppliers are performing in the area of sustainability we can both eliminate those that create risk for the company, and collaborate with those that are best in class. Understanding and reporting scope 3 emissions will only grow in importance, and a good supply chain program will help us drive fundamental change in environmental performance.

Further, one of our greatest challenges is to rethink how we can embed sustainability as a filter in our new product development and innovation processes. For the majority of our products, the biggest area of impact is in the use phase of the product's life cycle, and maximizing energy efficiency of products is a key area of focus for us. Identifying the other areas of impact so that we can improve our operational and supply chain efficiency will be the focus of our efforts for the next twelve months. We currently have a robust program around identifying the key criteria that make a product environmentally superior. We are now taking those criteria and embedding them in the innovation and new product development processes. The intent is to ensure that life cycle impacts are considered up front, and that tradeoffs are identified

Our world's population is at seven billion and growing. Providing our society with clean water, energy and resources for the next generation is going to require new innovation and behavior change.

Sustainability will increasingly be used as a lens to identify growth and new opportunities for the company. As an example, we believe that open and crowd sourcing innovation will be critical for driving innovation, especially in the area of social responsibility and environmental performance. Identifying the customer's most pressing needs in dealing with resource constraints will be the key to driving revenue growth both inorganically and geographically. Open source innovation will allow us to approach potential solutions with an open mind, consider that the seemingly impossible might be possible and address key climate change and resource conservation issues with a global perspective.

We also recognize that, even for non-water resource intense companies, water use and water management in particular will be a critical performance metric in the future. We are addressing this by identifying those facilities and suppliers located in water stressed areas, and by considering water use as one of our criteria when assessing products for the premium green portfolio.

We have recently completed the world's first, third-party verified, environmental product declaration for a commercial chiller (large-scale equipment for cooling commercial buildings) and have identified additional targets for life cycle assessments over the next twelve months.

We have also developed a rigorous set of criteria around defining a premium green product or service. This set of criteria is very unique in that it is holistic, it considers the entire life cycle of the product not just the use phase, and it requires a customer benefit. These are real products that are providing real environmental benefits for customers, and as a group they show significant revenue growth potential for the company.

Additionally these criteria are serving as the benchmark for our efforts to embed sustainability thinking into the new product development and innovation processes.

In 2011, we were listed on Dow Jones Sustainability Index (DJSI) World and North American indices. There is evidence that companies that perform well on the DJSI are also well-managed companies, so this is something we are very proud of.

For best in class companies, it may seem obvious and academic that sustainability offers a path for business growth by uncovering new innovation opportunities while eliminating waste, energy costs and operational inefficiencies. The truth of the matter is, it is not that simple. There is no one “big swing” that will solve any company’s sustainability issues. It is a battle waged every day.

Therefore, companies must focus much of their effort on changing the behavior of their people. Success can only come when employees, up and down the organization, are passionate, educated and engaged in making sustainability happen on an individual level. Small wins – such as the purchasing manager who identifies a new “green vendor”, or manufacturing employee that uncovers a small energy savings – that leads to big results overtime. Creating a culture of sustainability in a company can be the most difficult, but also the most effective way to achieve sustainable success.

Trane is certified for environmental management systems. Trane is certified through the National Association of Energy Service Companies (NAESCO), and a tenured member of ASHRAE, ARI, and USGBC. Trane is dedicated to energy efficiency and environmentally conscious building design and maintenance. This commitment has not gone unnoticed. Here are just some of the awards:

- 2007 - Best of the Best Stratospheric Ozone Protection Award
- 2007 - HVAC Plant Engineering Product of the Year Gold Award
- 2004 - Sustainable Building Industry Council Best Practices Award
- 1999 - U.S. Environmental Protection Agency's Climate Protection Award
- 1998 - U.S. EPA ENERGYSTAR® Buildings Ally Of The Year
- 1992 - U.S. Environmental Protection Agency's Stratospheric Ozone Protection Award

Ingersoll-Rand Corporation (IR) in support of Trane products has a robust QC/QA program that is under consistent review for improvement by executives and leaders of the company. IR leverages industry-leading systems including ISO, Lean-Six Sigma, UL, CE and other internal/external quality standards to insure top quality products are provided to customers. Quality policy and programs are coordinated by our corporate functions and completed on a by product line and site of manufactured basis. Specific policy can be reviewed by specific area when required. Incremental to these key programs that are reviewed monthly by leadership team members, Trane products also have utilized four (4) initiatives to provide cost saving areas for our customer: ICS: Integrated Control Systems. The controls that come with Trane products all offer an open computer control technology protocol. This allows a client to feel comfortable that with every Trane product that is purchased, their existing Building Automation System will be able to communicate or if there is not a Building Automation System in place, Trane can provide our BAS system at a packaged program price.; D.F.T.: Demand Flow Technology, a mathematically based business strategy that encompasses the entire Trane organization: marketing, sales, order entry, engineering manufacturing, suppliers, and finance. Demand Flow Technology manages every aspect of the product cycle from the time the product is ordered, until it is shipped. Its sophisticated procedures ensure

that customers receive fast availability of a wide selection of Trane standard products as well as custom and modified ones.

Six Sigma: [Trane](#) has adopted Six-Sigma initiatives at all levels of the company to improve the processes managed by our business units. All employees in a given manufacturing process are trained to QC manufacturing steps. Statistical samples of finished goods are routinely inspected to monitor product quality. Corporate keeps open dialogue with employees and distributors to monitor our quality of service and response.

[Trane](#) has a long history of industry recognition that includes:

- 2009 Silver HVAC Product of the Year in Software (design, modeling & analysis). This recognition enforces [Trane](#) C.D.S. software programs as best in class in the HVAC industry. Precedent from [Consulting & Specifying Engineer](#) magazine
- 2007's Design Star Award for the [Trane](#) Zone Sensor
- U.S. E.P.A. Award for Best of the Best for CenTraVac™ (2007)
- 2007 Excellence in Design Silver Award for Trane CleanEffects™ by [Appliance Design](#) magazine

These awards, among many more, reinforce our position as the leader in providing innovative energy efficient solutions for our customers around the world.

[Trane](#) is recognized for supporting sustainability and environmentally sound practices. After earning a "Best Practice Award" from the Sustainable Buildings Industry Council (SBIC) in 2001 for our Earth-Wise™ chiller system, we earned the SBIC "Best Sustainable Practice" award for three years running, in 2003, 2004, and 2005. These prizes reflect our efforts to create sustainable products, promote sustainable facilities design and operation, and employ environmentally sound practices in our own company operations.

Among our most prestigious honors is our recent inclusion in the Clinton Climate Initiative (CCI), which aims to reduce greenhouse-gas emissions in America's cities. By joining this elite group as a CCI Partner, [Trane](#) was publicly recognized for our unique blend of knowledge of building systems and energy services and performance contracting.

[Trane](#) earned an "EPA Climate Protection Award" in 1998 for our leadership in engineering super-efficient chillers, which use refrigerants that deplete less ozone. Our products also effectively protect against refrigerant leaks, allowing us to offer Trane's "Leak Tight" Guarantee. This capability was formally recognized recently when the USGBC allowed a LEED credit toward project certification based on our low leak rates.

[Trane's](#) projects have also earned awards, including three buildings that attained "Earth Day Building Award" status from a coalition including the EPA. The World Wildlife Fund has bestowed a "Gifts to the Earth" Award to [Trane](#), too. But while these laurels are important to us, we don't rest on them. We work every day to advance the industry through our ESPC projects—and achieve better results for our customers.

[Industry Awards—2007](#)

Our commitment to environmental responsibility, and our half-billion dollars of annual contracting revenue in contracting services, reflect our long-term views on energy efficiency. Our worldwide comprehensive solutions offerings continue to grow, along with the recognition we receive for our work. Here are some recent examples:

- Design Star Award for [Trane's](#) Zone Sensor received from the Agency for the Promotion of Industrial Creation (APCI) in coordination with the Observateur du design in France. The zone sensor is a state-of-the-art module acting as a human-machine interface for piloting fan coil units equipped with ZN523 [Trane](#) zone controllers. (October 2007)
- Frost & Sullivan Emerging Company of the Year to [Trane](#) in India for building technologies excellence, energy management services category. (October 2007)
- Best of the Best Award for [Trane's](#) CenTraVac™ by the U.S. Environmental Protection Agency (EPA). Selected from a field of past Strategic Ozone Protection Award winners. (September 2007)
- 2007 HVAC Product of the Year to the 15 SEER (Seasonal Energy Efficiency Ratio) Precedent from Consulting & Specifying Engineer magazine. (September 2007)
- 2007 Excellence in Design Silver Award to [Trane](#) CleanEffects® by Appliance Design Magazine. It was the only HVAC product to receive recognition. (June 2007)
- 2007 Silver Dealer Design Award for [Trane](#) Integrated CleanEffects. Presented by the Air Conditioning, Heating & Refrigeration News trade publication based on judging by an independent panel of judges. The judges were impressed that the one-inch filter that fits in the existing air handler removes up to 99% of airborne allergens from the air. (July 2007)
- Building of America Plaque of Honor to [Trane's](#) St. Louis district office for its work on Busch Stadium by Real Estate and Construction Review magazine. [Trane](#) supplied comfort systems for the new stadium, including a Tracer Summit™ building automation system and 1,800 tons of air-conditioning. (April 2007)
- Frost & Sullivan Product Innovation of the Year to [Trane's](#) Custom Climate Changer™ with CDQ™ (Cool, Dry, Quiet). Presented to the company demonstrating excellence in new products and technologies within their industry. (March 2007)
- 2007 "Best of Show" for our XV90i variable-speed gas furnace with integrated CleanEffects™ from Residential Architect at the International Builder's show. (March 2007)

[Trane](#) is a corporate member of the U.S. Green Building Council (USGBC), and our employees are involved in various Leadership in Energy and Environmental Design (LEED) Committees. In addition to a strong corporate commitment, local [Trane](#) sales offices are also aligned with local USGB chapters to better service building owners. Currently, over 600 [Trane](#) employees have earned LEED certification, and the number continues to rise.

In 2010, the [Trane](#) St. Paul, MN facility was awarded LEED Gold Certification for Existing Buildings. The [Trane](#) San Antonio regional office has been certified as LEED Silver under the LEED Commercial Interior Program, and several additional [Trane](#) buildings are registered and getting ready for LEED certification.

In addition, [Trane](#) is now considered a USGBC Education Provider. [Trane](#) courses approved by the USGBC can count toward GBCI Continuing Education (CE) hours for LEED Accredited Professionals and LEED Green Associates.

Active participation in numerous professional and environmental organizations enables [Trane](#) to serve as a knowledgeable advisor to K-12 school districts. Recently, our company participated in the development of LEED 2009 for Schools New Construction and Renovations, with a [Trane](#) employee serving on the Indoor Environmental Quality Technical Advisory Group (TAG).

[Trane](#) stays involved with key industry organizations:

- National sponsor of U.S. Green Building Council's [LEED for Schools](#)
- Platinum sponsor of USGBC's [Greenbuild](#) events
- Sponsor of the [Acoustical Society of America's National Standard](#) for acoustical performance in schools
- Member of the [Association for the Advancement for Sustainability in Higher Education](#)
- Active participant on technical advisory groups, including the [ASHRAE](#) committee that creates [Indoor Air Quality Standards](#)

[Trane](#) leads the industry in energy efficiency in many equipment categories and can provide equipment that meets or exceeds the prescribed efficiency levels of ASHRAE 90.1. [Trane](#) offers the industries' most time-tested analysis software tools in TRACE 700 (it is one of only a few software tools recognized by the Dept of Energy) for modeling and Systems Analyzer building load and energy analysis programs to model building performance. See [Appendix](#) for certificates.

The LEED Green Building Rating System is a consensus-based assessment tool that promotes integrated, whole-building practices to optimize building efficiency and to reduce the impact on the environment and occupant health. Based on well-founded scientific standards, LEED evaluates building performance in five categories: sustainable sites, water efficiency, energy and atmosphere, materials and resources, and indoor environmental quality. [Trane](#) has products and services that can satisfy and exceed the LEED rating system.

[Water Efficiency](#)

[Trane](#) EarthWise Systems can provide recovered condenser water by piping cooling coil condensation to a collect tank. This water can be used for irrigation, black water flushing, or, if the system utilized a water cooled chiller, it can provide cooling tower make up water. How much water can be obtained can be determined via the use of [Trane](#) life cycle cost analysis program, TRACE ([Trane](#) Air Conditioning Economics).

- The use of [Trane's](#) Earthwise Systems uses less resources; both water and electricity, by designing systems that are frequently 7 to over 30% more efficient than traditional designs. (TRACE data is available to substantiate this claim and varies by location and specific system selected).

[Energy and Atmosphere](#)

- **Trane** uses environmentally responsible refrigerants that allow the user, in almost all cases, to meet the EAc4 requirements.
- **Trane** have products, systems and controls that significantly exceed ASHRAE's 90.1 energy guidelines allowing users to meet and exceed EAc1 requirements. The 35 points allotted for energy underscores the importance of this capability. The energy efficiency of these options can be seen via TRACE, one of the programs that qualifies for use to document LEED compliance.
- **Trane's** Earthwise Systems have the unique combination of being able to combine not only higher efficiency and lower first cost but also better Comfort, Indoor Air Quality and Acoustics. This unique combination of five key benefits has been proven in literally millions of sq. ft. of applications. (Third Party Documentation of these claims available upon requests).

Indoor Environmental Quality

- **Trane's** EarthWise Systems Integrated Control Strategies like Ventilation Reset, Advanced Humidity Control, Auto-Commissioning, and Remote Monitoring to not only meet LEED design requirements but to provide documented sustainability over the life-time of building.
- **Trane's** Earthwise Systems provide the ability to control to and document Outside Air requirement on a zone-by-zone basis a key criteria for superior indoor environmental quality.

In addition, **Trane** has developed a Resource guide (**See TAB 10-Appendix**) to assist customers with opportunities to utilize Trane's systems and products to obtain LEED's points.

29. Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing respondent to perform the covered services including, but not limited to licenses, registrations or certifications. Certifications can include applicable M/WBE, HUB, and manufacturer certifications for sales and service.

ANSWER:

All licensing certificates such as contractor licenses are in TAB 10-Appendix.

Advancing Sustainability at Ingersoll Rand

For Our Customers, Employees and Communities

Ingersoll Rand is a world leader in creating and sustaining safe, comfortable and efficient environments. With decades of experience in the built environment and success in engineering critical infrastructure technologies, we help our customers achieve profitable growth, maximize the potential of their building assets, and minimize their energy use.

In 2010, Ingersoll Rand launched the Center for Energy Efficiency and Sustainability (CEES) to help our customers and our company leverage best practices in sustainability. Within Ingersoll Rand, the CEES is a strategic business catalyst that helps us understand the benefits that sustainability can have in growing our company and reducing our own operational footprint, while helping increase the pace of sustainable innovation.


Whether the focus is reducing emissions, energy costs, material waste, or retrofitting a building to improve its energy efficiency, the CEES is carving a path for employees, customers, and critical stakeholders to help them understand and incorporate fresh perspectives and new approaches for meeting sustainability goals.

Fresh Ideas, Expertise, and Dialogue Spur Improvements

Everyday, the CEES builds new relationships with agencies, government groups, non-profits and customers to understand present and future marketplace needs and share best practices to help us create new solutions and reduce our own carbon footprint.

CEES comprehensive focus areas include:

- **Innovation and Product Stewardship** – on the front lines with customers, understanding their toughest challenges to deliver products and tools that allow designers, engineers and building owners to allocate energy and other resources more efficiently.
- **Issues and Advocacy** – engage and educate policy and industry stakeholders on smarter energy usage, including product standards and assessing product lifecycles.
- **External Partners** – work with thought leaders, NGOs, technology experts, academia, and industry leaders to expand sustainable research and education, and share comprehensive findings and implications with building owners, end-users, and the scientific community.
- **Community and Employee Engagement** – sponsor programs and bring volunteer teams together to channel their passion and commitment. Activities improve the health and well-being of the communities where we work and live.



Managing today's limited and expensive energy resources is more important than ever. Buildings represent huge potential for cost-effective energy reductions. Implementing existing and emerging technologies will preserve resources for years to come.



Harnessing the passion of our employee volunteers helps us improve the health and well-being of our communities.

**Center for Energy
Efficiency & Sustainability**
at Ingersoll Rand

Contact us to learn more:

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This document comprises a general overview of the products or services described herein. It is solely for informational purposes, does not represent a warranty of the information contained herein and is not to be construed as an offer to sell or a solicitation to buy. Contact Ingersoll Rand for detailed product, design and engineering information suitable to your specific applications. Ingersoll Rand reserves the right to modify its products and related product information at any time without prior notice.

Appendix I:

TAB 4 – Evaluation Questionnaire

PRODUCTS

1. Are all products and services being proposed listed APPENDIX E on a corresponding electronic device?

ANSWER:

Yes

2. Is there a price list for all available products/services on a corresponding electronic device?

ANSWER:

No. We have provided a spreadsheet with discounts on TAB 7

3. Did you provide the warranty information that is offered by your company?

ANSWER:

Yes

4. *Will customers be able to verify they received the contract price?*

ANSWER:

Yes

Please explain how they would verify the contract price.

ANSWER:

Pricing is based on three items: First, maximum discounts on 35 classification of equipment from chillers to boilers to controls. Each of these classifications has a unique product code assigned to it. By providing the product code with the classification, the contracted maximum discount multiplier can be established. Secondly, there are 50 classifications of labor established for each Trane office location with maximum labor rate billing prices. Additionally, all estimates are done by RS Means with a coefficient of labor. Estimates have these shown so the customer can verify the labor rates and hours per the scope of work proposed. Lastly, all items not considered labor or equipment is miscellaneous material that has maximum margins permitted in the contract.

5. ***What payment methods do you accept?***

ANSWER:

- A. Equipment is invoiced at time of shipment. Payment is due Net 30 days from time of shipment
- B. Trane can add value to a TCPN customer's HVAC equipment purchase. The Trane Anticipation Discount Program (ADP) can give them the opportunity to reduce the cost of HVAC equipment purchases, and the savings can be quite substantial.

The Trane ADP program can be beneficial in several ways, including:

- **Reduced Project Costs**
- **Immediate Discounts Realized**
- **Attractive Rate of Return**

How It Works

It's really quite simple. [Trane](#) will discount the TCPN equipment purchase when payment is made prior to shipment. The amount of discount depends on:

- The payment amount.
- When payment is made.
- The discount rate.
- The date the equipment ships.

These variables are then incorporated into a formula to determine the discount.

Who Qualifies For The Discount?

All TCPN customers with current accounts are eligible to take advantage of The [Trane](#) Anticipation Discount Program. In addition, [Trane](#) offers additional savings for customers who pay their invoice within 10 days---customers can receive a [1%](#) discount for payment within 10 days.

What Happens If The Equipment Ships Later Or Earlier Than Estimated?

If shipment occurs beyond the estimate used for calculating the discount, [Trane](#) will adjust the discount for the additional days per the discount formula. If shipment occurs early, at [Trane's](#) discretion, the TCPN customer will be entitled to the full discount quoted. Adjustments are not made for shipping variances of five days or less.

How Flexible Is The Program?

The program is very flexible. The [Trane](#) Anticipation Discount Program can be customized for each project allowing for variable payment amounts in addition to variable payment dates.

How Do I Get an Anticipation Discount Quotation for My Project?

To get a written discount quote, just contact your local [Trane](#) Sales Representative or your [Trane](#) Regional Financial Services Contact.

PERFORMANCE CAPABILITY

1. *Did you indicate which states you can deliver to under APPENDIX E, Question 1?*

ANSWER:

Yes

2. *What is the capability of your company to respond to emergency orders?*

ANSWER:

Our response to time to emergency service calls is between 2 and 4 hours.

Please explain what actions you would take.

The initial responsibility during business hours resides at the technician's level. Should the technician require further input or decision authority, the team leaders would then be engaged. If further discussions or level of authority are required, the Area Service Manager is engaged. Ultimately, if further input is required, the District Service Leader is engaged.

3. Does your company agree to the following statement on shipping charges "All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing."?

ANSWER:

Yes

4. What is your company's history of meeting shipping and delivery timelines?

ANSWER:

Our on time delivery rate companywide is 95%. [Trane](#) has a history of meeting deadlines that rivals the industry. Daily Order Status Report tracks shipping of each [Trane](#) order. In addition, the customer will be sent a Shipping Notification Report within 12–24 hrs of any change in shipping status.

5. Will your company be able to meet the one year warranty guarantee as stated on page 16 under pricing?

ANSWER:

Yes

6. What is your company's current invoicing process?

ANSWER:

Depends on the type of work is performed:

SERVICE:

When a purchase order is received for a service contract, the contract is set up right away through a hand off meeting between the salesman, the service coordinator and the Administrative Assistant. The maintenance schedule is then coordinated with the customer. A technician packet is setup with the proper paper work outlining the maintenance the technician is required to perform on that particular contract.

TURNKEY:

Upon receiving a purchase order for a turnkey installation project, a Project Manager is assigned. The Project Manager will schedule a meeting with all subcontractors and office personnel who will be involved in the project. A detailed scope of work will be given to each subcontractor. Subcontractors will then be given any necessary equipment submittals and any other details in order to provide bids on project. Once bids are received and approved, a project-scheduling meeting will be held. The complete project will be scheduled and a schedule set up in a project tracking software. A copy of the schedule is then sent to the customer for review. If customer agrees to the schedule the project is begun.

ENERGY RETROFIT:

Upon receiving a purchase order from the Customer for a turnkey installation project, a Project Manager is assigned to the project by the Contracting Solutions Manager. The Project Manager is sent the project's scope of work, construction schedule, and the required quotations from suppliers and contractors. The Project Manager reviews these documents and develops an unvalidated project budget. The Sales Team then schedules a meeting to answer any questions of the Project Manager and the Fulfillment team. If all the Project Manager's question are answered the projects final budget can be validated. The project budget is now booked in the financial system and installation

period begins

7. Did you indicate how your company will implement the contract as per APPENDIX E, and is it appropriate?

ANSWER:

Yes

8. Did you provide your Dun & Bradstreet number?

ANSWER:

Yes

9. Did you provide information on your website and on-line ordering capacities as per APPENDIX E, Question 14?

ANSWER:

No. We do not provide electronic pricing or on-line ordering capabilities. Our products are applied products that require specific specifications in order to fulfill the customer's needs.

QUALIFICATION and EXPERIENCE

1. What is your company's reputation in the marketplace?

ANSWER:

It is well known that Trane US Inc. is a world leader in HVAC manufacturing and controls but Trane also is striving to be the Solutions Partner. We are a single source provider of equipment, installation, training support and maintenance. We do over \$500 million dollars worth of contracting business annually through over 100 district offices, Trane vision is "To be the pre-eminent provider of building comfort and solutions".

Trane's extensive experience in the energy field will provide TCPN customers with a wide selection of fuel, water, electrical, and renewable measures to implement on your existing heating, cooling and controls system as well as on motors, lighting, lighting controls, building envelope; we can also provide other renewable improvement measures (wind, geo-thermal, solar, central plant, photo-voltaic, etc.).

Trane is dedicated in helping municipalities and schools achieve their maximum energy savings potential by using the most technological and cost effective measures. Trane's ability to provide onsite service, with licensed field personnel, through an array of customizable service programs has saved schools and municipalities millions of dollars through energy management and building service programs.

Trane has been solidified as a leading Energy Service Company (ESCO) in the following ways:

- Trane TRACE™ 700 building simulation software was the first of only 4 software programs recognized by the Internal Revenue Service (IRS) to quantify energy savings for tax incentives as a part of the Energy Policy Act of 2005;
- Selection of Trane as a member of the Clinton Climate Initiative (one of only four firms);

- Have produced millions of dollars worth of guaranteed Performance Contracting projects;

Trane has proven results and is a leader in the business world:

- ✓ Strong local presence in Texas;
- ✓ Proven customer satisfaction in building knowledge, product, and service capabilities;
- ✓ Nationally recognized as a trusted advisor in the energy field by organizations such as the Clinton Climate Initiative, the federal government, as well as state and local agencies;
- ✓ Municipal and Housing partners throughout Texas in the energy and service arena.
- ✓ Financially Sound – part of a \$17-billion dollar organization; Trane has a bond rating of A+ with an aggregate bonding capacity of \$150-million to provide stability to all Performance Contracting projects
- ✓ Trane prides itself in bringing the most cost competitive project to our customers, through partnerships and buying power, to obtain manufacture's pricing and technologically advanced products.

Trane, a world class company with over 96 years of experience in the building industry, brings local service presence and performance contracting to the customer's doorstep. Our experience enables us to provide the expertise to deliver and service the building energy needs. Our capability to provide indoor air quality is one of our core offerings and is surpassed by none. Our guaranteed performance contracting program will be a self-funding program, funded by energy savings, identified in the existing maintenance and energy budgets.

2. What is the reputation of your products and/or services in the marketplace?

ANSWER:

Trane is recognized as a world leader in delivering efficient heating and ventilation equipment and controls solutions for all industries. We have the largest array of complete product line in the industry. Overall, Trane's products rank number one or number two in market share. Trane has educated most of the successful managers and owners of contracting, facilities and engineering firms in the country and we are considered by all engineering organizations as having the best engineered products in the world.

3. Does your company have past experience with TCPN and/or TCPN members?

If so, please list them and their contact information (Up to five).

ANSWER:

Please refer to **Question # 1** under **TAB 3-Company Profile- Administration** for list of references as well as past history.

4. Did you list your key employees and their qualifications as per APPENDIX E, Question 6?

ANSWER:

Yes

5. Did you provide the locations and sales persons who will work on the contract as per TAB 3, Question 6 & 7?

ANSWER:

Yes

6. What past experience does your company have working in the government sector?

ANSWER:

Trane is uniquely organized to support government entities for the length of the program.

Commercial HVAC Building Services

Trane Building Services helps government entities to their HVAC investment and facility management through high performance building design and the selection of systems, operating conditions, maintenance, and upgrade procedures throughout the life of the building. Trane Building Services provide solutions to environmental control and facility management problems for our customers with a building-wide solutions focus.

Optimizing HVAC System

To help you ensure that the government entities' new system is properly installed and operating at maximum efficiency during the critical first years of operations, Trane Building Services provides startup services with comprehensive HVAC Startup Services and HVAC warranty service agreements.

HVAC warranty service agreements

Trane provides a variety of extended warranties to allow customers another opportunity to manage their ongoing costs of operations. The nature of Trane HVAC equipment, and truly any mechanical equipment, means that it requires service as it operates. While they receive a standard parts warranty as the original purchaser, our extended warranties help them project their costs and protect their business against increases in material and/or labor costs.

Operating and Maintaining Building

Trane offers HVAC unit repair services that assure continued efficient operation of equipment. Trane can also provide proactive HVAC service plans with scheduled service, select service, and extended warranties to help reduce unplanned repair expenses and to reduce the risk of catastrophic system failure.

Upgrade and Improve Existing System

Compressor and control renewal options offered by Trane Building Services can help bring older chiller systems up to current standards. You can also upgrade chillers with the latest Trane HVAC upgrades. Add value to buildings by addressing energy management, environmental impact, compliance issues, and building lifetime planning through commercial HVAC contracting services and solutions. For temporary or special occasion cooling needs, Trane Building Services provides temporary chillers and rental options. We can also set up cooling contingency plans as part of an overall emergency preparedness plans for scheduled or emergency outages in buildings.

Building Services Commitment

The service professionals of Trane Building Services are committed to ensuring the

equipment functions at its highest level of efficiency. With over a century of experience in the industry, [Trane](#) Building Services has a clear understanding of how facility management needs change as business and as technology changes. You can always trust [Trane Building Services](#) to deliver on promises and provide the highest level of industry knowledge and service for the government entities' equipment.

First year parts and labor warranty support is offered by the [Trane](#) service group on Centrifugal chillers and water-cooled Rotary Chillers. All other equipment has a one-year parts warranty (unless extended warranties are purchased) and a labor warranty by [Trane](#) as part of the standard contract terms with TCPN. Optional extended parts and labor warranties are offered and must be purchased prior to the units being started.

A customer will receive a standard 12/18 warranty on new equipment (basically a parts only warranty). Government entities can buy two different types of warranties thru [Trane](#) after the equipment has been shipped:

Option 1: [EXTENDED SERVICE WARRANTY](#)

- Warranty: All parts and labor warranty from [Trane](#) factory.
- Requirements: [Trane](#) Affiliated Service Company must do a minimum of four inspections.
- Eligible equipment: [Trane](#) equipment that is still at least 2 months within standard 12/18 warranty with no major failures. Warranty must be purchased within 6 months of startup but not later than 16 months from shipment
- Labor (and refrigerant) warranties must be purchased prior to initial unit startup

Option 2: [EXTENDED SERVICE WARRANTY- EXPANDED](#)

- Warranty: Parts warranty from [Trane](#) factory and Labor warranty from [Trane](#) Affiliated Service Company (good for the 2nd-5th year or 6th-10th year extended warranties).
- Requirements: [Trane](#) Affiliated Service Company must do a minimum of six inspections.
- Eligible equipment: [Trane](#) equipment that is either just out of the standard 12/18 month warranty OR will soon be out of an extended warranty (for example 2nd-5th year extended parts warranty). Warranty must be purchased within 6 months of startup but not later than 16 months from shipment
- Labor (and refrigerant) warranties must be purchased prior to initial unit startup

After we complete the upgrades and construction for a Turnkey Contracting Services project, [Trane](#) will deliver the documentation needed to keep the investment working properly. We will provide one preliminary copy of as-built drawings—floor plans showing the actual building layouts—and an advance copy of the Operations & Maintenance (O&M) manual. Once these deliverables are reviewed and approved, Trane will submit two copies of final O&M documents, including:

- As-built system or installation drawings (or both)
- Equipment submittals
- Service and maintenance procedure manuals
- User and technical manuals

The more knowledgeable your staff members are about system concepts and equipment, the more beneficial these systems will be—and the better your building systems will perform.

[O&M Summary](#)

[Trane](#) eliminates confusion and complexity about who is responsible for maintenance, repair

and monitoring by clearly defining in the contract which responsibilities belong to Trane and which rest with the customer. As a large global company, we have the leverage to keep costs down for replacement parts—our own and those of other manufacturers. Our integrated approach means that Trane engineers and technicians are trained to work with many brands of equipment, and our extensive network ensures that we have resources close to your building.

At the same time, we have local expertise throughout the country – people who understand the climate, economy, utilities and issues your organization faces. They are your most valuable advisors.

Long-Term Operations and Maintenance Support

Upgraded building systems are meant to save money on energy and cost less to maintain for many, many years. Trane stands by customers to help keep systems working at top efficiency, reduce the chances of equipment failure, and give facilities management the expertise to reach new levels of efficiency. Trane offers a variety of ongoing support opportunities, including training in the optimal operation of HVAC systems. Trane can also provide remote systems monitoring and performance reporting.

Our Commitment to LEED

Trane offers solutions that contribute points toward Leadership in Energy and Environmental Design (LEED®) building certification requirements under the categories of Energy & Atmosphere and Indoor Environmental Quality.

Trane is a corporate member of the U.S. Green Building Council (USGBC), and our employees participate in a number Leadership in Energy and Environmental Design (LEED®) committees. In addition to a strong corporate commitment, local Trane sales offices are also aligned with local USGB chapters to better service building owners. Currently, over 800 Trane employees have earned LEED certification, and the number continues to rise.

In 2010, the Trane St. Paul, Minn., facility was awarded LEED Gold Certification for Existing Buildings. The Trane San Antonio regional office has been certified as LEED Silver under the LEED Commercial Interior Program. Several additional Trane buildings are registered and getting ready for LEED certification.

In addition, Trane is now considered a USGBC Education Provider. Trane courses approved by the USGBC can count toward GBCI Continuing Education (CE) hours for LEED Accredited Professionals and LEED Green Associates.

7. Did you provide information on working with cooperative purchasing programs as per APPENDIX E, Question 24??

ANSWER:

Yes

8. Did you provide information on any litigation, bankruptcy, reorganization, etc. as per APPENDIX E, Question 16?

ANSWER:

Yes

9. Did you submit at least 5 customer references relating to the products and services within this RFP, with an equal representation coming from K12, Higher Education and City/County/non-profits entities as per APPENDIX E?

ANSWER:

Yes

VALUE ADD

1. Did you submit a marketing plan as per APPENDIX E, Question 17?

ANSWER:

Yes

2. Did you provide a national sales training plan per APPENDIX E, Question 17?

ANSWER:

Yes

TAB 5 – PRODUCT / SERVICES

PACT™ – Performance Agreement for Comfort from Trane

Trane is pleased to offer The Cooperative Purchasing Network (TCPN) proposal that offers a unique opportunity to address Performance Contracting. Whether the objectives are financially driven, performance related, environmentally motivated (or a combination of all three), **Trane** helps all types of businesses and organizations achieve better returns on their facilities. For more than 50 years, **Trane** has worked to deliver high performance buildings that are fiscally and environmentally responsible. Trane combines heating, ventilating and air conditioning (HVAC) expertise with industry tools to optimize the design, construction, operation and maintenance of environmental systems.

It is well known that **Trane** US Inc. is a world leader in HVAC manufacturing and controls but **Trane** also is striving to be the Solutions Partner. We are a single source provider of equipment, installation, training support and maintenance. We do over \$500 million dollars worth of contracting business annually through over 100 district offices, **Trane** vision is “**To be the pre-eminent provider of building comfort and solutions**”. **Trane Performance Agreement for Comfort from Trane** (PACT) brings that Partnering Solution to your TCPN customer.

In today's economy, nearly every organization is challenged to do more with less. Budgets must channel most dollars into activities that impact core objectives. Improvements implemented through PACT can help organizations “find” additional dollars by producing significant long-term savings in energy costs. Money saved here can be re-allocated into activities that more directly related to core objectives. By applying sustainable designs and construction practices, and implementing predictive service and maintenance programs, **Trane** has helped organizations save 10 - 20 percent on utility costs annually for new buildings, and 15 - 30 percent for renovated buildings. PACT brings many solutions such as:

- *Energy and operational savings*
- *Equipment replacement/upgrades*
- *Reduced equipment failure and downtime*
- *Defined Cash Flow*
- *Regulatory adherence*
- *Turnkey project responsibility*
- *Flexibility*
- *Financial options*
- *Guaranteed results*

In addition, Outsourcing, or owning and operating your customers’ facilities can reduce operating costs by eliminating maintenance and repair costs. Capital outlays are eliminated and regulatory compliance is maintained. Even entire HVAC systems can be outsourced.

SCOPE OF SERVICES TO BE PROVIDED

Trane can cover any or all of the following Energy Conservation Measures (ECMs). This list is by no means limited to only these:

Operation & Maintenance

- Automatic controls calibration:
 - Calibrating controls can save anywhere between 5-10% of the energy used to condition the space. Comfort levels are also improved.
- Boiler combustion efficiency checks & calibration:
 - Boiler tuning consists of adjusting the burner for the proper fuel to air mixture and cleaning the heat transfer surfaces if needed. Boilers that have not been tuned annually are prime candidates for this ECM. Boiler efficiency improvements of only a few percent can yield substantial energy cost savings in large boiler plants.
- Clean air cooled condenser coils:
 - Power washing air-cooled condensing units eliminate accumulating dirt, leaves, etc. that can dramatically effect equipment efficiency and performance.
- Clean chiller tubes:
 - Accumulated scale in chiller tubes reduce efficiency and waste energy. Punching tubes annually and water treatment improves the reliability and performance of the chiller and saves energy.
- Clean HVAC coils:
 - Accumulated debris on heating and cooling coil fins reduces efficiency. Dirty coils can restrict airflow causing added load on fan motors and reduce air delivered to space. Additional energy is required to condition the air and move it through the coils. Cleaning coils regularly improves performance of the air handling unit and saves energy.
- Change HVAC filters:
 - Dirty filters reduce efficiency and effect the quality of air being delivered. Dirty filters can restrict airflow causing reduced air delivered to space. On many HVAC systems additional energy is required to move air through the filters. Replacing filters regularly improves the quality of air and saves energy.
- Cooling tower maintenance:
 - The cooling tower should have proper water treatment (described elsewhere) and associated blowdown. Evaporative cooling towers should be cleaned on a regular basis to minimize growth of bacteria. The tower fill and drift eliminators need to be maintained. Check for even flow through distribution system.
- Correct water treatment:
 - Water treatment is required to maintain proper heat transfer, maintain proper flow rates, and protect equipment against corrosion and rapid wear of moving parts. Proper water treatment will prevent against corrosion, scale, and biological growths which lead to the above problems.
- Raise/lower room setpoints:
 - Maintaining a cooler temperature in the winter and a warmer temperature in the summer saves energy. A typical setpoint of 72 deg should be maintained during “winter” occupied periods and 55 deg during “winter” unoccupied periods. A

typical setpoint of 76 deg should be maintained during “summer” occupied periods and 85 deg during “summer” unoccupied periods. Energy is saved by decreasing equipment run times.

- Repair leaking pump and equipment seals:
 - Leaking pump and equipment seals should be repaired to prevent loss of medium, corrosion of equipment and facility, and provide for safer work environment.
- Turn lights off:
 - Turning lights off when an area is not occupied saves energy and prolongs the life of the bulbs and ballasts. Posted signs can assist as a reminder in facilities.

Utility / Rate Conversions/Purchase Options

- Convert to all electric rate:
 - If a facility uses electricity for all of their space heating, lighting, etc., many utilities offer discounted rates due to their ability to even out their demand between the cooling and heating seasons.
- Convert to interruptible electric rate:
 - For facilities that can afford an interruption or curtailment in their normal utility supply, many electric utilities offer attractive rates. The load reduction is either controlled by the utility or facility and usually lasts between 15 and 60 minutes.
- Purchase natural gas at the wellhead:
 - Federal deregulation of the gas industry has given consumers the ability to purchase gas directly from the gas producers or other gas suppliers. In many cases this type of “transportation gas” can be purchased for 10-25% less than that available from the local utility.
- Real time pricing:
 - Many utilities are starting to experiment with programs that will charge the customer according to the utilities actual “real time” cost of generating electricity.

Architectural

- Building Insulation:
 - Insulating a building retards conductive heat transfer. The greater the resistance of conduction, the greater the R-value of a building. Therefore, insulation will improve the overall R-value of a building and conserve energy. This ECM is often not cost effective in an existing building.
- Doors-Replacement:
 - Replace existing doors with new insulated core, low infiltration doors. Replacement doors can apply to standard building entrances and exits and overhead doors.
 - This ECM is often not cost effective in an existing building unless the doors currently need repair.
- Doors-Weather-stripping:
 - This energy conservation measure consists of replacing or installing weather stripping on doors to prevent conditioned air from escaping or outside air from entering the building.
- Roof-Add insulation:
 - Adding insulation to an existing roof can improve the thermal efficiency and decrease heating and cooling costs. In most cases it would probably make

sense to evaluate a totally new roof in lieu of just adding insulation to an existing roof.

- Roof-New:
 - Adding a new well-insulated roof can improve the thermal efficiency and decrease heating and cooling costs. Roof color should also be investigated when specifying a new roofing system. If an existing roof has been leaking the insulation is often damaged and has lost its thermal insulating properties.
- Windows-Replacement:
 - Replacing single pane windows with windows that entrap air increases the building envelope resistance and conserves energy. Common replacement windows include double pane or triple pane windows. High performance glazings are available that consist of two panes of glass with an invisible thin mylar film suspended in between. The three surfaces, combined with the low-e film treatment, enable these windows to obtain R-values which are higher than can be obtained with standard triple glazing, while retaining the relative thinness and lightness of standard double-glazing. High performance windows can be specified with films designed to selectively block invisible solar heat wavelengths, while allowing the transmission of visible wavelengths. This type of project does not normally pay for itself quickly through energy savings.
- Windows-Solar film / shading:
 - Integral window treatments for existing window retrofits are available in the form of reflective films that adhere to the interior or exterior of the existing window surfaces. Some solar films are effective in increasing the R-value of the window and help conserve energy.
- Windows-Storms / overglazing:
 - Adding storm windows or overglazing systems to existing single pane windows produces the thermal advantage of an insulating layer of air and reduced infiltration. Overglazing systems are typically permanently attached to the exterior of the existing window systems.
- Windows-Weather-stripping:
 - This energy conservation measure consists of replacing or installing weather stripping on windows to prevent conditioned air from escaping or outside air from entering the building.

Electrical

- Energy efficient motors:
 - Electric motors use 60 to 70 percent of the electrical energy generated in the US. The standard efficiency motors which have been most commonly used in the past can be replaced with premium efficiency motors to save electrical energy. The actual load on the motor should also be analyzed so that the motor can be properly sized for the application.
- Energy efficient transformers & building power analysis:
 - Buildings with power problems due to harmonics, low or high voltage and voltage surges should have an in-depth building power analysis. Buildings which have had major changes in the electrical distribution and electrical loading should also have detailed power analysis to determine whether transformers are right sized and should be replaced with more efficient types.
- Power factor correction capacitors-building:
 - Utilities usually penalize customers with poor power factors. A common solution is to add power factor correction capacitors on the utility incoming power.

- Power factor correction capacitors-loads:
 - The typical largest contributor to poor power factor is electric motors. Power factor correction capacitors that are installed at the load side of individual motor controls can save reactive power and improve power factor.
- Two speed motors:
 - Two speed motors can be used to replace single speed motors when the equipment that the motor operates has two different levels of loading. This allows the motor to more closely match its load with a resulting electrical efficiency.
- Variable speed drives:
 - Variable speed drives vary the speed of a motor by varying the frequency of the electrical current powering the motor. Motors that power variable loads such as HVAC fans and pumps are good candidates for VSDs as they are typically sized for maximum loads, which rarely if ever occur. These applications can also have the added benefit of reducing heating and cooling loads depending on the configuration and control of the HVAC equipment.

Kitchen

- Conversion of electric booster heaters to natural gas:
 - Conversion of electric kitchen booster heaters to gas fired can be effective depending on availability of gas in the facility and the electrical rate structure. Significant savings can result if the booster heater operation is part of the building peak electrical load
- Conversion of hoods & makeup air systems to efficient types:
 - Building codes mandate a significant amount of dedicated exhaust from kitchen cooking areas. The methods by which the exhaust makeup air is conditioned and delivered can have potential for optimization. The most efficient kitchen makeup air systems just partially preheat the makeup air and introduce it directly at the exhaust hood.
- Coolers-Add strip curtains:
 - Adding flexible strip curtains help minimize losses when cooler and refrigerator doors are open.

Lighting

- Conversion of fluorescent fixtures:
 - Conversion of fluorescent fixtures to T-8 lamps and energy efficient ballasts is a very effective way to reduce energy consumption. Each new T-8 lamp requires 12-20% less electricity than the standard lamp it replaces and improves color rendition. Replacing standard ballast with energy efficient ballasts can save anywhere between 10-40%. The various types of energy efficient ballasts commercially available include:
 - ✓ Energy Efficient Magnetic (Core/ Coil) Ballasts
 - ✓ Hybrid (Cathode Disconnect) Ballasts
 - ✓ Partial Output Electronic Ballasts
 - ✓ Full Output Electronic Ballasts
 - ✓ Conversion of incandescent fixtures:
 - ✓ Incandescent lamps can be replaced by compact fluorescent lamps and compact halogen lamps
 - ✓ Conversion of mercury vapor fixtures

- ✓ Mercury vapor lighting should be replaced with more efficient HID sources such as metal halide.
- ✓ Delamping with reflector installation:
- ✓ Areas that have higher than recommended light levels can benefit from delamping (in conjunction with conversion to T-8 lamps and energy efficient ballasts). Specular reflectors can improve fixture light output and provide for repositioning of remaining lamps.
- Dimming control:
 - Fluorescent dimming systems are becoming more competitively priced and are providing for more control options. Dimming ballasts are available which provide for a variety of automatic and manual control options.
- Occupancy sensor control:
 - Ultrasonic, infrared , or combination sensors are available to determine occupancy and turn on/off lights accordingly. Energy savings can be significant but often difficult to calculate due to the unpredictability of area occupancies. Occupancy sensors are frequently used to control lighting in washrooms, offices and conference rooms.
- HID Dimming Control:
 - Dimming systems are available as retrofit kits for existing HID lighting. The systems dim the lights in concert with occupying sensing devices.

Plumbing

- Low flow faucet aerators:
 - Low flow controls are available for faucets to limit the maximum water flow. New American Standard Faucets are available with 2.2 GPM aerators. In addition American Standard has .5 GPM and 1.5 GPM flow controls that fit various faucets.
- Low flow fixtures:
 - A typical toilet with a gravity tank consumes 5 GPF (gallons per flush). The National Energy Policy Act calls for 1.6 GPF as a maximum for new toilets. American Standard has both 1.6 & 3.5 GPF model toilets available. American Standard also has .5 & 1.0 GPF urinals available.
- Low flow shower heads:
 - A typical showerhead consumes about 3-5 GPM during the typical shower. The National Energy Policy Act calls for 2.5 GPM as a maximum flow for new showerheads. Models are available in the 1.5-2 GPM range. Care must be taken in facilities that have hard water and no water treatment to prevent plugging of the low flow devices.
- Preheat domestic hot water:
 - Various sources of excess heat can be used to preheat domestic hot water, especially the makeup which is typically city or well water at fairly cool temperatures. Typical sources of excess waste heat are refrigeration compressors, boiler blowdown, chiller condensers, heat pump loops, etc.
- Proximity sensor control on fixtures:
 - Use of proximity controls on lavatories, urinals and toilets can provide for automatic and economical operation.

HVAC-Controls

- Boiler/hot water converter optimization:

- These control strategies conserve energy in several ways. Boiler and pump operation are disabled based upon building system needs, whether building is occupied and outdoor air temperature. Resetting of converter water temperature and boiler supply water is based on the outdoor air temperature and building occupancy.
- Chiller optimization (reset & sequencing)
 - A chiller plant automation system provides the building operator with the tools necessary to balance the needs of building comfort/process requirements and the desire to lower operating and maintenance costs. The most common features provided by a chiller plant automation system are described in the following paragraphs.
 - Enabling chiller system operation is typically based on time of day schedules, operator override requests, cooling requests from space requirements, cooling requests from other equipment (air handler or process machinery) or another control system. This assures that the chiller plant is operating only when required.
 - System load monitoring to determine the amount of chilled water required is typically calculated using system supply and return water temperatures, chiller loads or system chilled water flows. Other methods should be supported with the use of custom programming. Load monitoring assures that only the chillers required to maintain the load are operating.
 - Chiller rotation is provided by automatic (day of week) and operator request. Chiller rotation allows the operator to set up a method to equalize the run-time on all chillers. In addition, chiller rotation can be initiated by base, peak and swing chiller designation for optimum use of specific chiller system design and operating characteristics.
 - Chilled water reset can be based on ambient conditions, system loads or temperatures, or directly on air handling loads to save energy and see that space comfort is maintained. The chiller plant automation system typically controls individual chiller set points to ensure desired system chilled water temperatures are achieved.
- Cooling tower optimization:
 - Energy is saved by continuous monitoring of condenser water temperature assuring that only the cooling tower fans needed to meet setpoint are operating. Cooling tower rotation is provided by automatic (day of week) and operator request. Cooling tower rotation allows the operator to set up a method to equalize the run-time on all cooling towers. In addition, cooling tower rotation can be initiated by base, peak and swing cooling tower designation for optimum use of specific cooling tower system design and operating characteristics. The setpoint of the condenser water control will be reset to provide for the optimum combination of cooling tower fan and chiller energy consumption.
- Direct digital controls:
 - Direct digital controls can save energy by providing more accurate control of temperature and humidity. However, direct digital control can sometimes result in increased energy consumption depending on the condition of the system under consideration. Generally, DDC saves energy and operating costs by flexible equipment scheduling. Decreased equipment run times also reduce repair costs and prolong equipment life. DDC are less costly to maintain therefore decrease operating costs.
- Electrical demand limiting:

- Many times, the demand charge from utility companies can make up half the total monthly bill. Electrical demand costs can be reduced by metering kW consumption and during peak demand, turning off, disabling equipment or sequencing equipment as to not go above a specified demand. The purpose of duty cycling is to avoid setting unnecessary electrical demand peaks caused by synchronized equipment “on” times. This control strategy is particularly appropriate for HVAC systems with greater heating or cooling capacity than is needed to meet load conditions.
- For example, duty cycling can be used to stagger start-up of electric heating coils in the terminal units of VAV systems — particularly during morning warm-up. By preventing the coils from energizing simultaneously, the electrical demand peak can be reduced. This control strategy requires a good understanding of the building and business as to not disrupt facility operation.
- Lowering of static pressure control points to lowest allowable levels:
 - This control strategy saves energy by decreasing the load on the fan. In addition, less energy is needed to condition lower volumes of air.
- Mixed air dampers-dry bulb economizer control :
 - An airside economizer cycle can lower utility costs by using outside air to help satisfy the building cooling load. When ambient conditions are such that the outside air will provide natural cooling, the economizer introduces this air directly into the building. This method of economizer is based on outside air temperature and return air temperature.
- Mixed air dampers-enthalpy control:
 - An airside economizer cycle can lower utility costs by using outside air to help satisfy the building cooling load. When ambient conditions are such that the outside air will provide natural cooling, the economizer introduces this air directly into the building. This method of economizer is common in humid climates and is based on comparison of outside air temperature and humidity and return air temperature and humidity.
- Night purge:
 - Unoccupied ventilation not only enhances the quality of the indoor environment by purging many indoor contaminants from the building, but also offers a means of reducing utility costs by exploiting the thermal capacity of the building. That is, the building’s thermal capacity makes it possible to use cool outside air brought into the building during unoccupied hours to offset the cooling load that develops at the beginning of each occupied period — analogous to a Thermos bottle.
- Night (unoccupied) setback:
 - This control strategy saves energy by controlling equipment for a cooler temperature in the winter and a warmer temperature in the summer. A typical setpoint may be set at 15 deg lower during unoccupied “winter” times and 15 deg higher during unoccupied “summer” times. Energy is saved by decreasing equipment run times.
- Occupancy sensor control:
 - A motion/sound device can be used to detect when a zone is occupied and activate the HVAC system to control for occupancy. Although difficult to quantify, significant energy can be saved during unpredictable unoccupied times
- Optimal start/stop & ventilation delay:
 - This control strategy save energy by calculating the optimal time before occupancy the fan systems must turn on to meet temperature setpoint. Building heat transfer rate is continually measured to account for outside temperate variations.

- Outdoor air reduction:
 - Bringing in excess outside air due to damper leakage, incorrectly setup controls or uncalibrated controls costs money to condition. ASHRAE guidelines should be followed when considering outside air intake.
 - Sequencing of heating, mixed air dampers, and cooling controlled devices
 - Sequencing of heating coil valves, mixed air control dampers, and cooling coil controls will save energy by eliminating simultaneous heating and cooling which results when there is overlap of pneumatic spring ranges, transducer setpoints, control sequences, etc.
- Occupied-unoccupied (time of day) control:
 - This energy saver is second only to lighting in potential for savings. It conserves fan power, minimizes ventilation heating and cooling and reduces heat gains and losses through exterior surfaces. Being able to control equipment for unoccupied times allows temperatures to be setup or setback, outside air can be eliminated or greatly reduced, and fans can be shut off or put in an automatic mode to cycle when needed.
- Supply air reset:
 - Good candidates for this energy saving retrofits are constant volume fan systems that have constant discharge air temperature settings at the cooling coil or at the cold and hot decks. Reducing simultaneous heating and cooling can be accomplished by resetting discharge air setpoint on chilled water coils to the highest possible setting and on hot water coils to the lowest possible setting. In terminal reheat systems where air is first cooled to 55 deg and then terminally heated up to meet zone setpoint, chilled water coil setpoint can be increased in accordance with the maximum cooling requirement of any zone.
- Variable speed drive control (VAV, variable pumping):
 - Converting a constant volume fan to variable air volume saves both fan energy and heating and cooling energy by the ability to vary fan flow rates according to occupancy or cooling loads. Methods of varying fan flow rates include discharge dampers, inlet guide vanes, variable speed motors and controlled pitch fans. The most efficient and accurate method of varying fan flow rates is by varying the fan speed through a variable speed drive.

HVAC-Chiller Plant

- Change cooling tower nozzles:
 - Certain cooling towers may not have good water distribution over the fill media. If the cooling tower has a rectangular shape but the nozzles produce a circular pattern, they should be retrofitted to nozzles which will produce a square/rectangular pattern.
- Condenser heat recovery:
 - The double-bundle method of condenser heat recovery can be used in chiller applications to minimize the amount of energy consumed for heating. With this equipment option, "waste" heat normally rejected to the cooling tower from the chiller's cooling condenser bundle is captured and used to heat — or preheat — water for HVAC, domestic or process operations.
- Evaporative pre-cooling:
 - This retrofit is a complete water evaporator device designed to install directly to the condenser coil inlet of air-cooled air conditioning and refrigeration units. The pre-cooled air causes a more efficient heat exchange between the coil and outside air, due to a larger difference in temperature.

- Ozone tower water treatment:
 - Ozone water treatment provides a non-chemical means for proven effective control of scale, corrosion, and biological growth in cooling water systems. Use of ozone eliminates the need to purchase and handle chemicals resulting in a more environmental friendly approach to chemical treatment.
- Tower free cooling:
 - One method for reducing water chiller energy consumption is to add free cooling — in this instance, through the addition of a heat exchanger (e.g., plate-and-frame waterside economizer) that precools the chilled water before it enters the evaporator.
 - When the ambient wet bulb temperature is low enough, the heat exchanger allows the transfer of heat from the return chilled water to the water returning from the cooling tower. Lowering the temperature of the water entering the evaporator reduces both chiller loading and energy consumption.
- Replacement chiller with increased efficiency:
 - Replacing inefficient chillers with new ones can in some cases double the efficiency. Where chillers are oversized, replacement will save energy and improve performance. CFC issues are also a source of operational savings when a chiller using phase out refrigerant is replaced.
- Replacing inefficient chillers/systems with Geothermal Heat Pump Systems:
 - The high efficiencies of GeoExchange systems allow commercial users to save up to 70 percent in operating costs compared to electric resistance heating, up to 50 percent over air-source heat pumps, and up to 45 percent over fossil-fuel furnaces.
- Thermal storage:
 - Incorporating ice storage into an HVAC system design can reduce the energy costs associated with building cooling by shifting the time of equipment operation from high-cost to low-cost periods. This practice is typically only economically feasible where proper incentives — either in the form of rate structures or rebates — are available from the utility company.
- Variable speed pumping (secondary)-decoupled chiller:
 - Using a hydraulically decoupled piping arrangement with parallel-piped chillers eliminates the control difficulties caused by the variable relationship between chiller and system flow rates. The decoupled piping system provides constant water flow through the chillers while they are operating, and permits variable flow on the distribution side of the system.
 - Of these methods, the variable-speed drive controlled by a differential pressure transducer is the most energy efficient. Since the number of chillers operating at any one time is governed simply by noting the direction and amount of flow through the bypass line, decoupled systems can greatly simplify control of large chiller plants. In addition, decoupled system staging of pump/chiller pairs and distribution pump modulation provide a very energy-efficient sequence of operation.
- Variable speed drive on cooling tower fan:
 - This method of control conserves energy by being able to match fan speed with what is required to meet setpoint. For instance, decreasing the amount of kW consumed during reduced load conditions by varying the speed of the cooling tower fan motor, save energy.

HVAC-Heating Plant

- Conversion to dual fuel burners:
 - If the gas utility has a interruptible gas rate, consider installing a dual fuel burner with a alternate fuel for backup to take advantage of the cheaper interruptible rate.
- Install flue dampers:
 - Automatic flue dampers that open and close with boiler operation help keep hot air and residual heat within a boiler after the burner has shut down.
- Install turbulators:
 - Boiler turbulators are properly sized metal baffles which are inserted directly into the firetube of a boiler. The turbulators break up the inner core of hot gases and causes them to make contact with the flue walls. This results in more heat from the gases being absorbed by the flue walls where it is transferred to the surrounding steam or hot water. Less heat is wasted up the boiler stack but the application should be studied to prevent the stack temperature from getting too low.
- Lower steam pressure:
 - The operating steam pressure is often raised on low pressure boilers to compensate for malfunctioning steam traps and other building problems. The steam pressure should be set at the lowest level once the problems have been addressed.
 - Higher pressure steam systems should be analyzed to determine whether the delivery pressure is higher than required for the connected loads. Lower steam pressures result in lower boiler internal and stack temperature requirements, less heat loss from cooler steam pipes, and less steam leaks associated with lower pressures.
- Radiator Valves:
 - Radiators and other heating terminal units that have manual valves usually result in overheated spaces. The occupants often counter the overheating by opening the windows. Self contained thermostatic valves provide for automatic control of the radiator based on the temperature at the valve's sensor.
- Repair vacuum pumps:
 - Vacuum pumps are often damaged due to malfunctioning steam traps. Once all steam traps have been repaired, the vacuum pump should be put back in service and the steam pressure reduced to proper levels.
- Repair/replace steam traps:
 - Replacing faulty traps and an ongoing maintenance program can yield substantial energy savings. Steam traps are used in a distribution system to prevent the flow of steam beyond the point of use. When steam is present, the trap valve closes and when condensate is present, the trap valve opens allowing the condensate to return to the boiler. Steam traps are effective only if they are correctly sized and properly maintained.
- Replacement burners with increased efficiency:
 - Boiler burners should be evaluated and replaced with higher efficiency units. The burner efficiency at both partial and full loads should be considered.
- Trim control:
 - The efficient combustion of fuel in a boiler requires a optimum air/fuel ratio, providing for a percentage of total air sufficient to insure complete combustion of the fuel without over diluting the mixture and thereby lowering the boiler-burner efficiency. Optimum combustion efficiency varies continuously with changing

- loads and stack draft and can be closely approached only through analysis of flue gases with resultant control of the amount of excess air in the boiler.
- Variable speed pumping (secondary):
 - Using a hydraulically decoupled piping arrangement with parallel-piped boilers eliminates the control difficulties caused by the variable relationship between boiler and system flow rates. The decoupled piping system provides constant water flow through the boilers while they are operating, and permits variable flow on the distribution side of the system.
 - Of these methods, the variable-speed drive controlled by a differential pressure transducer is the most energy efficient.

HVAC-Systems

- Ceiling fans:
 - Ceiling propeller fans have a good application in areas with higher ceilings and the source of heat delivered at a high level (typical in some gymnasiums). Operation of the ceiling fan during heating periods helps limit the amount of stratification between the floor and ceiling level. Care should be taken in facilities with extremely high ceilings as the highest areas can actually be cooler depending on the configuration and distribution system.
- Conversion of inefficient terminal devices (bypass dump boxes and constant volume reheat boxes):
 - Inefficient constant volume terminal units should be converted to variable volume types with conversion of the supply unit also. Conversion of the terminal unit will provide for the air flow to be proportional to the requirements of the zone and eliminate mixing or reheating of air streams.
 - Conversion of inefficient HVAC systems to VAV (multizone, induction, dual duct, large area single zone, and constant volume reheat)
 - In terms of energy consumption, constant volume systems are costly: the fans operate continuously, delivering design airflow at part-load, as well as full-load, conditions. Comfort is maintained by modulating air temperature rather than the amount of air delivered. Air is often overcooled only to be reheated or mixed with a warm air stream.
 - Converting these types of systems to VAV will reduce fan energy consumption and will minimize reheating and mixing costs.
 - As an alternative for some constant volume systems (i.e., those with many small fans rather than a few large ones), fan cycling can provide one of the economic benefits of a VAV system — that of reducing energy consumption/ costs by moving less air. It may be particularly desirable to reduce fan energy consumption in existing constant volume systems that move more air than is necessary.
- Conversions to allow isolation of building areas with varying occupancies:
 - HVAC systems which serve multiple areas that have varying occupancies should be evaluated to see if the unoccupied zones can be isolated through dampers or other means. When the unoccupied area is closed off from the system, fan and heating/cooling load is reduced.
- Duct and pipe insulation:
 - Insulating ducts and pipes that run through air conditioned spaces or plenums is particularly important due to the extra energy wasted. Insulating pipes, ductwork, and tanks in non-conditioned environments also saves heating and cooling energy.

- Energy efficient belts:
 - Most HVAC equipment with belt drives use a standard V-belt. The efficiency of V-belts is high but they still experience losses. A cogged V-belt is a direct replacement for a conventional V-belt and can provide greater efficiency, cooler operation, and increased life.
- Exhaust air heat recovery:
 - The purpose of an exhaust air heat recovery system is to reduce energy consumption by capturing the energy that would normally be lost to the exhaust airstream. Coil-to-coil exhaust air heat recovery can be applied either to the primary supply air system or to independent processes such as laboratory exhaust hoods. Its operation typically offers efficiencies ranging from 50 to 60 percent for both sensible and latent heat recovery.
 - During “winter” operation, heat extracted from the exhaust airstream is used to raise the temperature of incoming outside air. Preliminary warming of the outside air reduces the heating load placed on the HVAC equipment and, in turn, reduces energy consumption. Summer operation is just the reverse of the winter cycle; that is, the temperature of the incoming airstream is reduced as heat (both latent and sensible) is rejected to the cooler, dryer exhaust airstream. Again, lowering the incoming air temperature reduces the cooling load — and energy consumption — of the HVAC equipment.
- Indoor air quality analysis:
 - An indoor air quality study can uncover potential problems before they become catastrophic and expensive. Therefore, identifying problems early can actually reduce risk and save costs. However, if a study reveals that ventilation rates are not adequate, additional fresh air may need to be brought in and conditioned. Indoor air quality studies can also uncover mechanical repairs and maintenance issues that are effecting the quality of air being delivered. In some cases, IAQ improvement measures actually require more energy yet improve occupant comfort and reduces risk.
- Repair or replace leaking control valves (especially steam):
 - Fixing valve leaks saves energy and improves system performance by eliminating additional energy required to condition overheated air. Improved comfort results from better control.
- Replace worn sheaves:
 - Replacing worn belt drive sheaves saves energy due to decreased friction and will improve belt performance.
- Reseal or replace leaking control dampers:
 - Bringing in unconditioned air due to control damper leakage results in wasted energy. Resealing or replacing control dampers optimizes the system performance and saves energy.

Process

- Air compressor optimization:
 - Compressed air is the most expensive central plant utility. The cost of a 1/8” compressed air leak can be \$1400 a year. The air compressor operation can be optimized through efficient sequencing in multi compressor facilities. Variable speed drives can be used to provide for capacity control of certain compressors that have less than full output requirements. Existing air compressors can be replaced with more efficient models and conversion to from electrical to gas drives may be an option depending on available rebates.

- Repair compressed air leaks and lower delivery pressures:
 - The plant air pressure may have been raised to compensate for air leaks. Compressed air leaks should be identified and repaired using ultrasonic or other leak detection measures. The system air pressure may then be able to be lowered but sufficient pressure needs to be maintained to handle peak loads and a adequate safety margin.
- Process enhancements:
 - Many industrial facilities have process experts on staff. They may have current ideas on how to improve their process but have been constrained from implementing these by lack of capital funding. Utilize the owner's staff experts or a consultant / industry expert familiar with the process to identify and design efficiency improvements.

Miscellaneous

- Cogeneration:
 - Cogeneration systems are used to reduce overall energy costs by generating electricity on the building site and capturing the waste heat produced by the engine. Since the cost of the locally generated electricity, alone, is often higher than that provided by the utility, the system's economic advantage is derived from appropriate use of the waste heat.
 - Commonly, waste heat produced in a cogeneration system is used to satisfy hot water loads, whether domestic or process-related. Alternatively, it can serve as a heat source for maintaining proper space conditions during the heating season.
 - Where appropriate, the full economic potential of waste heat can be exploited with an absorption chiller that provides chilled water for comfort or process cooling applications.
- Pool blankets:
 - Pool blankets provide savings in several areas. A pool blanket will stop water evaporation and allow the pool facility to dry out during unoccupied periods. This greatly reduces the ventilation requirements of the space and the corresponding treatment of the ventilation air. A critical success factor is the ability of the owner's staff to enforce use of the cover.
- Pool chemical conversion:
 - The pool water chemical treatment system can be converted to less corrosive alternatives which utilize bromine instead of chlorine (in conjunction with ozone treatment) and carbon dioxide instead of muratic acid. The most important savings result from less corrosion damage to the pool facility and mechanical / electrical systems.
- Variable speed domestic water pump control (eliminate discharge valve):
 - Taller buildings often require a set of booster pumps to maintain domestic water pressure on the upper floors. The pumps are sized to provide for a safety factor and the lowest possible city water pressure. The systems often utilize pressure controls to determine pump operation. Use of variable speed drives will allow for precise control of upper floor water pressure during variations in the entering building pressure. The VSD will also allow for savings of electrical energy.
- Variable speed pool water pumping (eliminate discharge valve):
 - Swimming pools have to comply with codes which regulate the amount of water changes per day. Most pumps are sized to provide for the appropriate number of changes. In some cases the pump may be oversized and there will be a discharge valve or balancing valve to regulate the water flow. In these cases the

valve should be eliminated and a variable speed drive installed to provide for the required flow.

In providing the services to the client, Trane follows a Comprehensive Solutions Process as shown in The Appendix.

Preliminary Study:

Critical to designing the right HVAC system is the initial analysis that ensures a basis for system and equipment combinations and how they will perform together. The basic steps during the analysis phase are to 1) Develop the design criteria and determine relative importance of each; 2) Determine potential HVAC alternatives; 3) Performance modeling and comparisons. Key elements to this analysis are weather information, building type/usage, system integration, equipment, utilities, and life-cycle equipment costs. Each of these components will factor into various reports (Design, Systems, Energy, Economics) which are utilized for design comparisons.

Trane is about much more than heating and cooling. Using a systematic approach, Trane examines all forms of energy consumption in new and existing facilities to create high performance buildings: HVAC, mechanical, plumbing, lighting and more. We take into consideration not only the type of systems we offer ourselves, but those offered by other suppliers as well. To maximize the environmental improvements and cost benefits, all of these key systems must be considered starting at the beginning of the planning process.

The first step is a thorough analysis of the organization's buildings. A comprehensive preliminary study may be conducted to help the customer's leadership teams identify and prioritize opportunities to improve key outcomes and reduce cost. A development study may then be conducted to analyze the technical opportunities. The resulting data guides the Trane proposal for improvements. Trane advisors devise a unique plan—substantiated by predictive modeling—to optimize conditions within the various building spaces.

During a preliminary audit by Trane, the goal is to understand the opportunities that exist for the organization to improve building performance based on the organizational goals as well as infrastructure needs. We search for potential areas of improvement that can lead to cost savings and improved environmental conditions. During the preliminary study, Trane conducts an initial energy performance analysis of each building and its operating costs, in which we learn about:

- Current cost of operation
- Current building utilization vs. original design intent
- Infrastructure issues
- Financial evaluation criteria

After gathering this information, Trane conducts a preliminary analysis of the operation and usage of the buildings. Each facility is reviewed for its use of electricity, gas, water and other utilities. We identify any unusual trends in consumption, demand, cost or rates and compare current usage with data from other facilities that are similar in size, purpose and location. The objective of this study is to identify areas where Trane can implement improvements that will yield the greatest benefits.

A lifecycle cost analysis enables the organization to make fact-based decisions regarding which steps to implement first—and which to save for later—to initiate a sustainable and scalable improvement plan that, moving forward, is wholly or substantially self funding. Finally, the plan is implemented by [Trane](#) professionals.

Throughout the entire process, [Trane](#) works in concert with the organization to deliver solutions that align with its goals and objectives.

[Team Approach](#)

[Trane](#) assembles teams of professionals with specialized expertise for Turnkey Contracting Services projects. Teams blend the deep engineering resources of [Trane](#) with local expertise delivered through field offices and pre-qualified subcontractors.

[Subcontract Management](#)

[Trane](#) methodically selects experienced subcontractors. Following selection, [Trane](#) monitors their performance and maintains project controls to ensure sub-contractors adhere to the same high standards as we do. Weekly progress reviews promote timely, safe, high-quality and cost-effective project execution.

[Environmental, Health and Safety](#)

[Trane](#) employees and our on-site contractors are responsible for integrating sound Environmental, Health and Safety (EHS) practices into their everyday activities, and for acting in a manner that is protective of the environment and human health and safety. We comply with or exceed requirements of global, national, state and local statutes, regulations and standards.

[Responsible Contractor Selection](#)

[Trane](#) maintains a vibrant and diverse business community, based on subcontractor relationships with minority-owned Small Business Enterprises (SBEs), Historically Underutilized Business Zone Small Businesses (HZSBs), Small Disadvantaged Businesses (SDBs), Women-Owned Small Businesses (WOSBs), Veteran-Owned Small Businesses (VOSBs) and Service Disabled Veteran-Owned Small Businesses (SDVOSBs).

During a preliminary audit by [Trane](#), the goal is to understand the opportunities that exist for your organization to improve building performance based on your organizational goals as well as your infrastructure needs. We search for potential areas of improvement that can lead to cost savings and improved environmental conditions. During the preliminary study, [Trane](#) conducts an initial energy performance analysis of each building and its operating costs, in which we learn about:

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purpose and location. The objective of this study is to identify areas where Trane can implement improvements that will yield the greatest benefits.

A collaborative approach

Every Turnkey Contracting Services project begins with an in-depth conversation. We take time to understand the mission-level goals of your organization. Struggling to reduce overall operational costs? A broad upgrade of all buildings may help achieve that objective. How Trane proceeds depends on the overall financial, operational and performance outlook of your organization.

Site review

Trane technical representatives will study building plans and walk through your buildings. Age, structure and future use of individual buildings are identified, as well as potential cost savings and areas of risk. Serving in a consultative role, Trane will share everything we learn from this research with you, and the information will be used in calculating preliminary savings estimates. The resulting project plan will recommend ways to make necessary capital improvements, based on your financial evaluation criteria and leveraging potential energy and operational savings.

Our specific recommendations will clearly demonstrate opportunities to improve building performance and reduce costs. At Trane, the objective is to become the advisor in all matters relating to advanced energy efficiency and financially sound infrastructure management.

Turnkey analysis

Trane examines all forms of energy consumption in existing buildings: heating, ventilating and air conditioning (HVAC), mechanical, plumbing, lighting and more. We take into consideration not only the type of systems we offer ourselves, but those offered by other suppliers, as well. To maximize both the environmental and cost benefits, all of these key systems must be considered together, starting at the beginning of the planning process.

Performance auditing

The next step is to conduct a thorough audit of each building to establish baselines, determine project scope and forecast results. As part of the audit, Trane compares the current performance of your buildings against a large industry database of similar facilities using a proprietary analysis tool called TRACE™ 700.

The preliminary audit process provides practical information that supports the decision process. For example, all models are calibrated to your actual, current utility rates. Analysis is dynamic, meaning Trane can evaluate the many interrelated effects of complex building upgrade projects.

Phase 1: Project Definition

Audit Team formation and objectives definition

Representatives from Trane and the customer's organization come together to conduct the preliminary opportunity analysis. Generally, team members from the organization represent the interests of operations or facilities management and finance. This joint team is charged with establishing the desired goals and outcomes of the projects. Team

members work together to collect baseline information and define the contract's technical and financial objectives.

Preliminary Audit

A preliminary audit allows the team to determine potential cost savings related to energy, water, and wastewater use, as well as overall building systems operations and maintenance. The audit studies energy use, comfort requirements, environmental performance and operating efficiency. This initial study defines the savings potential of the project, and provides an estimate of the costs to undertake recommended savings measures. The information developed during this initial phase should provide enough data for us to make an informed decision together regarding which energy conservation measures (ECMs) should be researched further in more advanced audit phases.

Preliminary Project Verification

The initial phase of project development involves frequent team meetings and communications to accurately define and confirm the project's scope and direction. Team members from [Trane](#) will seek verification and agreement in key areas: general direction and goals of the project; the scope of Energy Conservation Measures (ECMs) and savings strategies; baseline utility and operating cost profiles and the funding and financial approach.

Preliminary Report/Proposal

Based on the audit findings, [Trane](#) prepares practical documentation describing the proposed deliverables. The preliminary project proposal documentation is provided in hard copy or electronic form.

Detailed Study:

Once [Trane](#) receives a letter of commitment from the customer organization, the Development Study and analysis begin. Working with the organization, [Trane](#) uses the TRACE™ 700 and Energy Analyzer™ programs to create complete building surveys and analysis, and then delivers the final turnkey project proposal.

A primary focus for [Trane](#) team members will be to investigate retrofit options.

Information analyzed in this phase includes:

- Data loggers and meters for historical analysis and energy consumption modeling
- Hours of operation to verify when building equipment is actually running
- Lighting systems, including quantities, wattages and lighting system types
- Building occupancy statistics to determine actual rather than theoretical usage
- Operation and maintenance needs for all building equipment, including controls
- Utility bills for identifying trends in resource consumption
- Occupant surveys regarding the facilities and indoor environments

The joint team brings together all the information that has been gathered and begins to evaluate and design new energy conservation measures (ECMs) and related work. Team objectives during this stage include validating and expanding on the preliminary survey scope, developing designs, and gathering detailed building and equipment information.

Consulting Engineer

In the Development Study phase, **Trane** may bring in a third-party consulting engineer, registered to provide independent professional engineering services, and licensed in the state where the building is located. Working with a third-party engineer is common practice, and **Trane** believes it can serve the customer's best interest. As an outside expert, the engineer provides independent validation of the design work during the preliminary phase, and confirms the accuracy of the savings measures and estimates identified. Studies will generally include a detailed building survey, utility bill analysis, energy use analysis, report generation and technical site analysis.

It will be extremely important that the project team work closely with the customer's staff throughout the entire duration of the project. The key to successful implementation of a design/build project is to understand your customer's expectations. The **Trane** Team has combined the local knowledge with the information provided in these work products, and has developed an excellent understanding of what the customer expects for their project. Our team has delivered several design-build projects with all the requirements and objectives identified by your customer, and can deliver the same quality result for any project.

The **Trane** Team knows from experience that to maximize project value to the customer we must meet our customer's "unstated expectations", as well as the stated ones. In the design-build process, the full extent of the project is not fully defined at the proposal stage. The design-build team must work closely with our customer managers, engineers and operations staff to gain an understanding of these "unstated expectations" and to ensure that they are incorporated in the project. This requires a high degree of communication with our customer. We know that our customer desires a high level of quality in a project and wants assurances that it will be provided. We feel that our approach to this project will provide our customer with the assurances that their expectations for their project will be addressed to your satisfaction. We have been successful in delivering design/build projects to satisfied clients for hundreds of projects and feel that our approach detailed herein is proven and will be an asset to the customer as a project moves forward to the final stages of implementation. To more fully explain our approach, we have prepared the following discussion:

A common thread throughout the management approach we use is integration and open communication and the need for teamwork. A lot of attention has been paid recently to the use of "Partnering" on projects to create this teamwork. On some projects this has taken the form of very formal programs to conduct workshops and follow-up sessions throughout the course of the project, while on others, this has been more of an informal process. Regardless of what approach is taken, it always comes down to the extreme importance of developing a team that can communicate effectively and work together for the common good of the project. This "team" must include the customer's project staff, the regulatory agencies, the members of The **Trane** Team, plus major subcontractors and suppliers.

With our customer's concurrence, we propose to use an informal partnering program to develop the teamwork necessary to support the success of a project. As you review the following management approach discussion, keep in mind that we will be developing this extended team to work together to meet their expectations for a project.

The successful implementation of a design build project requires the involvement of an experienced team of design and construction professionals. The [Trane](#) Team is staffed with an integrated team of engineers and construction managers with a tremendous depth of HVAC system design-build experience. The key components of our management of the construction and the overall project are provided in the remainder of this section.

The [Trane](#) Team recognizes the initial phases of a design-build project require careful planning to ensure the project scope, schedule and cost are clearly understood by everyone involved. Our customer will be fully involved in this effort to finalize the project's quality, budget and schedule objectives. Flexibility in both design and construction is required to encourage creativity, ingenuity and the best total value for our customer. The planning starting point for our management team is the project's preliminary design and a detailed CPM schedule and budget for all elements of the design, procurement, and construction work. These tools provide the guidance the team will need to review project requirements and simultaneously design and construct the new facilities.

The CPM schedule will integrate design/ permitting /procurement / construction activities that will start with the preliminary and final design milestones and end with project start-up and your customer's staff training. The schedule will include interface points with the customer. The result of the team's efforts on the projects, schedule, budget and requirements analysis, plus information received from equipment suppliers and input from the subcontractors, forms the basis of the design-build project plan.

We understand the customer's desire to complete the project as quickly as possible. To accomplish this objective, an effective schedule tracking and reporting system is critical. We propose to use SureTrak scheduling software to schedule all project work activities. The [Trane](#) Team has been successfully scheduling and executing projects using this tool and believes it to be the right software for any project.

As previously discussed, an integrated engineering, procurement, construction, testing, and startup schedule that identifies the most efficient method for meeting the schedule requirements for a job will be developed. The project will start with a milestone schedule that will quickly evolve into a schedule that contains detailed design, permitting procurement and submittal information. As design progresses the details of the construction plan will be expanded so that all construction activities are included.

Project Controls Staff will track progress against the project schedule and budget and will advise the key managers of the status of the project versus the project plan. The Project Director and key direct reports will meet weekly to review status and make adjustments as needed to follow the project plan. The customer will be routinely advised of the status of the project.

The [Trane](#) Team believes strongly in bi-weekly project progress meetings with your customer for the purpose of coordination and general project review. We feel this is the best way to keep project communications active and expedite progress on a design-build project. For each meeting an agenda will be prepared by the project team to cover overall project issues such as schedule, cost, general issues, coordination, etc. as well as detailed design and construction issues. Presentations will be made to the group and input requested as appropriate. If your customer's representatives can give direction,

then work activities will proceed accordingly. If direction at a higher level is needed, a target date will be set and assignments made for seeking and acquiring that input in such a way that the project schedule can be maintained.

The agenda for these meetings will be issued in advance so that the customer will know what issues are to be discussed and can arrange for the appropriate customer's staff to attend. The necessary key design and construction team members will be present at these meetings.

The review meetings will be one of the forums used to distribute information to your customer for review. A schedule report will be prepared and distributed at each scheduled meeting. The report will include an overview of activities completed during the previous period and activities forecasted for the upcoming period. Critical items that need the immediate attention of one or more of the project participants including your customer or [Trane](#) will be identified and discussed to determine the appropriate plan of action.

On a monthly basis a project progress report will be generated that includes the following information:

- Current month's progress
- Next month's planned activities
- Equipment procurement status
- Schedule status
- Cash flow projections
- Issues requiring resolution

As noted above, the monthly progress report will contain a separate section dedicated to the project schedule. The schedule will identify the status of critical activities throughout the design, equipment procurement, construction and startup phases. Project schedule updates will be provided at all progress meetings and more frequent updates will be provided to the customer if required.

The format of the monthly report will be discussed in advance with the customer to ensure information is presented in a manner that is consistent with their expectations. Detailed discussions of each category identified above will allow the customer to better understand the status of all phases of the project.

In addition to progress review meetings and reports, project communications for our project team will be expedited through the use of electronic mail. Computers with modems will be located at our field office, and at the major subcontractors' and suppliers' offices to allow electronic communication with all of [Trane](#) Team resources, and with your customer's staff. These electronic links will be the most critical element in the transfer of information between the team members.

Information will be routinely distributed to the all team members, including updated schedules, cost reports, engineering status reports, equipment status reports, construction status reports, and progress reports.

One of the greatest strengths of the [Trane](#) Team is in the area of cost control and reporting. Because we have been providing design-build services to school and

municipal clients for over 35 years, your customer will be the beneficiary of the experience that has been developed on these past projects.

Through cost engineering, we will provide the systems and tools needed to deliver a project within budget. A cost trend system will be initiated after notice to proceed. A trend occurs when there is a significant deviation from the “trend base” that effects engineering and/or the construction bid budget or schedule. The trend system will be used to identify, evaluate, and resolve changes that occur during design development and rapidly have them evaluated by [Trane](#) and the customer. This action helps control our own budget, document the customer directed changes, and reconcile cost and schedule changes that occur during the project design and construction process.

Our understanding of financial controls to forecast engineering, equipment, and construction costs ensures the customer that they will have the latest information to accurately track the financial progress of the project throughout the course of the work. We have established monthly reporting procedures to assist the project team in the review and evaluation of project budgets and forecasts. These procedures will provide a breakdown of the bid into manageable subcategories. Each month we will report the status of the project in the following format:

- Bid Budget - The bid will be subdivided into categories of cost as presented on the schedule of values included in our cost proposal. The budget will be adjusted as necessary to reflect any change orders issued by your customer.
- Commitments –[Trane](#) controls staff will track monthly the status of project commitments including subcontracts, engineered equipment, and self-performed labor and materials. This information will provide the current status of how much of the bid has been committed at any point in time and the value of outstanding commitments.
- Forecasts - Probably the category of most interest to your customer is the cash flow forecast. Each month we will compare bid versus commitments to determine the financial position of the project. A cash flow forecast will provide your customer with a barometer to measure the project progress on a monthly basis.

The good reputation that the [Trane](#) Team has earned by treating local subcontractors, sub-consultants and suppliers fairly and equitably enables us to receive strong support from them in the performance of our projects. Our team includes qualified subcontractors recognized for their ability to deliver quality projects, on time and within budget. We have a history of promoting M/WBE development and utilization on our projects.

Each of [Trane's](#) subcontractors and vendors will be involved during the design phase to provide design and construction reviews, and to identify value engineering options. All subcontractors and suppliers will be called upon during the execution of the work to continue to provide these services. Our team has a track record on other design-build projects of providing cost savings back to our clients and our team plans to offer the same benefits to the customer.

During contract negotiations for this work, we will fully present the basis of our design to the customer. We want to make sure that the customer fully understands the basis of our proposal and to make sure that we fully understand the customer's expectations. We believe that this will eliminate the need for design and construction changes during project execution.

The team's design approach will remain flexible to incorporating project scope changes that the customer may require. Examples of this might be enhancements of products not available at bid time, additional special features requested by your customer's staff, and additional scope of work items added to the project by the customer, not envisioned at bid time.

As your customer identifies any such issues, [Trane](#) will immediately develop complete scope of work, cost and schedule impact information for the customer's review. If the customer is in agreement that the work needs to be performed, a field order can be issued as an interim measure to authorize the work until such time as a formal change order can be negotiated and executed.

This approach will apply to both extra work involving work increases to the project as well as [Trane](#)'s proposed reductions to the project scope that will result in cost savings. It is our intent to continually value engineer this project to identify ways to reduce project costs. These proposals will be reviewed with the customer for their concurrence before they are implemented. Many of these ideas will surface during the design activities with input from the construction management team members, including subcontractors and suppliers.

The concepts will be presented to the customer during the review meetings.

One of the biggest benefits to your customer in the selection of [Trane](#) for this project is the ability of a single entity to process and review submittals and shop drawings in an expeditious manner. Many project failures are directly attributable to the inability of the team to prepare, review, and approve submittals within the time frame to support the construction schedule.

As part of our efforts to prepare a complete and thorough proposal for the customer's project, we will identify critical items that would ultimately impact the project schedule. All engineering, procurement, and construction activities will be reviewed closely with the members of the project team to identify items that would require the immediate attention of all project participants. We will incorporate these items into the project schedule and will be prepared to immediately discuss them with the customer. These critical submittals will be included with the initial design package submitted to your customer for review.

We will work closely with the customer in order to obtain final approvals on long lead-time equipment items. Other submittals that could have an impact to the start of construction activities will also need to be reviewed and approved in an expeditious manner.

Other submittals will closely follow as part of the design review process. We work closely with our subcontractors to communicate the design intent of the project to help streamline the submittal process. We believe this communication will pay dividends during the shop drawing review cycle because technical details have already been thoroughly discussed internally within the project team.

We recognize that there are also numerous submittals with which the customer wants to be directly involved during technical review. It is our intent to discuss the extent of this involvement prior to contract execution so that both parties understand each other's expectations. We believe the customer is selecting a design-builder to help minimize the number of shop drawings and submittals with which they will be directly involved during the review cycle. Our project team will be organized to review many of these submittals

to help keep the project on track. These submittals will always be available for the customer to review in our office and at the project site.

Trane has been an innovator in HVAC system design. TRACE® became the first industry computer program of its type to complete load, system, energy and economic modeling. Trane's EarthWise™ System is a design philosophy and set of tools that reduces first cost, lowers operating costs, and is substantially quieter than traditional applied systems. Central characteristics of this design are low flow, low temperature, and high efficiency for waterside systems, along with optimized control algorithms for sustained performance.

EarthWise™ is the process of designing the optimum HVAC system – a system that is not only good for our customers like your customer, but also one that is inherently more environmentally friendly! From your customer's perspective, this design concept reduces the installed system first cost, delivers lower on-going operating costs, and delivers enhanced comfort and reliability over traditional system designs. Key chiller strategies that have significant cost saving possibilities include reduced condenser design flow rates, reduced HVAC flow rate and temperature, and control condenser water temperature. Key DX strategies include reduced leaving air temperatures and demand optimization controls.

Again, Trane's design team utilizes these sophisticated modeling programs and other data to ensure a cost effect HVAC system that meets the customer's performance criteria.

Final proposal and Authorization:

Fulfillment:

Another specific task that requires in depth knowledge of the local conditions is the approach to site development and project permitting process. Trane is responsible for preparing and pursuing final issuance of permits from the appropriate regulatory agency. This is a routine function of our team for design and construction related permits. There are three general phases of project permitting that relate to the commencement of site work and construction and construction activities, building construction activities, and facility occupancy and equipment operations approvals.

The first phase of permitting involves the customer and the state's Department of Environmental Protection. The second phase of permitting includes review and approval from the customer and Fire Marshal's Office. The final phase of permitting involves the US Environmental Protection Agency (EPA) for facility operation and equipment operation. The project will require the review and approval of the customer's Design Review Committee.

The required approvals for beginning site work and construction activities include the City Public Works Department Engineering Plan Review. Review and approval will be required for storm water management issues. Also during this phase, the US Environmental Protection Agency (EPA) will review water and sanitary sewer utilities for

the project. Prior to commencement of site work, the National Pollutant Discharge Elimination System (NPDES) Notice of Intent (NOI) to construct will need to be submitted to US EPA.

Building related approvals include the review and approval of the City Building Division and the City Fire Marshal's Office. The City Building Division will issue the building permit for the project, and the Fire Marshal will review fire protection and life safety issues.

There are regulatory activities specifically related to the operational aspects of a proposed facility. Air emissions from facility operations may require an air quality permit from the City Regulatory and Environmental Services Department

Factory-authorized technicians perform equipment startups. A startup consists of a technician visiting the jobsite, checking all the unit installation requirements as well as unit operation. The unit is then started and the technician will perform a full systems check as well as documenting unit operation. Operational log sheets will be filled out and signed by an owner representative. The units startup paperwork is sent to the factory to activate warranty coverage.

Trane's Service and Maintenance Department is second to none. Trane provides ongoing service and maintenance with over 2,500 highly trained, in-house, truck-based technicians. This is a substantial differentiator for Trane in the contracting market place because it is long after the installation phase is completed that actual energy savings are realized. It is expert service and maintenance that ensures the expected savings come about.

Trane technicians can support TCPN's customers in whatever ways they wish, either as extensions of their facilities department, or as a full outsourced resource. Our district offices have service teams that have the factory training, tools and technical information to ensure they are well qualified to perform all advanced service activities. Trane will work closely with government entities to customize an approach to service and maintenance that can be provided by the customer's in-house personnel, or third party contractors as necessary to meet the requirements of the equipment and systems installed as a part of the program. The customer's in-house personnel can conduct as much of the maintenance as desired and Trane will gladly provide training on an on-going basis to ensure that skills align with programmed maintenance needs.

To keep their buildings running reliably and efficiently throughout their life cycle, Trane offers a range of services unmatched by any other company, including maintenance and repair, energy services, contingency and emergency planning, and continual technology improvements.

Known for our factory-trained maintenance and repair expertise, our personnel use their thorough understanding of industry technology to address each customer's unique needs. We offer maintenance and repair services for not only Trane equipment, but all types of HVAC comfort and process systems. Services range from routine equipment inspections to complete system overhaul. Our radio-dispatched personnel are strategically located throughout the United States such that they can quickly and efficiently respond to our customer needs.

O&M Summary

Trane eliminates confusion and complexity about who is responsible for maintenance, repair and monitoring by clearly defining in the contract which responsibilities belong to Trane and which rest with the customer. As a large global company, we have the leverage to keep costs down for replacement parts—our own and those of other manufacturers. Our integrated approach means that Trane engineers and technicians are trained to work with many brands of equipment, and our extensive network ensures that we have resources close to your building.

At the same time, we have local expertise throughout the country – people who understand the climate, economy, utilities and issues your organization faces. They are your most valuable advisors.

Long-Term Operations and Maintenance Support

Upgraded building systems are meant to save money on energy and cost less to maintain for many, many years. Trane stands by customers to help keep systems working at top efficiency, reduce the chances of equipment failure, and give facilities management the expertise to reach new levels of efficiency. Trane offers a variety of ongoing support opportunities, including training in the optimal operation of HVAC systems. Trane can also provide remote systems monitoring and performance reporting.

Our Commitment to LEED

Trane offers solutions that contribute points toward Leadership in Energy and Environmental Design (LEED®) building certification requirements under the categories of Energy & Atmosphere and Indoor Environmental Quality.

Trane is a corporate member of the U.S. Green Building Council (USGBC), and our employees participate in a number Leadership in Energy and Environmental Design (LEED®) committees. In addition to a strong corporate commitment, local Trane sales offices are also aligned with local USGB chapters to better service building owners. Currently, over 800 Trane employees have earned LEED certification, and the number continues to rise.

In 2010, the Trane St. Paul, Minn., facility was awarded LEED Gold Certification for Existing Buildings. The Trane San Antonio regional office has been certified as LEED Silver under the LEED Commercial Interior Program. Several additional Trane buildings are registered and getting ready for LEED certification.

In addition, Trane is now considered a USGBC Education Provider. Trane courses approved by the USGBC can count toward GBCI Continuing Education (CE) hours for LEED Accredited Professionals and LEED Green Associates.

MEASUREMENT & VERIFICATION

The Proof and the Payoff

Best Practices for Lasting Results

Our director of Comprehensive Solutions, the performance contracting and ESCO part of [Trane](#), puts it bluntly: “We’re in it for the long haul.” That says as much about our commitment to measurement and verification (M&V) as it does about our confidence in performance contracting as an effective way to deliver energy efficiency without up-front capital outlays.

It also reflects a [Trane](#) core value: We stand behind our guarantees. And we do real M&V that ensures you are earning the benefits of your energy-savings performance contract (ESPC), every day. We prove your savings and fulfill our guarantees using a rigorous, systematic process that meets international standards for accountability and accuracy.

Understanding Measurement & Verification

After project execution, when all the energy conservation measures (ECMs) are in place, the customer’s organization and its facilities will be saving energy—and money. And the savings will help pay for the upgrades. But how do you prove the savings, and how do you collect them?

That’s where M&V comes in. The measurement and verification process is structured and defined to demonstrate how ECMs are saving you energy and money.

At [Trane](#), we understand the value of M&V. After all, it shows whether you’re getting your guaranteed performance or not. And as a service provider, we want to be the ally throughout the term of the performance contract. M&V tells us immediately how well we’re doing.

The Process and the Team

Every M&V plan is unique. We will develop a project-oriented M&V plan specifically for the customer’s organization. We will also assemble an M&V team that is dedicated to the project. This team includes highly qualified, experienced engineers and other ESPC specialists. And we offer a savings guarantee that promises measurable energy savings for the customer’s organization.

This guarantee manages the construction and performance risk of the project, and provides security that the project will meet the financial and operational expectations. It clearly communicates the energy and operational savings processes, as well as the ESPC project responsibilities of both parties.

Our Approach to Measurement & Verification

Trane complies with the International Performance Measurement & Verification Protocol (IPMVP), to validate the ESPC guarantee. Our accreditation by the National Association of Energy Service Companies (NAESCO) further shows our adherence to industry best practices. This approach offers several advantages:

- **Confidence.** The IPMVP ensures technical rigor, so that the customer and we are confident in the value of information about each performance contract.
- **Accuracy.** We are secure in our projections for energy and dollar savings, which translates to lower risk for the customer, and more available money for energy conservation measures (ECMs).
- **Dependability.** We have the resources needed for thorough M&V, and a history of achievements that guide the Trane process. That process stands with us behind the customer's guarantee.

Since Trane entered the performance contracting business, we have guaranteed more than \$170 million in energy savings, and have reconciled more than \$100 million of those savings.

The PACT™ Guarantee

Under the PACT™ performance contracting Guarantee, if calculated energy savings are less than the guaranteed amount, Trane will pay the difference. The guarantee is monitored monthly, reported quarterly, and reconciled annually. Throughout the term of the ESPC agreement, excess savings or guarantee shortfalls may be carried over from year to year.

Savings are calculated by comparing actual energy usage after project completion with a baseline. The baseline is the amount of energy the facility would have used if the project had not been implemented. We determine the baseline using pre-project utility bills, adjusting for factors that affect energy consumption such as unseasonable weather and changes in production schedules and usage of the facility, and the like. These refinements ensure that the guarantee is fair to both the customer and Trane.

Any operational savings that are not energy-related and are agreed to by the customer and Trane are included in the PACT™ contract documentation. These could include reductions to maintenance labor and materials costs.

Each year after the PACT™ Guarantee begins, Trane will reconcile any difference within 90 days following completion of the guarantee year. All savings generated by the project are the customer's property. In the unlikely event of a shortfall, the customer can choose to be paid by check or carry the payment over to a future guarantee period.

TECHNICAL DISCUSSION

The Preliminary Audit and Development Processes

During a preliminary audit by Trane, the goal is to understand the opportunities that exist for your organization to improve building performance based on your organizational goals as well as your infrastructure needs. We search for potential areas of improvement that can lead to cost savings and improved environmental conditions. During the preliminary study, Trane conducts an initial energy performance analysis of each building and its operating costs, in which we learn about:

- Current costs of operation
- Current building utilization vs. original design intent
- Infrastructure issues
- Financial evaluation criteria

After gathering this information, Trane conducts a preliminary analysis of the operation and usage of your buildings. Each facility is reviewed for its use of electricity, gas, water and other utilities. We identify any unusual trends in consumption, demand, cost or rates and compare current usage with data from other facilities that are similar in size, purpose and location. The objective of this study is to identify areas where Trane can implement improvements that will yield the greatest benefits.



A collaborative approach: Every Turnkey Contracting Services project begins with an in-depth conversation. We take time to understand the mission-level goals of your organization. Struggling to reduce overall operational costs? A broad upgrade of all buildings may help achieve that objective. How Trane proceeds depends on the overall financial, operational and performance outlook of your organization.



TECHNICAL DISCUSSION

The Preliminary Audit and Development Processes

Site review: Trane technical representatives will study building plans and walk through your buildings. Age, structure and future use of individual buildings are identified, as well as potential cost savings and areas of risk. Serving in a consultative role, Trane will share everything we learn from this research with you, and the information will be used in calculating preliminary savings estimates. The resulting project plan will recommend ways to make necessary capital improvements, based on your financial evaluation criteria and leveraging potential energy and operational savings.

Our specific recommendations will clearly demonstrate opportunities to improve building performance and reduce costs. At Trane, the objective is to become your advisor in all matters relating to advanced energy efficiency and financially sound infrastructure management.



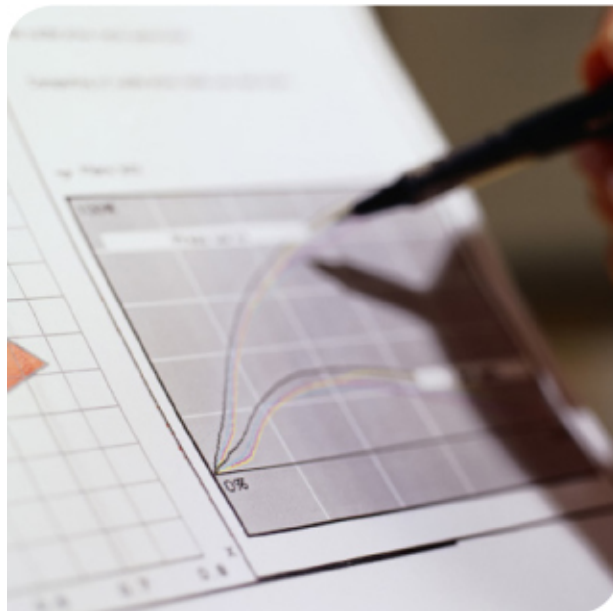
Turnkey analysis: Trane examines all forms of energy consumption in existing buildings: heating, ventilating and air conditioning (HVAC), mechanical, plumbing, lighting and more. We take into consideration not only the type of systems we offer ourselves, but those offered by other suppliers, as well. To maximize both the environmental and cost benefits, all of these key systems must be considered together, starting at the beginning of the planning process.

Performance auditing: The next step is to conduct an audit of each building to establish baselines, determine potential project scope and forecast results. As part of the audit, Trane compares the current performance of your buildings against a large industry database of similar facilities using a proprietary analysis tool called TRACE™ 700.

The preliminary audit process provides practical information that supports the decision process. For example, all models are calibrated to your actual, current utility rates. Analysis is dynamic, meaning Trane can evaluate the many interrelated effects of complex building upgrade projects.



PHASE 1: PROJECT DEFINITION



AUDIT TEAM FORMATION AND OBJECTIVES DEFINITION

Representatives from Trane and the customer organization come together to conduct the preliminary opportunity analysis. Generally, team members from the organization represent the interests of operations or facilities management and finance. This joint team is charged with establishing the desired goals and outcomes of the projects. Team members work together to collect baseline information and define the contract's technical and financial objectives.

PRELIMINARY AUDIT

A preliminary audit allows the team to determine potential cost savings related to energy, water, and wastewater use, as well as overall building systems

operations and maintenance. The audit studies energy use, comfort requirements, environmental performance and operating efficiency. This initial study defines the savings potential of the project, and provides an estimate of the costs to undertake recommended savings measures. The information developed during this initial phase should provide enough data for us to make an informed decision together regarding which energy conservation measures (ECMs) should be researched further in more advanced audit phases.

PRELIMINARY PROJECT VERIFICATION

The initial phase of project development involves frequent team meetings and communications to accurately define and confirm the project's scope and direction. Team members from Trane will seek verification and agreement in key areas: general direction and goals of the project; the scope of Energy Conservation Measures (ECMs) and savings strategies; baseline utility and operating cost profiles; and the funding and financial approach.

PRELIMINARY REPORT/PROPOSAL

Based on the audit findings, Trane prepares practical documentation describing the proposed deliverables. The preliminary project proposal documentation is provided in hard copy or electronic form.



PHASE 2: DEVELOPMENT STUDY

Once Trane receives a letter of commitment from the customer organization, the Development Study and analysis begin. Working with the organization, Trane uses the TRACE™ 700 and Energy Analyzer™ programs to create complete building surveys and analysis, and then delivers the final turnkey project proposal.

A primary focus for Trane team members will be to investigate retrofit options.

Information analyzed in this phase includes:

- Data loggers and meters for historical analysis and energy consumption modeling
- Hours of operation to verify when building equipment is actually running
- Lighting systems, including quantities, wattages and lighting system types
- Building occupancy statistics to determine actual rather than theoretical usage
- Operation and maintenance needs for all building equipment, including controls
- Utility bills for identifying trends in resource consumption
- Occupant surveys regarding the facilities and indoor environments

The joint team brings together all the information that has been gathered and begins to evaluate and design new energy conservation measures (ECMs) and related work. Team objectives during this stage include validating and expanding on the preliminary survey scope, developing designs, and gathering detailed building and equipment information.



CONSULTING ENGINEER

In the Development Study phase, Trane may bring in a third-party consulting engineer, registered to provide independent professional engineering services, and licensed in the state where the building is located. Working with a third-party engineer is common practice, and Trane believes it can serve the customer's best interest. As an outside expert, the engineer provides independent validation of the design work during the preliminary phase, and confirms the accuracy of the savings measures and estimates identified. Studies will generally include a detailed building survey, utility bill analysis, energy use analysis, report generation and technical site analysis.



TECHNICAL DISCUSSION

Opportunity Analysis



The audit conducted during the Development Study produces volumes of useful data. Trane applies experienced analytical skills to interpret this information and create a report that clearly shows the current functioning level of each building, and demonstrates which improvement actions will bring the greatest return on investment (ROI) over the short and long term. The report includes the following items:

- Building overview
- Highlights of opportunities and solutions
- Physical description of buildings
- Operating systems review: heating and cooling, electrical service, water and sewer, etc.
- Building utility data
- Predicted energy baseline and savings
- Recommendations for energy conservation measures (ECMs)

After reviewing the current status reports, recommendations for improvement and cost and savings projections, the organization's leadership team can set priorities and choose a plan of action. Of course, an action plan is only valuable if it is implemented successfully, and that is where Trane excels.



TECHNICAL DISCUSSION

Building Energy Conservation Measures

FUNCTIONAL AREAS AND BUILDING SYSTEMS

Because all building systems are interdependent, Trane looks at infrastructure from several perspectives. This provides a more comprehensive view of the details each organization must manage; in turn, it also yields greater ideas for improvement.

While each building is unique, some features are common to most. Here are the areas Trane typically reviews while looking for energy conservation opportunities:

- Air distribution
- Architectural features
- Chiller plants
- Electrical systems
- Environmental controls
- Heating plants
- Kitchens
- Laundry
- Lighting
- Maintenance and repair
- Plumbing



Trane also looks for ways to change staff behaviors, apply process improvements and negotiate the terms of utility contracts to gain further benefits. These energy conservation measures are described in greater detail on the following pages.

INSERT ECMS HERE



TECHNICAL DISCUSSION

Project Services

PROJECT MANAGEMENT

Through years of successful projects, Trane has developed a comprehensive approach to the systems on which every organization depends. We combine products and services into customized packages that address common concerns in building infrastructure and operating efficiencies. Our core deliverables and techniques are adapted to create a solution that is unique to your buildings and needs.

While every project is different, most include the following:



Team approach: Trane assembles teams of professionals with expertise in the project's specific type of industry and facility. Teams blend the deep engineering resources of Trane with local expertise delivered through Trane commercial field offices and pre-qualified subcontractors.

Project managers: A Trane project manager gives a customer single-point access to the company's vast pool of resources. Project managers have the company's full network of local and global resources available at their call. They also oversee subcontractor performance to ensure all work is delivered on time, per specification and within budget.



TECHNICAL DISCUSSION

Project Services

Subcontract management: Trane methodically selects experienced subcontractors. Following selection, Trane monitors their performance and maintains project controls to ensure subcontractors adhere to the same high standards as we do. Weekly progress reviews promote timely, safe, high-quality and cost-effective project execution.

Cost and quality control: At Trane, we manage, measure and control our supply chain using the defect measurement and prevention tools and methodologies of Lean Six Sigma. The supply-chain process is structured with customer benefits in mind.

Qualification of suppliers: All suppliers must pass our evaluation for financial disclosure and stability, meet the requirements of our scorecard and metrics, and use a Lean Six Sigma approach. All suppliers must also read and comply with the Trane Code of Conduct.

Documentation and recordkeeping: Our project tracking, monitoring and recording are thorough and systematic. Your Trane contacts can always answer your questions, because we know our tools provide an accurate picture of project status.



TECHNICAL DISCUSSION

Project Fulfillment

CONSTRUCTION MANAGEMENT

Using a global network of qualified engineers and technicians, Trane undertakes each project with confidence. When special situations require expertise from subcontractors, we use a rigorous set of criteria to be sure they are qualified. Trane manages construction resources, from labor to materials.

PROFESSIONAL SERVICES

The scope of services provided will vary from one project to the next. The requirements of your organization will be different from those of others customers, even those with similar buildings or locations. The following list shows the range of services Trane offers, either as a direct provider or by using subcontractors as needed.

- Engineering design
- Savings analysis
- Energy conservation measure (ECM) installation
- Heating, ventilating and air conditioning (HVAC) system training
- Energy management training
- Support for Leadership in Energy and Environmental Design (LEED®) or Green Building Initiative (GBI) accreditation
- HVAC maintenance, repair and emergency services
- On-site engineer and/or energy manager and training
- Commissioning



TECHNICAL DISCUSSION

Training

Trane is committed to developing professional excellence through continuing education for the company's engineers, technicians and other employees. Our facility houses a dedicated Training Center to support the ongoing education of Trane associates and customers. This commitment to education also shapes our customer service policies.

Because effective training is critical to the success of every Trane Turnkey Contracting Services project, training may be provided to staff at the customer organization on any or all of the following subjects:

1. System changes or additions
2. Anticipated building operations, such as scheduling and set points
3. Operation and maintenance of any new equipment

Training can be conducted on-site at the organization's facility, at a local Trane office or at one of our corporate training facilities.



TECHNICAL DISCUSSION

Operations and Maintenance (O&M)

DOCUMENTATION FOR O&M

After we complete the upgrades and construction for a Turnkey Contracting Services project, Trane will deliver the documentation needed to keep the investment working properly. We will provide one preliminary copy of as-built drawings—floor plans showing the actual building layouts—and an advance copy of the Operations & Maintenance (O&M) manual. Once these deliverables are reviewed and approved, Trane will submit two copies of final O&M documents, including:

- As-built system or installation drawings (or both)
- Equipment submittals
- Service and maintenance procedure manuals
- User and technical manuals

The more knowledgeable your staff members are about system concepts and equipment, the more beneficial these systems will be—and the better your building systems will perform.

O&M SUMMARY

Trane eliminates confusion and complexity about who is responsible for maintenance, repair and monitoring by clearly defining in the contract which responsibilities belong to Trane and which rest with the customer. As a large global company, we have the leverage to keep costs down for replacement parts—our own and those of other manufacturers. Our integrated approach means that Trane engineers and technicians are trained to work with many brands of equipment, and our extensive network ensures that we have resources close to your building.

At the same time, we have local expertise throughout the country—people who understand the climate, economy, utilities and issues your organization faces. They are your most valuable advisors.



TECHNICAL DISCUSSION

Waste Management



DISPOSAL, REUSE AND RECYCLING

“Green” thinking runs throughout Trane. For its customers as well as its own business, Trane works for sustainability through energy conservation measures (ECMs) that reduce carbon footprint and promote waste reduction through material recycling and reuse.

- **Codes and regulations:** Before starting construction, renovation or demolition, local building codes and permitting requirements are validated and, if necessary, local industry authorities are contacted to obtain regulatory and compliance information.
- **Waste disposal:** Job-site solids with no reuse or recycling potential are sent to appropriate “inert landfills” which manage concrete, asphalt, masonry, ceramics, glass, aluminum, stainless steel and other construction waste. The same materials may be delivered to “limited purpose landfills,” which also accept industrial and demolition waste, scrap wood and “problem waste.”
- **Federal and local compliance:** Trane complies with the U.S. Environmental Protection Agency (EPA), Occupational Safety and Health Administration (OSHA) and local and state jurisdictions governing materials handling and proper waste disposal.
- **Refrigerant management:** Taking proper care of refrigerants and related oils is critical to protecting the environment—and to sustaining the optimized energy efficiency of equipment that uses refrigerant. Trane technicians, licensed and certified in compliance with 40 CFR, Part 82, Subpart F of the U.S. Clean Air Act, follow a documented, step-by-step process for recovering, reclaiming and recycling refrigerants. The process involves four steps:
 1. Identification and tagging of refrigerants for tracking purposes
 2. Appropriate recovery, reclamation, or recycling



3. Reporting, including use of Trane Refrigerant Management software
4. Auditing to ensure process compliance



BUSINESS DISCUSSION

Delivering Results

TRANE SAVINGS ASSURANCE



The energy-related upgrades proposed and implemented by Trane are engineered to produce measurable cost savings, and to provide a positive return on your investment.

In addition to the energy-related cost savings that can be anticipated, organizations that choose Trane Turnkey Contracting Services can expect a number of additional positive outcomes.



BUSINESS DISCUSSION

Expected Outcomes



BETTER BUILDING PERFORMANCE

The rewards can be great for organizations that recognize the role their buildings play in supporting core business objectives. Trane helps organizations identify and implement improvements that foster improved productivity while reducing energy-related costs. Employees do their best work when they are comfortable and focused. Trane can help create buildings with optimal conditions for temperature, humidity, light and sound.

IMPROVED RISK MANAGEMENT

Unforeseen problems with building infrastructure may not always be avoided, but many can be prevented. A reliable heating and cooling system contributes to good risk management in three ways: repairs and unscheduled downtime will be minimized, system air quality and employee productivity will improve, and the money saved can be reinvested in other areas.

REGULATORY COMPLIANCE

A heating and cooling system that operates smoothly and reliably keeps buildings in compliance with mandated indoor air quality and refrigerant regulations. Rather than continue to support systems that do not properly meet these requirements, Trane can install more appropriate systems. This reduces costs associated with maintaining old systems, and avoids the problems of regulatory non-compliance.

IMPROVED FINANCIAL PERFORMANCE

In addition to the financial benefits that can be gained through optimized indoor environmental conditions, Trane makes sure the infrastructure and operational changes that are implemented support the organization's identified short-term financial goals and long-term facilities plans.



BUSINESS DISCUSSION

Creating High Performance Buildings: Enhancing Indoor Environments

Today's Trane is about much more than heating and cooling. Using a systematic approach, Trane examines all forms of energy consumption in new and existing facilities to create high performance buildings: HVAC, mechanical, plumbing, lighting and more. We take into consideration not only the type of systems we offer ourselves, but those offered by other suppliers as well. To maximize the environmental improvements and cost benefits, all of these key systems must be considered starting at the beginning of the planning process.

The first step is a thorough analysis of the organization's buildings. A comprehensive preliminary study may be conducted to help the customer's leadership teams identify and prioritize opportunities to improve key outcomes and reduce cost. A development study may then be conducted to analyze the technical opportunities. The resulting data guides the Trane proposal for improvements. Trane advisors devise a unique plan—substantiated by predictive modeling—to optimize conditions within the various building spaces.

A lifecycle cost analysis enables the organization to make fact-based decisions regarding which steps to implement first—and which to save for later—to initiate a sustainable and scalable improvement plan that, moving forward, is wholly or substantially self funding. Finally, the plan is implemented by Trane professionals.

Throughout the entire process, Trane works in concert with the organization to deliver solutions that align with its goals and objectives.



BUSINESS DISCUSSION

Advantages of Working with Trane

TRANE TODAY

Trane, a wholly owned subsidiary of Ingersoll Rand (NYSE: IR), enhances the performance of buildings around the world. We have long been recognized as the industry leader for a broad range of energy-efficient building automation, heating, ventilation and air conditioning systems, but equipment is only a small part of the story. Today, Trane is a key resource for organizations that want to leverage their facilities to obtain a variety of core objectives through cost savings and/or optimized conditions.

Trane is a global organization with a business structure that emphasizes local services to customers in every market. The company has more than 125 commercial sales offices in the major metropolitan areas of the United States and Canada. Each office is staffed with experienced engineers and sales professionals. Trane customer service, training and support are never far away.



HISTORY OF INNOVATION

Trane was established in 1913. For nearly 100 years, some of the HVAC industry's most significant advancements occurred because Trane pushed the limits of technology to create more comfortable and cost-effective spaces where people work and live. On June 5, 2008, Trane was acquired by Ingersoll Rand (NYSE: IR). Today, Trane is part of a global diversified industrial firm providing products, services and solutions to enhance the quality and comfort in homes and buildings, transport and protect food and perishables, secure homes and commercial properties, and enhance industrial productivity and efficiency.



OUTLOOK

Our position in the marketplace is consistently strong. That is because Trane has developed a consultative approach to helping customers leverage facilities to achieve their core business goals. Today, with so many organizations and businesses looking for ways to improve their energy consumption and carbon footprint, the outlook for Trane customers is brighter than ever.



BUSINESS DISCUSSION

Eight Reasons to Choose Trane

The partners you select for building improvement projects should be knowledgeable in your type of facilities, of course. They should also understand your operations in general, and the multi-faceted challenges you face. Before making a commitment, we encourage potential customers to assess Trane strengths as a solutions provider based on these key points:

1. DEPTH AND BREADTH OF EXPERIENCE

Over the years, the company has worked with thousands of diverse organizations—manufacturers, healthcare providers, schools and more—to optimize their operations. Our work with industrial, educational, residential and commercial clients inspires a cross-industry approach to innovation.

2. INTEGRATED APPROACH

Our integrated systems create high performance environments, where HVAC systems and services work together to improve the overall conditions inside the building. By taking a combined approach to energy efficiency, indoor environmental quality (IEQ), acoustics, lighting and life cycle costing, Trane helps organizations gain long-term value.

3. EARTH-FRIENDLY PERFORMANCE

The same building solutions that are good for an organization's operating budget are also good for the environment. Trane Turnkey Contracting Services improves environmental sustainability. As a result of the improvements that are implemented, buildings use less of the Earth's resources. Through active involvement with the U.S. Green Building Council's Leadership in Energy and Environmental Design (LEED®) and other environmental organizations globally, Trane has earned a reputation as a leader in environmentally-responsible building systems.

4. TRUSTED EXPERTISE

No supplier understands how environmental control systems work better than Trane: As a long-time manufacturer of controls, components and large-scale engineered heating and cooling systems, our insight into how things run over the long term is unmatched.



BUSINESS DISCUSSION

Eight Reasons to Choose Trane

5. PERFORMANCE ASSURANCE

With Trane, you can count on results that are tangible and measurable. In fact, the recommended improvements for solving building infrastructure problems and improving efficiency often pay for themselves in energy and operational cost savings.

6. VERSATILE SERVICE AGREEMENTS

Trane offers service agreements suitable for every type of customer operation. Opportunities range from in-warranty support and scheduled maintenance to full-scale performance based agreements.

7. LONG-TERM OPERATIONS AND MAINTENANCE SUPPORT

Upgraded building systems are meant to save money on energy and cost less to maintain for many, many years. Trane stands by customers to help keep systems working at top efficiency, reduce the chances of equipment failure, and give facilities management the expertise to reach new levels of efficiency. Trane offers a variety of ongoing support opportunities, including training in the optimal operation of HVAC systems. Trane can also provide remote systems monitoring and performance reporting.

8. COMPREHENSIVE TEAM

The Trane team includes service technicians, mechanical engineers, professional and project engineers, certified technical specialists and more. The Trane employees who are assigned to your project bring the synergy of the Trane talent pool to your organization.



BUSINESS DISCUSSION

Dedicated Resources

Trane Turnkey Contracting Services combines our broad capabilities into a single, customized solution that can address your concerns in building infrastructure and operating efficiencies. Between our staff and qualified subcontractors, we make sure your project will be completed on time, stay within budget and meet your performance expectations. In addition to assigning a local project team, Trane commits additional resources from select third parties as needed. Together, we ensure a successful project.

A team of professionals from Trane has been assembled according to your specific project criteria. These highly qualified individuals have the experience and commitment necessary to make your project a success.

Team members may include the following areas of expertise:



ACCOUNT MANAGER

A Trane account manager gives customers single-point access to the company's vast pool of resources. Account managers have the company's full network of local and global resources available at their call.

ENERGY ENGINEER

The main responsibilities of this person include performing an energy analysis of your operations and providing recommendations to improve building performance. The energy engineer models various building improvements to assess their effects on the environment and on the cost of operating the building.

PROJECT MANAGER

The project manager bears primary responsibility for adherence to the project schedule. Key tasks include administering subcontracts and processing project documentation, document control, project cost accounting, and financial services support. They also oversee subcontractor performance so that work is delivered on time, per specification and within budget.

RESUMES

INSERT RESUMES HERE



BUSINESS DISCUSSION

Business Approach

IT TAKES HIGH STANDARDS TO DELIVER HIGH PERFORMANCE

Energy is the largest single operating expense in a typical non-residential building, costing businesses and institutions more than \$24 billion a year—and the cost keeps rising. To reduce the impact of energy expenses, organizations are turning to Trane. Our integrated approach to a building's environmental infrastructure—design, manufacture, deploy and maintain—takes many different shapes and forms to suit the needs of diverse customers. However, the high standards behind Trane business practices always stay the same.

STANDARD METHODS AND PRACTICES



Team Approach: Trane assembles teams of professionals with specialized experience and skills for Turnkey Contracting Services projects. Teams blend the deep engineering resources of Trane with local expertise delivered through field offices and pre-qualified subcontractors.

Subcontract Management: Trane methodically selects experienced subcontractors. Following selection, Trane monitors their performance and maintains project controls to ensure sub-contractors adhere to the same high standards as we do. Weekly progress reviews promote timely, safe, high-quality and cost-effective project execution.



BUSINESS DISCUSSION

Business Approach



Environmental, Health and Safety: Trane employees and our on-site contractors are responsible for integrating sound Environmental, Health and Safety (EHS) practices into their everyday activities, and for acting in a manner that is protective of the environment and human health and safety. We comply with or exceed requirements of global, national, state and local statutes, regulations and standards.

Responsible Contractor Selection: Trane maintains a vibrant and diverse business community, based on subcontractor relationships with minority-owned Small Business Enterprises (SBEs), Historically Underutilized Business Zone Small Businesses (HZSBs), Small Disadvantaged Businesses (SDBs), Women-Owned Small Businesses (WOSBs), Veteran-Owned Small Businesses (VOSBs) and Service Disabled Veteran-Owned Small Businesses (SDVOSBs).



BUSINESS DISCUSSION

Energy and Environmental Leadership

THE FACTS ABOUT BUILDINGS AND ENERGY USE

According to the United States Environmental Protection Agency (EPA), buildings in the United States account for...

- 39 percent of total energy use
- 68 percent of total electricity consumption
- 38 percent of the carbon dioxide emissions¹

As a leader in the HVAC systems that are used to cool and heat buildings, Trane considers it our responsibility to develop solutions that help reduce buildings' energy consumption and impact on the environment.

Trane designs environmentally sound processes and systems that minimize pollution, conserve resources and energy, minimize the use of hazardous materials and reduce waste. We even offer environmentally responsive site planning. Using state-of-the-art software, Trane uses energy modeling to devise solutions that enable buildings to operate at peak efficiency.



¹ "Buildings and their Impact on the Environment: A Statistical Summary." United States Environmental Protection Agency. Revised April 22, 2009.



BUSINESS DISCUSSION

Energy and Environmental Leadership

PARTICIPANT IN GLOBAL ENERGY AND ENVIRONMENTAL POLICIES

Around the world, Trane professionals are taking part in the discussions that will define environmental policies and set new standards for sustainable buildings. In addition to our involvement in the United Nations Environment Program (UNEP) and the Clinton Climate Initiative, Trane professionals and leaders represent the industry to the following global organizations:

- The World Green Building Council
- The Alliance to Save Energy
- International District Energy Association
- U.S. Green Building Council

COMMITMENT TO LEED®

Trane offers solutions that contribute points toward Leadership in Energy and Environmental Design (LEED®) building certification requirements under the categories of Energy & Atmosphere and Indoor Environmental Quality.

Trane is a corporate member of the U.S. Green Building Council (USGBC), and our employees participate in a number Leadership in Energy and Environmental Design (LEED®) committees. In addition to a strong corporate commitment, local Trane sales offices are also aligned with local USGB chapters to better service building owners. Currently, over 700 Trane employees have earned LEED certification, and the number continues to rise.

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In addition, Trane is now considered a USGBC Education Provider. Trane courses approved by the USGBC can count toward GBCI Continuing Education (CE) hours for LEED Accredited Professionals and LEED Green Associates.



BUSINESS DISCUSSION

Case Studies

SHORT AND LONG TERM BENEFITS



Comprehensive Trane solutions are in place in tens of thousands of buildings around the world. Each project is unique, designed by Trane to deliver the results that are defined by each customer.

The following pages describe just a few recent Trane success stories. We think you will identify with the challenges that these customers faced.

INSERT CASE STUDIES HERE



TAB 6-REFERENCE MATRIX

PROJECT
TYPE

TCPN NUMBER

Harris County

City, State: Houston, Texas
Customer Name: Mike Pertl
Customer title: Division Manager Facilities & PM
Phone number: (713) 755-2823
Years Serviced: 8

2011

01-10079-11-001	TURNKEY
01-10079-11-002	TURNKEY
01-10079-11-003	SERVICE

Total amount of TCPN Purchases 2011

2010

01-10079-10-001	SERVICE
-----------------	---------

Total amount of TCPN Purchases 2010

2009

01-10079-09-001	SERVICE
01-10079-09-002	TURNKEY
01-10079-09-003	EQUIPMENT
01-10079-09-004	SERVICE
01-10079-09-005	TURNKEY
01-10079-09-006	SERVICE
01-10079-09-012	SERVICE
01-10079-09-014	EQUIPMENT
01-10079-09-015	SERVICE
01-10079-09-015	SERVICE
01-10079-09-018	SERVICE
01-10079-09-019	SERVICE
01-10079-09-021	SERVICE
01-10079-09-022	MISCELLANEOUS

Total amount of TCPN Purchases 2009

Region IV Educational Service Center

City, State: Houston, Texas
Customer Name: Steve Calvert
Customer title: Building & Grounds Supervisor
Phone number: (713) 744-6558
Years Serviced: 9

2011

01-10139-11-001	SERVICE
01-10139-11-002	SERVICE
01-10139-11-003	SERVICE
01-10139-11-004	SERVICE
01-10139-11-005	SERVICE
01-10139-11-006	SERVICE
01-10139-11-007	SERVICE
01-10139-11-008	SERVICE
01-10139-11-009	EQUIPMENT
01-10139-11-010	SERVICE
01-10139-11-011	SERVICE
01-10139-11-012	PACT
01-10139-11-014	SERVICE
01-10139-11-015	SERVICE
01-10139-11-016	SERVICE
01-10139-11-017	SERVICE
01-10139-11-018	SERVICE
01-10139-11-019	SERVICE
01-10139-11-020	SERVICE
01-10139-11-022	SERVICE
01-10139-11-023	SERVICE
01-10139-11-024	SERVICE
01-10139-11-025	SERVICE
01-10139-11-026	SERVICE
01-10139-11-027	SERVICE
01-10139-11-028	SERVICE
01-10139-11-029	SERVICE
01-10139-11-030	SERVICE
01-10139-11-031	SERVICE

Total amount of TCPN Purchases 2011

2010

01-10139-10-001	SERVICE
01-10139-10-002	SERVICE
01-10139-10-004	SERVICE
01-10139-10-006	SERVICE
01-10139-10-007	SERVICE
01-10139-10-008	SERVICE
01-10139-10-009	SERVICE
01-10139-10-011	SERVICE
01-10139-10-012	SERVICE
01-10139-10-013	SERVICE
01-10139-10-014	SERVICE
01-10139-10-015	SERVICE
01-10139-10-016	SERVICE

Total amount of TCPN Purchases 2010

2009

01-10139-09-001	SERVICE
01-10139-09-002	SERVICE
01-10139-09-003	SERVICE
01-10139-09-004	TURNKEY
01-10139-09-005	SERVICE
01-10139-09-006	SERVICE
01-10139-09-007	TURNKEY
01-10139-09-008	SERVICE
01-10139-09-009	SERVICE
01-10139-09-010	SERVICE
01-10139-09-011	TURNKEY

Total amount of TCPN Purchases 2009

Texas A & M

City, State: College Station, Texas
Customer Name: Donna Harrell
Customer title: Head Buyer
Phone number: (979) 458-6414
Years Serviced: 11

2011

01-10164-11-002	SERVICE
01-10164-11-003	EQUIPMENT
01-10164-11-004	SERVICE

Total amount of TCPN Purchases 2011

2010

01-10164-10-001	TURNKEY
01-10164-10-003	SERVICE

Total amount of TCPN Purchases 2010

2009

01-10164-09-001	EQUIPMENT
01-10164-09-003	TURNKEY

Total amount of TCPN Purchases 2009

City of Beaumont

City, State: Beaumont, Tx
Customer Name: John Morgan
Customer title: Building Services Superintendent
Phone number: 409-880-3792
Years Serviced: 20

2011

01-10185-11-001	PARTS
01-10185-11-002	EQUIPMENT
01-10185-11-004	EQUIPMENT
01-10185-11-005	EQUIPMENT
01-10185-11-011	EQUIPMENT
01-10185-11-012	EQUIPMENT
01-10185-11-013	SERVICE
01-10185-11-014	EQUIPMENT
01-10185-11-015	EQUIPMENT
01-10185-11-016	EQUIPMENT
01-10185-11-017	EQUIPMENT
01-10185-11-018	EQUIPMENT
01-10185-11-019	EQUIPMENT
01-10185-11-021	EQUIPMENT
01-10185-11-022	EQUIPMENT

Total amount of TCPN Purchases 2011

2010

01-10185-10-001	EQUIPMENT
01-10185-10-002	EQUIPMENT
01-10185-10-004	EQUIPMENT
01-10185-10-005	EQUIPMENT
01-10185-10-006	EQUIPMENT
01-10185-10-007	EQUIPMENT
01-10185-10-008	EQUIPMENT
01-10185-10-009	EQUIPMENT
01-10185-10-009A	EQUIPMENT
01-10185-10-010	EQUIPMENT
01-10185-10-012	EQUIPMENT
01-10185-10-013	EQUIPMENT

Total amount of TCPN Purchases 2010

2009

01-10185-09-001	EQUIPMENT
01-10185-09-002	EQUIPMENT
01-10185-09-003	EQUIPMENT
01-10185-09-004	EQUIPMENT
01-10185-09-006	EQUIPMENT
01-10185-09-007	EQUIPMENT
01-10185-09-009	EQUIPMENT
01-10185-09-011	PARTS
01-10185-09-012	EQUIPMENT
01-10185-09-013	EQUIPMENT
01-10185-09-014	EQUIPMENT
01-10185-09-015	EQUIPMENT
01-10185-09-015A	EQUIPMENT
01-10185-09-016	EQUIPMENT

01-10185-09-017	EQUIPMENT
01-10185-09-018	EQUIPMENT
01-10185-09-019	EQUIPMENT
01-10185-09-020	EQUIPMENT
01-10185-09-021	EQUIPMENT
01-10185-09-024A	EQUIPMENT

Total amount of TCPN Purchases 2009

Collin County Community College

City, State: Plano, Texas
Customer Name: Kenny Lanius
Customer title: Facilities Engineer
Phone number: 972-881-5691
Years Serviced: 11

2011

02-10104-11-001	SERVICE
02-10104-11-002	SERVICE
02-10104-11-003	EQUIPMENT
02-10104-11-004	SERVICE
02-10104-11-005	SERVICE
02-10104-11-006	SERVICE
02-10104-11-007	EQUIPMENT
02-10104-11-008	TURNKEY
02-10104-11-010	SERVICE
02-10104-11-011	SERVICE
02-10104-11-012	SERVICE
02-10104-11-013	TURNKEY
02-10104-11-014	SERVICE
02-10104-11-015	SERVICE
02-10104-11-016	TURNKEY
02-10104-11-017	TURNKEY
02-10104-11-018	SERVICE
02-10104-11-019	SERVICE
02-10104-11-020	SERVICE
02-10104-11-021	SERVICE
02-10104-11-022	SERVICE
02-10104-11-023	SERVICE
02-10104-11-024	SERVICE
02-10104-11-025	SERVICE
02-10104-11-026	SERVICE
02-10104-11-027	SERVICE
02-10104-11-028	SERVICE

Total amount of TCPN Purchases 2011

2010

Total amount of TCPN Purchases 2010

02-10104-10-006	EQUIPMENT
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2009

Total amount of TCPN Purchases 2009

02-10104-08-020	MISCELLANEOUS
02-10104-09-001	SERVICE
02-10104-09-002	SERVICE
02-10104-09-003	SERVICE
02-10104-09-005	SERVICE
02-10104-09-008	SERVICE
02-10104-09-009	SERVICE
02-10104-09-010	SERVICE
02-10104-09-011	SERVICE
02-10104-09-013	EQUIPMENT
02-10104-09-014	SERVICE

Duncanville ISD

City, State: Duncanville, Texas
Customer Name: Roger Hendrick
Customer title: HVAC Supervisor
Phone number: 972-708-2264
Years Serviced: 11

2011

Total amount of TCPN Purchases 2011

02-10157-11-001	TURNKEY
02-10157-11-002	TURNKEY
02-10157-11-003	TURNKEY
02-10157-11-004	SERVICE

2010

Total amount of TCPN Purchases 2010

02-10157-10-001	TURNKEY
02-10157-10-001A	EQUIPMENT
02-10157-10-003	TURNKEY

2009

Total amount of TCPN Purchases 2009

None	NA
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Keller ISD

City, State: Keller, Texas
Customer Name: Hudson Huff

Customer title: Construction Coordinato
Phone number: (817) 744-1201
Years Serviced: 8

2011

02-10254-11-002	EQUIPMENT
02-10254-11-003	EQUIPMENT
02-10254-11-004	EQUIPMENT
02-10254-11-005	EQUIPMENT

Total amount of TCPN Purchases 2011

2010

02-10254-10-001	EQUIPMENT
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Total amount of TCPN Purchases 2010

2009

02-10254-09-002	EQUIPMENT
02-10254-09-003	EQUIPMENT
02-10254-09-004	EQUIPMENT
02-10254-09-005	EQUIPMENT
02-10254-09-006	EQUIPMENT
02-10254-09-007	EQUIPMENT
02-10254-09-008	EQUIPMENT
02-10254-09-009	EQUIPMENT
02-10254-09-011	EQUIPMENT
02-10254-09-014	EQUIPMENT
02-10254-09-015	SERVICE
02-10254-09-016	SERVICE
02-10254-09-020	SERVICE

Total amount of TCPN Purchases 2009

Tarrant Community College

City, State: Ft Worth, Texas
Customer Name: Jonathan Jackamonis
Customer title: Director of Facilities
Phone number: 817-515-4951
Years Serviced: 10

2011

02-10432-11-001A	SERVICE
02-10432-11-001B	SERVICE
02-10432-11-001C	SERVICE
02-10432-11-001D	SERVICE
02-10432-11-001E	SERVICE
02-10432-11-001F	SERVICE
02-10432-11-002	SERVICE

02-10432-11-003	SERVICE
02-10432-11-004	SERVICE
02-10432-11-005	SERVICE
02-10432-11-006	SERVICE
02-10432-11-007	SERVICE
02-10432-11-008	SERVICE
02-10432-11-009	SERVICE
02-10432-11-010	SERVICE
02-10432-11-011	SERVICE
02-10432-11-012	SERVICE
02-10432-11-013	SERVICE
02-10432-11-016	SERVICE
02-10432-11-017	SERVICE
02-10432-11-018	SERVICE
02-10432-11-019	SERVICE
02-10432-11-021	SERVICE
02-10432-11-022	SERVICE
02-10432-11-023	SERVICE
02-10432-11-024	SERVICE
02-10432-11-025	SERVICE
02-10432-11-026	TURNKEY
02-10432-11-027	SERVICE
02-10432-11-028	SERVICE
02-10432-11-029	SERVICE
02-10432-11-030	SERVICE
02-10432-11-031	SERVICE
02-10432-11-032	SERVICE
02-10432-11-033	SERVICE
02-10432-11-034	SERVICE
02-10432-11-036	SERVICE
02-10432-11-037	SERVICE
02-10432-11-038	SERVICE
02-10432-11-039	SERVICE
02-10432-11-040	SERVICE
02-10432-11-041	SERVICE
02-10432-11-043	SERVICE
02-10432-11-044	SERVICE
02-10432-11-045	SERVICE
02-10432-11-046	SERVICE
02-10432-11-047	SERVICE
02-10432-11-048	SERVICE
02-10432-11-049	SERVICE
02-10432-11-050	SERVICE
02-10432-11-051	SERVICE
02-10432-11-052	SERVICE
02-10432-11-053	SERVICE
02-10432-11-054	SERVICE

02-10432-11-055	SERVICE
02-10432-11-056	SERVICE
02-10432-11-057	SERVICE
02-10432-11-058	SERVICE
02-10432-11-059	SERVICE
02-10432-11-060	SERVICE
02-10432-11-061	SERVICE
02-10432-11-062	SERVICE
02-10432-11-063	SERVICE

Total amount of TCPN Purchases 2011

2010

02-10432-10-001	SERVICE
02-10432-10-002	SERVICE
02-10432-10-003	TURNKEY
02-10432-10-004	SERVICE
02-10432-10-005	SERVICE
02-10432-10-006	SERVICE
02-10432-10-007	SERVICE
02-10432-10-008	SERVICE
02-10432-10-009	SERVICE
02-10432-10-010	SERVICE
02-10432-10-011	TURNKEY
02-10432-10-012	SERVICE
02-10432-10-014	EQUIPMENT
02-10432-10-017	SERVICE
02-10432-10-023	SERVICE
02-10432-10-026	SERVICE
02-10432-10-028	SERVICE
02-10432-10-029	SERVICE
02-10432-10-030	SERVICE
02-10432-10-031	SERVICE
02-10432-10-032	SERVICE
02-10432-10-033	SERVICE
02-10432-10-034	SERVICE

Total amount of TCPN Purchases 2010

2009

02-10432-09-005	SERVICE
02-10432-09-008	SERVICE
02-10432-09-009	SERVICE
02-10432-09-011	SERVICE
02-10432-09-012	SERVICE
02-10432-09-013	SERVICE
02-10432-09-014	SERVICE
02-10432-09-015	SERVICE
02-10432-09-016	SERVICE

02-10432-09-018	SERVICE
02-10432-09-019	SERVICE
02-10432-09-020	SERVICE
02-10432-09-021	SERVICE
02-10432-09-023	SERVICE
02-10432-09-024	SERVICE
02-10432-09-025	SERVICE
02-10432-09-027	SERVICE
02-10432-09-028	SERVICE
02-10432-09-029	SERVICE
02-10432-09-030	SERVICE
02-10432-09-031	SERVICE
02-10432-09-032	SERVICE
02-10432-09-033	SERVICE
02-10432-09-034	SERVICE
02-10432-09-035	SERVICE
02-10432-09-052	SERVICE
02-10432-09-053	SERVICE

Total amount of TCPN Purchases 2009

Dallas County

City, State: Dallas, Texas
Customer Name: Greg Gray
Customer title: Mechanical Superintendent
Phone number: 214-653-2982
Years Serviced: 5+

2011

02-10524-11-001	SERVICE
02-10524-11-002	SERVICE
02-10524-11-005	SERVICE
02-10524-11-012	SERVICE
02-10524-11-013	SERVICE
02-10524-11-014	SERVICE
02-10524-11-017	SERVICE

Total amount of TCPN Purchases 2011

2010

02-10524-10-001	SERVICE
02-10524-10-001A	SERVICE
02-10524-10-002	SERVICE
02-10524-10-009	SERVICE
02-10524-10-010	SERVICE
02-10524-10-011	SERVICE
02-10524-10-014	SERVICE
02-10524-10-019	SERVICE

02-10524-10-020	SERVICE
02-10524-10-021	SERVICE
02-10524-10-022	SERVICE
02-10524-10-023	SERVICE
02-10524-10-024	SERVICE
02-10524-10-025	SERVICE
02-10524-10-025A	SERVICE
02-10524-10-027	SERVICE
02-10524-10-030	SERVICE
02-10524-10-031	SERVICE
02-10524-10-033	SERVICE
02-10524-10-034	SERVICE
02-10524-10-038	SERVICE
02-10524-10-039	SERVICE
02-10524-10-040	SERVICE
02-10524-10-044	SERVICE
02-10524-10-046A	SERVICE

Total amount of TCPN Purchases 2010

2009

02-10524-09-005	SERVICE
02-10524-09-010	SERVICE
02-10524-09-007	SERVICE
02-10524-09-008	SERVICE
02-10524-09-009	SERVICE
02-10524-09-010	SERVICE
02-10524-09-010A	SERVICE
02-10524-09-010B	SERVICE
02-10524-09-011	EQUIPMENT
02-10524-09-013	SERVICE
02-10524-09-018	EQUIPMENT
02-10524-09-019	SERVICE
02-10524-09-020	SERVICE
02-10524-09-021	SERVICE
02-10524-09-022	SERVICE
02-10524-09-023	SERVICE
02-10524-09-024	SERVICE
02-10524-09-025	SERVICE
02-10524-09-026	SERVICE
02-10524-09-028	EQUIPMENT
02-10524-09-028	EQUIPMENT
02-10524-09-030	SERVICE
02-10524-09-031	SERVICE
02-10524-09-032	SERVICE
02-10524-09-033	SERVICE
02-10524-09-034	SERVICE

Total amount of TCPN Purchases 2009

City of Dallas

City, State: Dallas, Texas

Customer Name: Johnny Evans

Customer title: Contracts Administrator

Phone number: (214) 670-6151

Years Serviced: 6+

2011

02-10527-11-001	SERVICE
02-10527-11-002	SERVICE
02-10527-11-003	SERVICE
02-10527-11-004	SERVICE
02-10527-11-005	SERVICE
02-10527-11-009	SERVICE
02-10527-11-010	SERVICE
02-10527-11-011	SERVICE
02-10527-11-012	SERVICE
02-10527-11-013	SERVICE
02-10527-11-014	SERVICE
02-10527-11-015	SERVICE
02-10527-11-016	SERVICE
02-10527-11-018	TURNKEY
02-10527-11-019	SERVICE
02-10527-11-020	SERVICE
02-10527-11-023	TURNKEY
02-10527-11-024	SERVICE
02-10527-11-026	EQUIPMENT
02-10527-11-027	EQUIPMENT
02-10527-11-028	SERVICE
02-10527-11-029	TURNKEY
02-10527-11-031	EQUIPMENT
02-10527-11-033	SERVICE
02-10527-11-037	SERVICE
02-10527-11-038	SERVICE
02-10527-11-039	SERVICE
02-10527-11-041	SERVICE
02-10527-11-042	SERVICE
02-10527-11-043	SERVICE
02-10527-11-046	SERVICE
02-10527-11-047	SERVICE
02-10527-11-048	EQUIPMENT
02-10527-11-049	TURNKEY
02-10527-11-050	TURNKEY
02-10527-11-051	TURNKEY

02-10527-11-054	SERVICE
02-10527-11-055	TURNKEY
02-10527-11-067	SERVICE
02-10527-11-068	SERVICE
02-10527-11-070	EQUIPMENT
02-10527-11-075	SERVICE
02-10527-11-077	SERVICE
02-10527-11-083	SERVICE
02-10527-11-085	SERVICE
02-10527-11-086	SERVICE
02-10527-11-087	SERVICE
02-10527-11-088	SERVICE
02-10527-11-089	SERVICE
02-10527-11-090	SERVICE
02-10527-11-091	SERVICE
02-10527-11-092	SERVICE
02-10527-11-093	SERVICE
02-10527-11-094	TURNKEY
02-10527-11-095	EQUIPMENT
02-10527-11-096	SERVICE
02-10527-11-097	SERVICE
02-10527-11-098	SERVICE
02-10527-11-099	SERVICE
02-10527-11-100	SERVICE
02-10527-11-102	SERVICE
02-10527-11-103	SERVICE
02-10527-11-104	SERVICE
02-10527-11-105	SERVICE
02-10527-11-106	SERVICE
02-10527-11-107	SERVICE
02-10527-11-108	SERVICE
02-10527-11-109	SERVICE
02-10527-11-110	SERVICE
02-10527-11-111	SERVICE
02-10527-11-112	SERVICE
02-10527-11-113	SERVICE
02-10527-11-114	SERVICE
02-10527-11-115	SERVICE
02-10527-11-116	SERVICE
02-10527-11-117	SERVICE
02-10527-11-118	TURNKEY
02-10527-11-119	SERVICE
02-10527-11-120	SERVICE
02-10527-11-122	SERVICE
02-10527-11-123	SERVICE
02-10527-11-124	SERVICE-RENTAL
02-10527-11-125	SERVICE

02-10527-11-126	SERVICE
02-10527-11-127	SERVICE
02-10527-11-128	SERVICE
02-10527-11-130	SERVICE
02-10527-11-131	SERVICE
02-10527-11-132	SERVICE
02-10527-11-133	SERVICE
02-10527-11-135	SERVICE
02-10527-11-136	SERVICE
02-10527-11-137	SERVICE
02-10527-11-138	EQUIPMENT
02-10527-11-139	TURNKEY
02-10527-11-140	SERVICE
02-10527-11-141	SERVICE
02-10527-11-142	TURNKEY
02-10527-11-143	TURNKEY
02-10527-11-144	SERVICE
02-10527-11-145	SERVICE
02-10527-11-146	SERVICE
02-10527-11-147	SERVICE
02-10527-11-148	SERVICE
02-10527-11-149	SERVICE
02-10527-11-150	SERVICE
02-10527-11-152	TURNKEY
02-10527-11-153	TURNKEY
02-10527-11-154	SERVICE
02-10527-11-155	SERVICE
02-10527-11-156	SERVICE
02-10527-11-158	SERVICE
02-10527-11-159	SERVICE
02-10527-11-160	SERVICE
02-10527-11-161	SERVICE
02-10527-11-162	SERVICE
02-10527-11-163	TURNKEY
02-10527-11-164	SERVICE
02-10527-11-165	TURNKEY
02-10527-11-166	TURNKEY
02-10527-11-167	SERVICE
02-10527-11-168	SERVICE
02-10527-11-170	EQUIPMENT
02-10527-11-171	SERVICE
02-10527-11-172	EQUIPMENT
02-10527-11-173	SERVICE
02-10527-11-174	TURNKEY
02-10527-11-175	SERVICE
02-10527-11-177	SERVICE
02-10527-11-178	EQUIPMENT

02-10527-11-179	TURNKEY
02-10527-11-180	TURNKEY
02-10527-11-181	SERVICE
02-10527-11-182	SERVICE
02-10527-11-183	SERVICE
02-10527-11-185	SERVICE
02-10527-11-188	SERVICE
02-10527-11-189	SERVICE
02-10527-11-190	SERVICE
02-10527-11-191	SERVICE
02-10527-11-192	SERVICE
02-10527-11-193	SERVICE
02-10527-11-194-1	SERVICE
02-10527-11-194-2	SERVICE
02-10527-11-195	SERVICE
02-10527-11-196	EQUIPMENT
02-10527-11-198	SERVICE
02-10527-11-199	SERVICE
02-10527-11-200	SERVICE
02-10527-11-201	TURNKEY
02-10527-11-202	SERVICE
02-10527-11-203	SERVICE
02-10527-11-204	TURNKEY
02-10527-11-205	TURNKEY
02-10527-11-206	TURNKEY
02-10527-11-208	SERVICE
02-10527-11-209	SERVICE
02-10527-11-210	EQUIPMENT
02-10527-11-211	SERVICE
02-10527-11-212	SERVICE
02-10527-11-213	SERVICE
02-10527-11-213	SERVICE
02-10527-11-214	SERVICE
02-10527-11-214	SERVICE
02-10527-11-215	SERVICE
02-10527-11-216	SERVICE
02-10527-11-217	SERVICE
02-10527-11-220	SERVICE
02-10527-11-222	SERVICE
02-10527-11-223	SERVICE
02-10527-11-224	SERVICE
02-10527-11-228	SERVICE
02-10527-11-229	SERVICE
02-10527-11-230	SERVICE
02-10527-11-231	SERVICE
02-10527-11-232	SERVICE
02-10527-11-233	SERVICE

02-10527-11-234	SERVICE
02-10527-11-236	SERVICE
02-10527-11-237	SERVICE
02-10527-11-238	SERVICE
02-10527-11-239	SERVICE
02-10527-11-241	SERVICE
02-10527-11-242	SERVICE
02-10527-11-243	SERVICE
02-10527-11-245	SERVICE
02-10527-11-246	SERVICE
02-10527-11-247	SERVICE
02-10527-11-248	SERVICE
02-10527-11-249	SERVICE
02-10527-11-250	SERVICE
02-10527-11-251	SERVICE
02-10527-11-252	SERVICE
02-10527-11-254	EQUIPMENT
02-10527-11-255	SERVICE
02-10527-11-256	SERVICE
02-10527-11-257	SERVICE
02-10527-11-258	SERVICE
02-10527-11-259	SERVICE
02-10527-11-260	SERVICE
02-10527-11-261	SERVICE
02-10527-11-264	SERVICE
02-10527-11-265	SERVICE
02-10527-11-266	SERVICE
02-10527-11-269	SERVICE
02-10527-11-270	SERVICE
02-10527-11-271	SERVICE
02-10527-11-272	SERVICE
02-10527-11-273	SERVICE
02-10527-11-274	TURNKEY
02-10527-11-275	SERVICE
02-10527-11-276	SERVICE
02-10527-11-277	SERVICE
02-10527-11-278	SERVICE
02-10527-11-279	SERVICE
02-10527-11-281	SERVICE
02-10527-11-282	SERVICE
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02-10527-11-293	SERVICE
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02-10527-11-296	SERVICE
02-10527-11-297	SERVICE
02-10527-11-298	SERVICE
02-10527-11-299	SERVICE
02-10527-11-300	SERVICE
02-10527-11-302	SERVICE
02-10527-11-304	SERVICE
02-10527-11-305	SERVICE
02-10527-11-306	SERVICE
02-10527-11-307	SERVICE
02-10527-11-307A	SERVICE
02-10527-11-308	SERVICE
02-10527-11-309	SERVICE
02-10527-11-310	SERVICE
02-10527-11-312	SERVICE
02-10527-11-313	SERVICE
02-10527-11-315	SERVICE
02-10527-11-316	SERVICE
02-10527-11-317	SERVICE
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02-10527-11-319	SERVICE
02-10527-11-320	SERVICE
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02-10527-11-322	SERVICE
02-10527-11-323	SERVICE
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02-10527-11-326	SERVICE
02-10527-11-328	SERVICE
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02-10527-11-330	SERVICE
02-10527-11-331	SERVICE
02-10527-11-332	SERVICE
02-10527-11-333	SERVICE
02-10527-11-334	SERVICE
02-10527-11-335	SERVICE
02-10527-11-336	SERVICE
02-10527-11-337	SERVICE
02-10527-11-338	SERVICE
02-10527-11-339	SERVICE
02-10527-11-340	SERVICE
02-10527-11-341	SERVICE
02-10527-11-342	SERVICE
02-10527-11-344	SERVICE

02-10527-11-345	SERVICE
02-10527-11-346	SERVICE
02-10527-11-349	SERVICE
02-10527-11-350	SERVICE
02-10527-11-353	SERVICE
02-10527-11-354	SERVICE
02-10527-11-355	SERVICE
02-10527-11-356	SERVICE
02-10527-11-357	SERVICE
02-10527-11-359	SERVICE
02-10527-11-360	SERVICE
02-10527-11-364	SERVICE
02-10527-11-365	SERVICE
02-10527-11-366	SERVICE
02-10527-11-368	SERVICE
02-10527-11-369	SERVICE
02-10527-11-370	SERVICE
02-10527-11-371	SERVICE
02-10527-11-372	SERVICE
02-10527-11-373	SERVICE
02-10527-11-374	SERVICE
02-10527-11-375	SERVICE
02-10527-11-376	SERVICE
02-10527-11-377	SERVICE
02-10527-11-380	SERVICE
02-10527-11-381	SERVICE
02-10527-11-382	SERVICE
02-10527-11-383	SERVICE
02-10527-11-385	SERVICE
02-10527-11-386	SERVICE
02-10527-11-387	SERVICE
02-10527-11-389	SERVICE
02-10527-11-391	SERVICE
02-10527-11-392	SERVICE
02-10527-11-395	SERVICE
02-10527-11-396	SERVICE
02-10527-11-397	SERVICE
02-10527-11-399	SERVICE
02-10527-11-400	SERVICE
02-10527-11-402	SERVICE
02-10527-11-408	SERVICE
02-10527-11-409	SERVICE
02-10527-11-410	SERVICE
02-10527-11-411	SERVICE
02-10527-11-412	SERVICE
02-10527-11-413	SERVICE
02-10527-11-415	SERVICE

02-10527-11-419	SERVICE
02-10527-11-419A	SERVICE
02-10527-11-420	SERVICE
02-10527-11-420A	SERVICE
02-10527-11-421	SERVICE
02-10527-11-422	EQUIPMENT
02-10527-11-423	SERVICE
02-10527-11-424	SERVICE
02-10527-11-425	TURNKEY
02-10527-11-426	SERVICE
02-10527-11-431	SERVICE
02-10527-11-433	SERVICE
02-10527-11-434	SERVICE
02-10527-11-435	SERVICE
02-10527-11-436	SERVICE
02-10527-11-437	SERVICE
02-10527-11-438	TURNKEY
02-10527-11-439	SERVICE
02-10527-11-440	TURNKEY
02-10527-11-441	SERVICE
02-10527-11-442	SERVICE
02-10527-11-443	SERVICE
02-10527-11-446	SERVICE
02-10527-11-447	SERVICE
02-10527-11-448	SERVICE
02-10527-11-449	SERVICE
02-10527-11-450	TURNKEY
02-10527-11-451	EQUIPMENT

Total amount of TCPN Purchases 2011

2010

02-10527-10-001	TURNKEY
02-10527-10-002	TURNKEY
02-10527-10-004	SERVICE
02-10527-10-006	TURNKEY
02-10527-10-010	SERVICE
02-10527-10-011	SERVICE
02-10527-10-012	SERVICE
02-10527-10-013	SERVICE
02-10527-10-017	SERVICE
02-10527-10-028	SERVICE
02-10527-10-039	SERVICE
02-10527-10-040	SERVICE
02-10527-10-041	SERVICE
02-10527-10-042	SERVICE
02-10527-10-044	SERVICE
02-10527-10-045	SERVICE

02-10527-10-049	SERVICE
02-10527-10-052	SERVICE
02-10527-10-053	SERVICE
02-10527-10-054	SERVICE
02-10527-10-060	SERVICE
02-10527-10-063	SERVICE
02-10527-10-064	SERVICE
02-10527-10-069	SERVICE
02-10527-10-071	SERVICE
02-10527-10-072	SERVICE
02-10527-10-076	EQUIPMENT
02-10527-10-078	SERVICE
02-10527-10-079	SERVICE
02-10527-10-080	SERVICE
02-10527-10-081	SERVICE
02-10527-10-085	SERVICE
02-10527-10-086	SERVICE
02-10527-10-088	SERVICE
02-10527-10-089	SERVICE
02-10527-10-091	SERVICE
02-10527-10-092	EQUIPMENT
02-10527-10-094	SERVICE
02-10527-10-096	SERVICE
02-10527-10-100	TURNKEY
02-10527-10-101	SERVICE
02-10527-10-102	SERVICE
02-10527-10-103	SERVICE
02-10527-10-104	SERVICE
02-10527-10-105	SERVICE
02-10527-10-106	SERVICE
02-10527-10-108	SERVICE
02-10527-10-111	SERVICE
02-10527-10-114	SERVICE
02-10527--10-115	SERVICE
02-10527-10-120	SERVICE
02-10527-10-122	SERVICE

Total amount of TCPN Purchases 2010

2009

02-10527-09-003	SERVICE
02-10527-09-006	SERVICE
02-10527-09-019	SERVICE
02-10527-09-020	EQUIPMENT
02-10527-09-023	EQUIPMENT
02-10527-09-024	SERVICE
02-10527-09-027	SERVICE
02-10527-09-030	SERVICE

02-10527-09-030A	SERVICE
02-10527-09-031	TURNKEY
02-10527-09-033	EQUIPMENT

Total amount of TCPN Purchases 2009

DFW Airport

City, State:
Customer Name: John Smith
Customer title: Utilities Manager
Phone number: (972) 973-3655
Years Serviced: 6+
Customer title: Director of Maintenance & Transportation
Phone number: 361-777-4254
Years Serviced: 4 yrs

2011

02-10542-11-003	SERVICE
02-10542-11-006	SERVICE
02-10542-11-007	SERVICE
02-10542-11-008	SERVICE

Total amount of TCPN Purchases 2011

2010

02-10542-10-003	SERVICE
02-10542-10-004	SERVICE
02-10542-10-005	SERVICE
02-10542-10-006	SERVICE

Total amount of TCPN Purchases 2010

2009

02-10542-09-001	SERVICE
02-10542-09-002	SERVICE
02-10542-09-003	SERVICE

Total amount of TCPN Purchases 2009

Austin Community College

City, State: Austin, Texas
Customer Name: Dean Johnson
Customer title: Director of Buildings and Grounds
Phone number: 512-223-1011
Years Serviced: 5 yrs + (Actual # unknown)

2011

03-10003-11-005	TURNKEY
03-10003-11-006	TURNKEY
03-10003-11-007	TURNKEY

03-10003-11-008	SERVICE
03-10003-11-009	EQUIPMENT

Total amount of TCPN Purchases 2011

2010

03-10003-10-011	TURNKEY
03-10003-10-012	TURNKEY
03-10003-10-013	TURNKEY
03-10003-10-014	TURNKEY

Total amount of TCPN Purchases 2010

2009

03-10003-09-001	TURNKEY
03-10003-09-002	TURNKEY
03-10003-09-003	TURNKEY
03-10003-09-004	TURNKEY
03-10003-09-005	TURNKEY
03-10003-09-007	SERVICE
03-10003-09-008	SERVICE
03-10003-09-009	SERVICE
03-10003-09-010	SERVICE
03-10003-09-011	SERVICE
03-10003-09-013	SERVICE
03-10003-09-014	SERVICE
03-10003-09-015	SERVICE
03-10003-09-016	EQUIPMENT
03-10003-09-017	SERVICE
03-10003-09-019	SERVICE
03-10003-09-020	SERVICE
03-10003-09-021	EQUIPMENT
03-10003-09-023	TURNKEY
03-10003-09-024	TURNKEY

Total amount of TCPN Purchases 2009

Gregory Portland ISD

City, State: Portland, Tx

Customer Name: Larry Curtis

Customer title: Director of Maintenance & Transportation

Phone number: 361-777-4254

Years Serviced: 3 yrs

2011

03-10146-11-001	SERVICE
03-10146-11-002	SERVICE
03-10146-11-004	SERVICE
03-10146-11-006	SERVICE

03-10146-11-007	SERVICE
03-10146-11-008	SERVICE
03-10146-11-010	SERVICE
03-10146-11-012	SERVICE

Total amount of TCPN Purchases 2011

2010

03-10146-10-003	SERVICE
03-10146-10-004	SERVICE
03-10146-10-005	SERVICE
03-10146-10-006	SERVICE
03-10146-10-007	SERVICE
03-10146-10-008	SERVICE

Total amount of TCPN Purchases 2010

2009

03-10146-09-015	SERVICE
03-10146-09-020	SERVICE
03-10146-09-030	SERVICE
03-10146-09-035	SERVICE
03-10146-09-040	SERVICE
03-10146-09-045	SERVICE
03-10146-09-050	SERVICE
03-10146-09-055	SERVICE
03-10146-09-060	SERVICE
03-10146-09-062	SERVICE
03-10146-09-063	SERVICE
03-10146-09-064	SERVICE
03-10146-09-065	SERVICE
03-10146-09-066	SERVICE
03-10146-09-067	SERVICE
03-10146-09-068	SERVICE
03-10146-09-069	EQUIPMENT
03-10146-09-070	SERVICE
03-10146-09-071	SERVICE
03-10146-09-072	SERVICE
03-10146-09-073	SERVICE
03-10146-09-074	SERVICE
03-10146-09-075	SERVICE
03-10146-09-076	SERVICE
03-10146-09-077	SERVICE
03-10146-09-078	SERVICE
03-10146-09-079	SERVICE

Total amount of TCPN Purchases 2009

City, State: El Paso, Tx
Customer Name: Bob Mosley
Customer title: Facilities Director
Phone number: 915-780-5000
Years Serviced: 7 yrs

2011

05-10200-11-001	SERVICE
05-10200-11-003	SERVICE
05-10200-11-004	SERVICE
05-10200-11-005	SERVICE
05-10200-11-006	SERVICE
05-10200-11-007	SERVICE
05-10200-11-008	SERVICE

Total amount of TCPN Purchases 2011

2010

05-10200-10-001	TURNKEY
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Total amount of TCPN Purchases 2010

2009

05-10200-09-002	SERVICE
05-10200-09-003	SERVICE
05-10200-09-020	SERVICE

Total amount of TCPN Purchases 2009

X (TCPN purchases)

PROJECT NAME/DESCRIPTION

PROJECT
AMOUNT

Replace PVI Water Heater	\$103,854.00
Test & Inspect 11 RTUs & Perform Certified Air Balance	\$7,195.00
Infrastructure	\$15,201.91
	\$126,250.91

Harris County Annex 67	\$8,606.00
	\$8,606.00

Rebuild pump	\$4,240.00
Harris County / Settegast	\$60,683.00
Harris County / BBRC Detention Center	\$51,373.00
Harris County / Children's Assessment	\$1,641.78
Harris County / Quentin Mease Hospital	\$31,840.00
Harris County / Misc. Repairs	\$7,978.00
Harris County / Open p.o. for services	\$3,485.00
Harris County / People's Clinic	\$10,900.00
Harris County / Bldg A	\$1,753.00
Harris County / Bldg A	\$8,077.00
Harris County / Juvenile Justice Ctr	\$3,526.00
Harris County / Quentin Mease Hospital	\$2,342.00
Harris County / Holly Hall	\$2,066.00
Harris County / Quentin Mease Hospital	\$1,500.00
	\$191,404.78

Cap off Unused Water Line	\$374.33
Replaced leaving water temperature sensor	\$954.88
Install Motor Carrier AHU	\$1,922.28
Ditto	\$1,922.28
Repair Leak and Replace LLD	\$1,642.83
Replace Exhaust Motor	\$915.06
Filter Back Grill Data Room	\$995.00
Oil, Filter and Gasket Chg. On Cir. 1	\$1,333.44
Mclean ac	\$3,257.00
Replace Fan Motors & Blades	\$7,711.98
Replace Pump Motor Bearings	\$4,891.02
Performance Contract	\$2,575,000.00
T&M Replace heat relay and pressure switch	\$1,539.26
T&M diagnose issues with EXV freezing	\$338.57
T&M Replace #1 & #5 condenser fan motors & blades	\$2,846.23
T&M Plugged in the O/A switch	\$351.00
T&M Cleaned pump housin & reinstalled rebuilt pump motor	\$622.14
PDC Building	\$327.29
Replace Burnt out Compressor	\$5,205.00
Repaired leaks on two Lieber units	\$1,607.64
Installed new pulley & belt for RTU	\$482.67
Monitor Liebert unit during shutdown	\$419.59
Replace Comp Contactor RTU-5	\$265.00
Replace Comp Contactors RTU -3	\$458.00
Replace Starter motor on EFC-2	\$1,803.75
Pressure wash Evap coils AHU-1 & 4	\$2,034.40
Replace pump drive coupling & flow switch	\$1,018.88
Repair Liebert compressor	\$379.08
Repairs to MCCB s/n K07683547	\$298.09
\$2,620,916.69	

Replace Armstrong pump	\$1,547.88
replace shaft & bearings on AHU-5	\$4,850.05
Replace crank case heater on carrier unit	\$794.13
Replace sheave & wire terminals on trane pkg 1	\$774.51
replace sheave & contacts on trane pkg 2	\$789.93
replace motor sheaves & circuit breaker on trane pkg 3	\$685.91
replace sheaves on trane pkg 3	\$607.11
replace crank case heater & sheave on trane pkg 5	\$823.91
AHU-C02 water leak svc call	\$293.32
Replace flow switch on vav box	\$509.70
AHU-5 c/o sleeve & bearring	\$2,231.96
secondary chilller water pump #2 is down	\$1,017.30
rtu #5 is making noise	\$372.76
\$15,298.47	

5-yr mechanical contract \$4,278.31 per month	\$34,226.48
5-yr BAS contract \$1,807.69 per month	\$14,461.52
5-yr Fire Alarm contract \$706.66 per month	\$5,653.28
Plumbing T & M	\$1,000.00
Replace display control board	\$2,103.78
Leak check circuit #2	\$983.14
Emergency leak repair	\$7,463.75
Fire alarm	\$4,750.00
Recover all refrigerant, replace oil sensor	\$2,642.47
Replace oil ring gaskets, filters and refrigerant on Chiller.	\$3,476.57
plumbing Leak repair	\$5,189.74

\$81,950.73

TAMU Replace Hot Water Coil	\$17,610.00
TAMU Galveston Chiller Replacement	\$181,222.22
TAMU W Campus Training Center Replace Comp.Drier	\$23,367.00

\$222,199.22

TEXAS A&M / TEEX Building	\$46,588.00
TEXAS A&M / Corps Area	\$29,402.50

\$75,990.50

TEXAS A&M	\$1,929,508.00
TEXAS A&M / Duncan Dining Hall	\$27,882.00

\$1,957,390.00

PIPP FY2010	\$2,805.00
100 TON CU	\$92,806.83
5 Ton Split System	\$4,167.00
Stock Purposes - 5 ton Split	\$4,167.00
condensing unit	\$5,250.00
Prison Lift Station	\$4,220.00
City of Beaumont Water Utilities	\$4,107.00
Traffic	\$5,276.00
Best years Center	\$2,952.00
Water Utilities	\$5,127.00
condensing unit	\$4,388.88
condensing unit	\$5,744.00
City of beaumont Stock 5 Ton AHU	\$3,324.00
Fire Station #9	\$6,396.00
Solid Waste	\$6,303.00

\$157,033.71

Health Admin 15kw heater	\$272.34
Health svcs 10 ton AHU	\$2,140.00
PIPP FY2010	\$1,445.00
Health svcs 1	\$1,969.00
5 ton cu	\$1,149.00
2.5 ton ahu	\$1,438.00
Fleet Mtn	\$1,179.00
Fleet AHU	\$26,395.00
Civic ctr 20 & 30 ton RTU	\$8,257.00
Fleet mtn	\$7,410.00
Civic ctr 10 ton RTU	\$5,891.00
100 TON CU	\$2,794.00

\$60,339.34

5 ton cond	\$2,773.00
5 ton cond	\$2,721.00
3.5 TON COND	\$3,466.00
2-A/C RTAA chillers	\$265,643.00
4 ton condeninsg unit single pahse	\$11,324.00
5 ton condeninsg unit	\$2,845.00
2-10 ton splits	\$3,198.00
PIPP	\$45,415.75
1-3 ton split	\$2,032.00
2 ton condensing unit and air handler, no heat	\$1,746.00
1-5 ton split	\$1,746.00
1-3.5 ton split	\$1,894.00
PIPP	\$2,486.00
1-4 ton split	\$2,075.00

Condensing unit	\$1,790.00
Condensing unit	\$1,790.00
Condensing unit	\$1,790.00
Condensing unit	\$4,592.00
Condensing unit	\$5,390.00
Condensing unit	\$331.50

\$365,048.25

RTAC PM contract renewal	\$3,821.00
McKinney Campus 2010 FM contract	\$23,640.00
Cedar valley college bcu replacement	\$5,200.00
Arts Building RTAA Replace Oil Temp Sensor	\$714.00
Collin County Central Plant Fill Project	\$54,955.00
CCCCD --Spring Creek Campus Summit Training	\$1,161.00
Spring Creek Campus-- cooling & heating for 9 sets of bathrooms	\$118,403.00
Spring Creek Campus--vav box changes	\$23,512.00
Higher education contract	\$8,698.00
Arts bldg 2010 contract renewal	\$3,063.00
Continuation of service agreement	\$8,524.40
Spring Creek Campus Actuator Replacement	\$2,278.00
SPring Creek Campus Fire damper inspection	\$1,361.00
Spring Creek Campus Diagnosing Hot Water Valves Bleeding	\$5,860.66
CCCCD Spring Creek Campus RTAC Repairs	\$39,846.00
CCCCD Arts building Chiller Repairs	\$5,920.00
CCCCD Spring Creek VFD on ahu 21 k wing & vav @ k208	\$616.22
CCCCD Spring Creek Campus	\$2,884.00
CCCCD CPC - Stair Tower RTU Replacement	\$31,895.00
CCCCD Spring Creek Campus AHU 13 Shaft Replacementd	\$12,875.00
Open P.O.	\$2,000.00
AHU 2 VFD Down @ Fine Arts Room	\$2,339.56
CCCCD Spring Creek Campus BCU 1 Board Replacement	\$3,001.11
Spring Creek CVHE & RTAA 2012 PM Contract Renewal	\$16,444.00
CCCCD McKinney Campus Continuation of Service Agreement	\$30,462.00
CCCCD Spring Creek Campus VAV box not working	\$3,000.00
Open P.O.	\$5,000.00

\$417,473.95

Collin County Community College	\$21,512.00
	\$21,512.00

Spring Creek Campus CO- for various repairs	\$44,000.00
Spring Creek Starter, Oil Cooler Repairs, Leak Repair	\$21,462.00
Arts Building RTAC Repairs	\$4,107.00
Spring Creek Chiller 2 Refrigerant Installation	\$9,161.79
Spring Creek	\$823.00
CCCD Spring Creek Campus VAV/Actuator Replacement	\$4,586.00
CCCCD Spring Creek Service agreement renewal	\$8,328.00
CCCCD Spring Creek service agreement continuation	\$3,732.00
CCCCD Arts bldg service agreement continuation	\$2,980.00
CCCCD Spring Creek Equipment replacement	\$845,338.00
CCCCD Spring Creek--BAS Tie in	\$4,998.00
	\$949,515.79

Hardin RTU Screens	\$14,624.00
Daniel RTU Screens	\$14,624.00
Chiller replacement	\$254,450.00
Duncanville ISD Byrd & Acton MS RTU's	\$317,317.00
	\$601,015.00

Duncanville ISD	\$23,700.00
Duncanville ISD	\$265,953.00
Duncanville ISD	\$828,975.00
	\$1,118,628.00

NA	\$0.00
	\$0.00

Shady Grove kitchen mcquay replacement	\$13,091.00
Bear Creek café unit carier replacement	\$10,156.00
7 5 Ht Pmp Admin	\$4,797.00
Fossil HS 4 kitchen units to be replaced	\$38,733.00
	\$66,777.00

Keller ISD	\$11,002.00
	\$11,002.00

TWA060D300A0 Admin	\$2,410.00
TTBO12C100A2 This is for Indian Springs	\$1,100.00
Park Glen Elem Chiller Replacement	\$127,690.00
Fossil Hill Middle School	\$4,150.00
Park Glen Elementary	\$4,964.00
Shady Grove Elementary	\$4,964.00
Hillwood	\$21,511.00
Indian Springs Middle School	\$21,511.00
Keller Middle School	\$25,726.00
Shady Grove Elementary A/C Chiller	\$70,818.00
Bluebonnet Elementary--vav stuck in heat mode	\$108.94
Parkwood Hill Intermediate--#2 circuit down --hi suction	\$280.00
Bluebonnet ES--comm issues	\$167.88
	\$285,400.82

TCCD district wide service agreement	\$42,470.00
TCCD district wide service agreement	\$26,870.00
TCCD district wide service agreement	\$10,127.00
TCCD district wide service agreement	\$24,009.00
TCCD district wide service agreement	\$4,402.00
TCCD district wide service agreement	\$23,562.00
TCC S	\$543.78

TCC S	\$543.78
TCC NE	\$543.69
TCC South campus	\$543.69
TCC South campus	\$724.92
TCC South campus	\$966.56
TCC SE	\$241.64
TCC SE	\$5,369.78
TCC South campus	\$6,712.22
TCCD NE - Ch 1 AdaptiView Panel Upgrade	\$30,000.00
TCCD NE - Ch3 AdaptiView Panel Upgrade	\$30,000.00
TCCD NE - Ch2 AdaptiView Panel Upgrade	\$34,777.33
TCCD NE	\$808.86
TCCD South	\$985.84
TCCD South East campus	\$435.54
TCCD SE Campus – Leak Check Ch 2	\$5,500.80
Tarrant County College-Trinity Campus	\$316.54
Address BAS issues	\$801.00
TCCD NW	\$1,882.52
TCCD SE Campus	\$246.46
TCCD South Install Flow Monitoring/ GPM	\$1,489.51
TCCD Northeast Campus Chiller Repair	\$7,111.19
BCU Just Installed	\$123.23
TCCD Trinity - Install Temp Sensor on #3	\$378.66
Chillers-No control	\$220.00
TCCD South Campus Flow Swtich L95A01073 #1 Chiller	\$1,489.33
TCCD South Campus BCU-4 Wont Come On Line	\$350.88
#1 Free Cooling Chiller Down	\$290.00
TCCD S Adaptiview Panel Upgrade Ch 2 L96K07954	\$30,338.44
TCCD SE L95K09853-2nd Stage Vane Arm Stuck	\$23,786.35
TCCD North East Campus	\$1,740.00
TCCD NE Leak Check L95A01065 Trane 3	\$6,347.57
TCCD Southeast Campus Tracer callin for all 4 TWR	\$440.00
TCC S. Campus Pull Refig. And leak Check L96K07954	\$5,234.15
TCCD #4 York Purge Issue	\$175.50
CK Tracer SetPts	\$385.56
TCCD S Install IFM on Chill Water	\$3,316.80
Install Flow Monitoring GPM	\$10,267.78
TCCD FWOC AFT Chiller L	\$40,332.21
Parts Sale Only	\$447.52
FWOC campus	\$274.88
Trinity Campus #5 down-Oil PR Diff/#2 wont St	\$591.16
TCCD FWOC Campus ck program	\$220.00
#4 ck 1 Tube-Clear it or Plug	\$232.00
#1-AFD Overheating	\$522.00
TCCD Northeast Campus Ref Monitor going off	\$435.55
Ck Chillers Not Running in	\$660.00
CH-1 Add Bracket	\$464.00

TCCD South Panel upgrade L95L10787	\$33,350.58
TCCD south Panel Upgrade #1 L95A01073	\$47,359.38
TCCD	\$1,856.00
TCCD NE flange upgrade L87C01054	\$18,010.00
South Campus 8 hrs reprogramming	\$880.00
TCCD NE Chiller #1 add head pressure control	\$5,112.42
TCCD NE Recover Refrig Leak Check	\$5,724.06
TCCD NE VAV Box Add	\$1,756.06
TCCD Trinityh Chiller 3 Replace Oil Regulator	\$1,498.00
	\$506,595.72

Tarrant County Community College	\$589.40
Tarrant County Community College	\$884.10
Tarrant County Community College	\$12,478.61
Tarrant County Community College	\$294.70
Tarrant County Community College	\$471.52
Tarrant County Community College	\$518.66
Tarrant County Community College	\$648.34
Tarrant County Community College	\$589.40
Tarrant County Community College	\$353.64
Tarrant County Community College	\$816.22
Tarrant County Community College	\$7,053.70
Tarrant County Community College	\$518.28
Tarrant County Community College	\$10,781.00
Tarrant County Community College	\$966.56
Tarrant County Community College	\$241.64
Tarrant County Community College	\$362.46
Tarrant County Community College	\$724.92
Tarrant County Community College	\$543.69
Tarrant County Community College	\$845.74
Tarrant County Community College	\$785.33
Tarrant County Community College	\$543.69
Tarrant County Community College	\$785.33
Tarrant County Community College	\$511.53
	\$42,308.46

Troubleshoot pool unit	\$706.22
MISC.	\$385.15
annual inspection	\$337.56
SERVICE TICKET 09-1628782	\$7,400.00
SERVICE TICKET 09-1697310	\$6,844.00
SERVICE TICKET 09-1692319	\$4,933.00
SERVICE TICKET 09-1709261	\$1,164.12
SERVICE TICKET 09-15403212	\$291.00
SERVICE TICKET 08-1392488	\$1,164.12

SERVICE TICKET 09-1751431	\$1,356.80
SERVICE TICKET 09-1766203	\$460.00
SERVICE TICKET 09-1767715	\$240.00
SERVICE TICKET 09-177517	\$176.30
SERVICE TICKET 09-1775210	\$3,330.11
SERVICE TICKET 09-1815191	\$572.99
SERVICE TICKET 09-1819165	\$559.83
York air cooled down	\$294.70
TCCD S V17 Summit Software	\$412.58
TCCD NW Automation	\$589.40
TCCD NE Automation	\$117.88
TCCD FWOC Unit 7 &8	\$235.76
TCCD INSTALL CONTACTOR ON UNIT #8	\$455.33
TCCD NE RTAC155 Comm issues	\$412.58
TCCD SE Tracer	\$235.76
TCCD #4 purging	\$235.76
10 Yr Inspection/Overhaul SouthCampus	\$36,055.00
1st stage operator leaking found drain line to oil sump leaking	\$18,035.71
	\$87,001.66

Convention Center Boiler Retube	\$29,930.00
George Allen Courts bldg ch 1 add freon	\$1,173.00
Low Sterret justice ctr oil heater replacement	\$747.00
Admin Bldg Cooling Tower repairs	\$3,444.00
George Allen Courts bldg ch 1 add freon	\$1,173.00
6TH Flr Kennedy Museum RTHB starter repairs	\$1,369.00
N Dallas Govt Ctr split system repairs	\$2,229.00
	\$40,065.00

Dallas County	\$4,955.00
Dallas County	\$762.00
Dallas County	\$5,165.00
Dallas County	\$2,608.00
Dallas County	\$13,640.00
Dallas County	\$2,734.00
Dallas County	\$6,644.00
Dallas County	\$4,712.00

Dallas County	\$3,410.00
Dallas County	\$3,410.00
Dallas County	\$4,374.00
Dallas County	\$7,867.00
Dallas County	\$4,291.00
Dallas County	\$4,291.00
Dallas County	\$3,703.00
Dallas County	\$3,410.00
Dallas County	\$811.67
Dallas County	\$1,993.00
Dallas County	\$5,793.00
Dallas County	\$4,797.00
Dallas County	\$483.28
Dallas County	\$1,369.00
Dallas County	\$6,706.00
Dallas County	\$7,478.00
Dallas County	\$1,799.00

\$107,205.95

Juvenile Center Refrigerant Monitor	\$4,144.00
Bill Decker Detention Center. □	\$4,985.00
Oak Cliff Government Center 2009 Annual Inspections	\$2,841.00
Cliff House Probation Center 2009 Annual Inspections	\$1,248.00
North Dallas Government Center 2009 Annual Inspections	\$2,641.00
Records Building Refrigerant Charge	\$4,985.00
Records Building Refrigerant Charge-ALTERANTE CHANGE	\$4,334.00
Dallas County Records Building Refrigerant Charge	\$13,329.00
Cook Jail Kitchen	\$10,914.00
Records Building Trane CVHA018 Controller Retrofit	\$1,219.46
Dallas Co. 20 ton replacement	\$10,914.00
George Allen Eddy Current	\$5,331.70
Records bldg eddy current	\$2,405.20
Admin Bldg Eddy Current	\$3,122.00
Admin Bldg 2010 Annual Inspections	\$6,035.00
Records Bldg 2010 Annuals	\$5,442.00
George Allen Bldg 2010 Annuals	\$8,834.00
George Allen 2010 CVHF041 & CVHF077 Overhauls	\$76,505.00
Records Bldg CVHE Overhauls	\$31,469.00
Dallas Co Juvenile Justice Ctr annual	\$11,946.50
add to above quote	\$1,202.50
Lew Stewart Justice Center Chiller 1B 2010 Overhaul	\$43,906.00
Lew Stewart Justice Center Chiller 1B 2010 Overhaul	\$47,168.00
Lew Stewart Justice Center Chiller 2 Annual Inspection	\$3,842.00
Lew Stewart Justice Center Chiller 3 Annual Inspection	\$3,611.00
Lew Stewart Justice Center Chiller 4 Annual Inspection	\$14,467.00

\$326,841.36

City of Dallas Armory Ammunitions Vault Demo 400 HP	\$15,360.00
Fire Station # 47 - Glass,	\$1,130.00
Fair Park Administration A/C Not Cooling	\$7,667.00
Martin Luther King Chiller Repairs	\$6,528.00
Fair Park Centennial Hall AHU 6 PCM Replacement	\$3,065.00
City of Dallas Armory Ammunitions Vault Demo 250 HP	\$18,802.00
City of Dallas Armory Ammunitions Vault Demo Ajax Boiler Model: WFC	\$20,698.00
Dallas Parts Department Heat Exchanger Replacement	\$8,370.00
Singing Hills Recreation Center	\$7,156.00
Fair Park Creative Arts Bldg Chiller Down	\$4,081.00
Fair Park Museum of Nature and Science Pump Repair	\$1,467.00
Fair Park Administration Guard Shack Circuit Board Replacement	\$608.00
Fair Park Coliseum Chiller Refrigerant Leak	\$20,785.00
Union Station Cooling Tower Upgrade	\$ 262,592.00
Fair Park Administration Check All RTU's	\$47,465.00
Dallas Animal Control Detailed PM 9 Units	\$15,018.00
Morton Myerson AHU Coil change out	\$115,915.00
Fruitdale Foundation Tile Repair	\$28,420.00
East side water plant ozone RTUs	\$63,333.00
TXU Dallas water utilities s/s install	\$6,500.00
East side water plant ozone split systems	\$47,688.00
Code compliance painting	\$17,920.00
Love field golf cart	\$13,900.00
Urban Rescue Project Development	\$7,571.55
Fair Park Cotton Bowl Trane Package Unit Repair	\$637.00
Fair Park Automotive Building/Boiler Startup	\$1,168.00
Fair Park Administration Building Unit Checkout	\$318.00
Fair Park Grand Place Compressor Replacements	\$20,394.00
McCommas Bluff Landfill Carrier Unit Repair	\$424.00
Fair Park Band Shell Heater Down	\$530.00
Dallas Equip & Bldg Srvc's/City of Dallas Oak Cliff Municipal Cntr Cable	\$1,377.00
City of Dallas Central Library AHU Leak Repair	\$304.00
City of Dallas Fair Park Creative Arts Heaters	\$21,790.00
City of Dallas Marcus Rec Center HVAC Renovation	\$123,565.00
City of Dallas JC Turner Rec Center HVAC Renovation	\$143,430.00
City of Dallas Audelia Library Boiler	\$23,900.00

City of Dallas East Side Purific Plant Duct Clean	\$31,053.00
City of Dallas Hensley Field US & R Facility	\$126,069.00
Central Police Station AHU-33-2 leak repairs	\$11,334.00
Court & detention svcs cooling tower repairs	\$11,242.00
City of Dallas East Side Water Plat Ozone RTUs	\$63,333.00
Cour & Detention svcs 2010 annual inspection	\$3,618.87
Cotton Bowl Stadium PD Switch Replacement	\$620.00
Majestic Theater Heat Inspection Repairs	\$2,725.00
Dallas Heritage Village Millermoore House Inspect	\$7,000.00
Fair Park Coliseum Boiler Checkout	\$3,826.00
Meyerson Symphony Center Exhaust Fan Down	\$372.24
Dallas Police Investigative 06E Compressor Installation	\$6,038.00
Fair Park Band Shell Check Heat on Unit	\$1,144.00
Fair Park Centennial Hall Infrared Heater Inspection-	\$1,977.00
Fair Park Embarcadero Refrigeration Unit Repair	\$225.87
Fair Park Food & Fiber Heat Inspection	\$504.00
Fair Park Museum of Nature and Science Welding Service	\$529.00
Fire Rescue Bldg B Hot Water Expansion Tank	\$1,983.00
Fire training vav	\$517.00
Fair park & fiber bldg cond coil cleaning	\$689.00
Fair park coliseum RTHC repair	\$13,471.00
Fair park admin tracker bldg system down	\$4,797.00
Fair park food & fiber bldg compressor replacement	\$9,516.00
Science place AHU #12 repair	\$3,860.00
Museum of art ch #4 replace oil gauge	\$554.00
Central library AHU 20 vibration analysis	\$766.00
Central library Dallas EF #19 --replace bearings	\$3,700.00
Central llbrary Dallas AHU #18 ---replace bearings	\$1,384.00
Central library york chiller repair	\$9,430.00
Love field central plant steam pipe repair	\$8,860.00
Majestic Theatre Carrier unit repairs	\$16,398.00
City hall court & detention services york chiller repairs	\$7,345.00
Dallas Animal Control AHU Repairs	\$1,344.00
Fair Park Museum of Nature & Science CTV Chiller Repairs	\$931.00
Anita Martinez Rec Center pump repair	\$1,656.00
Science Place I integration & ASHRAE	\$57,288.00
Meyerson Symphony Center 19 HR Replace Vane Shaft Seal	\$3,480.89
Science Place 1 Steam Leak RepaiR	4,063.00
East Side Water Plant Chemical Office AC	\$7,850.00
Dallas Museum of Art VFD Repair	\$2,469.30
Pike Park AHU Replacement Company	\$6,630.00
Fair Park Cotton Bowl Stadium Controls Diagnostics	\$986.00
Meyerson Symphony Center 2011 Annual Inspection Chiller #1	\$2,069.00
Latino Cultural Center - 2011 Annual Inspection	\$8,962.00
Martin Luther King Jr. Community Center - Chiller #1 and #2 Repairs	\$11,482.00
DFW Airport Rental of Air Compressor	\$10,000.00
Fair Park Muesum of Nature & Science Heater Replacement	\$6,767.33

Myerson Symphony Center - Chiller Purge Repair	\$3,250.00
Fair Park Cotton Bowl Stadium Unit Heat Check	\$636.00
Fair Park Embarcadero Heat Check	\$2,348.99
Fair Park Hall of State Bldg Tracer Summit Repair	\$159.00
Love Field Central Plant	\$184.88
Martin Luther King Jr Community Center - both CH Trip Low Oil Pressu	\$1,030.44
Northeast Police Station - Hot Water Sid of Boiler Down	\$283.78
Convention Center Heat Exchange Bypass Pipe	\$10,975.00
EMS Not Controlling Space Heaters	\$2,170.22
City of Dallas Parks and Rec Site - Old Mill Inn	\$765.18
Fair Park Old Mill Inn - Hot Water Coil	\$6,630.00
Dallas Heritage Village Millermore House Painting	\$112,720.00
City of Dallas Parks and Rec Fair Park Admin. Bldg.	\$1,439.68
Fair Park Cotton Bowl Stadium Controls Repairs	\$1,897.00
Meyerson Symphoy Center CWH pump 4 VFD replacement	\$9,083.00
City Hall Boiler 2011	\$26,201.00
Anita Martinez Rec Center -Transformer hit by lightening	\$5,960.13
EBS Acct Northwest Service Center-FCU busted drain line	\$532.76
Latino Cultural Center Re-commissioning Of Allerton Controls	\$5,004.00
Fair Park Coliseum-Check Heat	\$2,880.36
Anita Martinez Rec Center-Transfrmr hit by Lightening	\$5,960.00
Dallas Communications Bldg Water Treatment	\$2,940.00
Meyerson Symphony V@ storm pumps needing seals repaired.	\$281.46
Northwest Service Center Coil Replacement	\$15,273.00
Latino Cultural Central VFD Replacement	\$4,537.00
Parks and Rec Fair Park Band Sheet	\$283.88
Parks and Rec Fair Park coliseum - check frozen coil	\$8,028.44
Love Field Central Plant - Valve Replacement	\$1,355.00
Parks and Rec - Fair Park's Administrative Building	\$470.44
Fair Park's admin bldg.-check heat from super bowl	\$6,312.67
MEYERSON SYMPHONY CENTER-3 CHILLERS DOWN	\$584.00
Dallas Police Headquarters - Main Unit down and Ref Leak - Wkend Ca	\$5,227.91
PARKS AND REC CHECK HEAT	\$6,187.34
Oak Cliff Municipal Complex Cooling Tower	\$219,580.00
REPAIR COPPER LINES ON CHILLER	\$6,657.11
Oak Lawn Central Library HVAC Retro	\$155,956.00
Dallas City Sanitation Department Condenser Retro	\$26,043.00
Dallas Police Property Building 1 Comp Leaking/ 1 Comp Locked Up	\$4,461.33
Dallas Museum of Natural History Chiller Repair	\$16,471.00
Dallas Arlington Rec Center Park SS HVAC	\$47,682.00
COD Latino Cultural Center Carrier Chiller Repairs	\$16,156.00
Dallas Sanitation Department Compressor Top end overhaul	\$13,259.00
Meyerson Symphony Center Chillers 2 Annual Inspeiton	\$3,819.00
Majestice Theater Condenser Fan Motor Replacement	\$1,711.00
Mountain Creek Library VFD Repair	\$944.00
Kalita Humphrey Theatre 2011 30HR Annual Inspection	\$2,010.00
Kalita Humphrey Theatre Cooling Tower Annual Inspection	\$4,046.00

Fair Park Cotton Bowl Stadium / Fan Coil Unit	\$3,925.00
Sanitation Department 30 Ton Rental	\$25,000.00
Parks and Red Fair Park coliseum bleed Air and Start Chiller	\$23,010.00
Cultural Affairs Majestic Theater Carrier copper Stolen	\$5,756.89
Fair Park Coliseum site#100171 Chiller 2	\$659.11
Parks and Rec Fair park Embarcadero check for bad comps	\$7,918.44
Dallas City Hall 2011 Annual Inspections	\$8,064.00
Dallas Central Library 2011 Annual Inspection	\$8,620.00
Court & Detention Services 2011 Annual Inspection	\$2,528.00
Martin Luther King Medical Center 2011 Annual Inspection	\$6,723.00
Fair Park Museum of Nature & Science 2011 Annual Inspection	\$3,368.00
City Hall Cooling Tower Repair	\$11,552.00
Dallas Science Place II Ductwork Transition	\$3,850.00
Love Field Parking Garage AHU B5 VFD Replacement	\$960.00
Fair Park Museum of Nature and Science	\$2,588.00
Dallas Northeast Police Station 60T Chiller Rental	\$27,575.00
Dallas City Hall Chiller 1 Leak Repair	\$6,632.00
Fair Park Museum of Nature & Science Reigrigerant Monitor Repair	\$1,103.11
Dallas Love Field Coil Replacements	\$41,605.77
Love Field Parking Garage Condensate Pumps - Dalls City of Aviation D	\$82,782.00
Love Field Central Plant blow Down Pipe Replace	\$7,100.00
Dallas Love Field PRV Station	\$12,147.00
Love Field Custodial Mech RM Steam	\$64,906.00
Dallas North Central EBS Service Center Awning	\$3,838.00
Kalita Humphrey Theater Boiler Replacement	\$28,777.00
Fair Park Hall of State Bldg 2011 Annual Inspection	\$2,285.00
Fair Park Museum of Nature & Science 2011 D&B Annual Inspection	\$1,783.00
Central Library Dallas AHU #20 Repairs	\$4,020.00
Dallas Museum of Art 1717 N Harwood Dallas	\$787.56
Dalls Eastside Water Plant Duct Cleaning Phase 2	\$35,036.88
Latino Cultural Center to trouble shoot ahu #4	\$139.33
Parks and Rec Fair Park Centennial Hall Check CH 4	\$7,575.33
Elm Fort Plant HVAC Ozone Generator	\$63,333.00
Dallas Museum of Natural History 2011 Annual Inspection	\$2,588.00
Old City Hall - Rental Chiller	\$54,927.55
Latino Cultural Center AHU 4 Diagnostics	\$260.00
Kalita Humphrey Theatre Alerton Controls Verification	\$4,375.11
Martin Luther King Jr. Center Chiller Repairs	\$1,630.00
Meyerson Symphony Center Carrier Ciller Oil Replacement	\$2,646.00
Lancaster Kiest Library U05E01996 Chiller Repair	\$2,227.33
Dallas Love Field Gate 32 Restricted Area Wall	\$64,906.00
Central Police Station HVAC Reno	\$542,560.00
Southwest Police HVAC Reno	\$662,260.00
Central Library Dallas YTL Leak Repair	\$13,061.00
Latino Culture Center Humidifier Renovation	\$13,153.42
Dallas Love Field Parking Garage Coils	\$1,948.00
Dallas city Hall Reigrigerant Temp Sensor Replacement	\$2,659.33

Fair Park Museum of Nature & Science Circuit Board Replacement	\$1,933.00
Elm Fork Water Treatment Plant IPAK	\$139,474.88
Elm Fork Water Treatment Plant Generator #4 High Head Press	\$708.00
Dallas Arlington Rec Center HVAC Ductwork	\$11,138.00
Meyerson Symphony Center Chillers Down	\$613.11
meyerson Symphony Center Chiller 2 Condenser Flow Switch Replacer	\$3,410.00
Dallas Sanitation Departmenbt CAUA Unit Repair	\$2,934.00
Love Field Central Plant Ice Storage Tank Sensor Replacement	\$2,638.00
Dallas Eastside WWTP HVAC Unit Relocation	\$26,098.00
Dallas Central Library Condenser Theft Guads	\$8,850.00
City Hall Replace Leaking 1st Stage Vane Operator	\$1,981.00
Dallas City Hall Acidize Chiller 3 & Pump Strainer Cleaning	\$4,709.00
Lancaster Kiest Library RTAA Diagnostics	\$2,051.00
EECBG Project CO #1	\$225,198.00
Marcus Recreation Center Compressor Replacement	\$12,012.00
Central Library Dallas for sub contractor boiler work	\$320.44
Martin Weiss rec center	\$13,708.00
Kality Humphrey Theater Addition Work From Annual Inspection	\$4,709.00
after hours check chillers Fair Park Centennial Hall	\$672.22
Annual Inspections Parks and Rec Fair Park Admin Bldg	\$1,873.55
Fair Park Embarcadero annual inspection	\$15,058.44
Fair Park Band Shell Annual Inspection	\$1,461.33
Fair Park Admin Ticket Booth Down	\$4,197.00
Meyerson Symphony Center Cooling Tower Repairs	\$21,870.00
Kalita Humphrey Theater Chiller Repairs	\$4,929.00
Fair Park Museum of Nature and Science Boiler Review	\$3,734.00
Fair Park Old Mill Inn Pump Replacement	\$4,127.11
Meyerson Symphony Center Chillers Down	\$556.00
Dallas Executive Airport Tubing Replacement	\$1,927.00
Marcus Recreation Center Lobby Unit Repair	\$2,140.00
Love Field Central Plant EMS System Down	\$4,715.00
Love Field Central Plant Parking Garage Unit A2 wont run	\$148.22
Lakewood Library Change Order	\$117,988.00
Dallas Central Wastewater Treatment Cooling Tower	\$144,976.22
North Oak Cliff Library Dallas Replace Compressor	\$9,885.00
Dallas Central Police Station AHU Motor Replacement	\$3,291.00
animal Shelter Sugrical Ductless	\$11,333.00
Dallas Love Field Return Air Grill	\$956.00
Dallas Morton Meyerson AHU-2 CW Valve	\$9,220.00
Dallas Morton Meyerson AHU-5 Header Repairs	\$23,973.56
Heliport Generator Injector Repair	\$4,426.00
Beckley Saner Recreation Center Compressor Replacement	\$4,197.00
Love Field Parking Garage AHU B5 VFD Replacement	\$3,218.00
Thanksgiving Square Carrier Chiller Repairs	\$7,434.00
Dallas Central Police Station CH Annuals & Repairs	\$29,144.00
Love Field Miles Electric Vehicles	\$70,800.00
Love Field West Concourse 4 CHW Coil Cleaning	\$7,012.00

Hampton Illinois Library Carrier Unit Repair	\$1,271.00
Hampton Illinois Library AHU Diagnosis	\$920.00
Fair Park Administration Building Ticket Booth Window Units	\$4,197.00
Martin Luther Kign Chiller Diagnosis	\$1,597.00
Fair Park Coliesum Chilled Water Pump Repair	\$10,234.00
Dallas City o fOld Mill Inn Check Condensing Units	\$3,698.88
Central Library Dallas Chiller 1 Diagnosis	\$970.00
Code Compliance closeout	\$100,000.00
Dallas Bachman Lower Pump Station Condenser Hoods	\$5,850.00
Heliport Generator Water Pump Replacement	\$2,451.00
Animal Shelter 2nd Round Split Install	\$122,316.88
Fair Park Automotive Building Equipment Repairs	\$7,922.00
Fair Park Embarcadero Condenser Coil Cleaning	\$1,017.55
Fair Park Magnolia Lounge Split System Retro	\$23,941.00
Elm Fork Water Plant Remaining Ozone Generators	\$162,303.00
Love Field Central Plant DX9100 Controller Replacement	\$1,203.00
Meyerson Symphony Center Pump 5 Diagnosis	\$1,455.00
Jaycee Zaragosa RTU Equipment	\$12,225.00
Love Field Central Plant CHW Storage Tank Engineered Inspection	\$3,202.00
North Oak Cliff Library Dallas Reheat Coil Cleaning	\$6,530.00
Myerson Symphony building Water Leak Repair	\$16,400.00
MLK Recreation Center Pipe Chase Replacement	\$19,771.77
Latino Cultural Center Condenser Fan Motor Replacement	\$2,685.00
Beckley Saner Recreation Center Compressor Replacement	\$7,122.00
Dallas Audelia Road Library Replacement Chiller	\$175,806.00
Fair Park esplandade fountain Check AC	\$1,451.00
Fair park Band Shell Replace Blower Motor	\$902.00
Fair Park Cotton bowl Stadium Unit Down	\$4,009.00
Fair Park Grand Place Annuals on Equipment	\$30,453.11
Fair Park Cotton bowl Stadium Install Split System	\$12,967.00
Aviation Dallas Exec airport Admin Bldg Comp Cond Unit at Control Tw	\$243.06
Dallas Exec Airport Admin Building Split System Diagnostic	\$243.06
Dallas City Hall Fair Park Food & Fiber Pavilion Annual Inspections	\$9,762.00
Fair Park Centennial Hall annual Inspections	\$34,508.00
Lancaster Kiest Library Chiller Having Issues	\$2,390.00
Fair Park Coliseum Annual Inspections	\$13,978.00
Dallas City Hall Cooling Tower Repair-QQ	\$13,177.00
North Oak Cliff Library Dallas Wire Up Smoke Detector	\$1,542.00
Dallas Central Police Station Chiller 1 Low Evap	\$1,281.11
Preston Forest Library dallas Carrier Unit diagnosis	\$471.00
Elm Fork Water Treatment Plan Unit Diagnosis	\$800.00
Thanksgiving Square Carrier Chiller Diagnosis	\$4,684.00
Kalita Humphrey Theater Carrier Chiller Diagnosis	\$1,855.00
Timberglenn Branch Library York Chiller diagnosis	\$337.00
Dallas Executive Airport Maintenance 2012	\$53,856.00
Audelia Road Library Carrier Unit diagnosis	\$546.00
Fire Station 38 Kitchen Unit Diagnosis	\$996.00

family Gateway Center Boiler Leak Repair	\$694.00
Dallas central Police Station Chiller 2 and 3 Diagnosis	\$768.00
Dallas Fire and Rescue Building C VFD Diagnosis	\$581.00
Arcadia Park Library Carrier Chillr Repair	\$9,356.00
Court & Detention Services Cooling Tower Motor Replacement	\$9,500.00
Love Field Central Plant Maintenance 2012	\$149,172.00
Love Field Central Plant	\$2,223.33
Jaycee Zaragosa Ductwork	\$3,085.00
dalla Abrams Pump Station RTU Replacement	\$11,990.00
Love Field Replace Bearings and check automation	\$3,110.00
Meyerson Symphony Center Cooling Tower 3 Motor Replacement	\$12,577.00
Fair Park Administration AC Unit Installation	\$656.00
Fair Park Coliseum Air Compressor Repair	\$2,160.00
Fair Park Old Mill Inn Drain Pan Replacement	\$1,404.00
Dallas Oak Cliff Municipal Center Vadero Software	\$28,450.00
Fair Park Band Shell Thermostat and Wire Replacement	\$1,074.00
Fair Park Band Shell Compressor Replacement	\$4,455.00
Fair Park Livestock Pavillion Exhaust Fan Repairs	\$1,628.00
Fair Park Magnolia Lounge Filter Replacement	\$1,125.00
Love Field Tracer ES is Full	\$985.77
Fair Park Creative Arts Building Maintenance	\$5,314.00
Martin Luther king Jr. Center VFD Installation	\$9,978.00
meyerson Symphony center CVHF Diagnosis	\$471.00
Fair Park Hall of State Building Tracer Summit Diagnosis	\$1,235.00
North Oak Cliff Library Dallas Replace compressor	\$2,774.00
Court & Detention Services Cooling Tower Repair	\$4,515.00
Fretz Park Branch Library Chiller Diagnosis	\$1,526.00
Fair Park Grand Place Pump Diagnosis	\$671.00
Fair Park Cotton Bowl Pump Diagnosis	\$13,903.00
Farmers Market Dallas Summit System Diagnosis	\$1,235.00
Martin Luther King Center Water Leak Repair	\$1,048.00
Fair Park Cotton Bowl Stadium Maintenance	\$17,935.00
Fair Park Cotton Bowl Stadium 2011 Annual Inspections	\$26,927.00
Love Field Central Plant Air Handler Repair	\$3,110.00
Fair Park Administration Multiple Rooftop Unit Repair	\$11,963.00
Dallas Audelia Library Boiler Installation	\$15,450.00
Audelia Library Chiller Install	\$12,965.00
Dallas Convention Center VFD Diagnostics	\$847.00
Love Field Central Plant Starter Module Replacement	\$18,004.00
Love Field Central Plan No Communication to the Plant	\$438.00
North Oak Cliff Library Dallas Chiller Diagnosis	\$777.00
Union Station Cooling Tower Upgrade	\$327,640.80
Northwest Service Center McQuay Chiller Repair	\$3,789.00
Love Field Parking Garage Communication Diagnosis	\$2,255.55
Martin Luther King vent pipe install	\$1,500.00
Check Automations - Has Problems	\$585.36
Fair park Creative Arts Building Replace Compressor	\$20,630.00

Aviation - Baggage Claim AHU Noisy	\$12,328.00
Hampton Illinois Library Carrier Unit Leak Repair	\$682.00
Fair Park Administration Repairs During and After Fair	\$11,282.00
Fair Park Cotton Bowl Stadium Check Heat in Office	\$2,047.00
Fire Station 2 Air Handler Repair	\$1,198.00
Fair Park Administration Check Heaters in warehouse	\$13,708.00
Love Field Central Plant Valve Replacement	\$1,983.00
Love Field Parking Garage FX40 Replacement	\$7,724.00
Fair Park Old Mill Inn Boiler Diagnosis	\$969.00
Fair Park Automotive Building Boiler Startup	\$1,060.00
Kalita Humphrey Theater HW Piping Replacement	\$555.00
Dallas Convention Center Replace Chilled Water Pump VFD	\$4,221.00
Fair Park Cotton Bowl Stadium Pull Pumps & Clean	\$561.00
Love Field Plant VAV problems east concourse	\$1,092.00
Love Field Central Plant restore comm. To terminal one	\$3,997.00
ES System is down	\$2,909.00
Fire Station 2 Dallas Evap. Coil replacement (equip. & bldg. svc)	\$9,208.00
Fire Station 2 Split System condensing unit repair (equip. & bldg. svc)	\$1,243.00
Dallas Police Northwest Service IT Splits Company	\$10,000.00
Police Southeast Service IT Splits 1	\$2,892.00
Park Forest Library Dallas RTU Problems	\$328,615.00
Fair Park Old Mill Inn Wiring Issues With Unit	\$2,560.00
Fair Park Band Shell No Heat in Main Office	\$1,119.87
Fair Park Old Mill Inn No Heat Main Dining Room	\$3,447.00
Fair Park Embarcadero Repair Heat on RTU's	\$10,034.00
Love Field Central Plant Tracer Summit Went Down	\$3,389.00
Dallas City Hall Chilled Water Line Leaking	\$16,274.00
Love Field Central Plant CHW Pump 1 Not Working	\$2,772.00

\$6,911,702.52

Love Field / pump 3-B-2 bearing replacement	\$1,514.00
Love Field / Pipe replacement	\$1,804.00
Oak Cliff Municipal Court / Ch 1 diag & repair	\$2,456.00
Exline rec ctr ductwork modifications	\$5,580.00
Oak Cliff Ctr / Ch #1 repairs	\$4,234.00
Oak Cliff ctr / ch #2 repairs	\$11,594.00
Love field / steam leak repairs	\$5,418.00
Highland Hills Library / ductwork modifications	\$12,404.00
Meyerson Synphony Ctr / 2010 Annual Inspections	\$6,344.00
Cotton Bowl Stadium / DP Switch replacement	\$805.00
Fair park / troubleshoot chiler & cond pump	\$730.00
Magnolia lounge / AHU 3 freezing up diagnostic	\$415.00
Armory Amunitions	\$13,490.00
City hall / condenser water piping repair	\$25,933.00
Dallas Museum of Art / CH-3 Purge Repair	\$16,494.00
Love Field / central plant pump 3-b-3	\$2,862.00

Dallas Fair Park / creative arts bldg RTU repair	\$3,405.00
Central library / rewind motor	\$9,171.00
Old Mill Inn / ahu leak repair	\$1,819.00
So. Central police / temporary chiller hook-ups	\$16,756.00
Fire Training bldg C / AHU & chiller repairs	\$3,856.00
Fair Park Magnolia lounge / split system repair	\$1,260.00
City Hall Condenser /Water Piping Repair	\$5,689.00
Fair park Centennial Hall /initial CH repairs	\$6,588.00
Fair Park cotton bowl / unit problems	\$1,052.00
Fair park Admin / RTU & SS repairs	\$1,353.00
Friutdale Recreation Center	\$7,913.00
Fair Park Old Mill Inn / split system diagnostic	\$477.00
Anita Martinez Rec Ctr / carrier unit repairs	\$26,220.00
Latino Cultural ctr / unit repair	\$1,363.00
Preston Royal library / carrier unit repair	\$9,466.00
Fire & rescue bldg A / carrier RTU repair	\$12,328.00
Fair Park visitor center / carrier RTU unit 2 repairs	\$682.00
Court & detention svcs /cooling tower repairs	\$11,282.00
Harry stone recreation ctr /york RTU repairs	\$2,047.00
Lancaster Kiest library / chiller repairs	\$1,198.00
Martin Weiss rec center	\$13,708.00
Fair Park Museum of Nature/Science bldg down	\$1,983.00
Museum Art /09 annual inspection	\$7,724.00
Fair pk band shell /carrier RTU cond motor replacement	\$969.00
Oakcliff municipal ctr / AHU 14 repairs	\$1,060.00
Fair Park band shell / RTU for offices is down	\$922.00
Marcus Recreation Ctr / Gym Unit Down	\$13,569.00
Northwest service ctr/ mcquay unit repairs	\$4,420.00
McCommas Bluff / landfill carrier unit repairs	\$2,435.00
Fire station #27/-unit not cooling	\$555.00
Oak Cliff ctr / tower repairs	\$3,081.00
West Library /carrier repairs	\$4,221.00
Dallas water utilities / bachman unit 7 down	\$561.00
Water utilities purification plant / unit down	\$1,092.00
Fair Park Museum of Nature & Science / chiller repairs	\$3,997.00
Fair Park cotton bowl stadium RTU / Chiller diagnostic	\$2,909.00
	\$299,208.00

Dallas Executive Airport Admin Miscellaneous Repairs	\$2,892.00
Love Field 2yr Extension of contract	\$328,615.00
Dallas Executive Airport Valve Installation	\$2,560.00
Dallas City Hall Equipment Replacement	\$47,000.00
Bauchman Rec Center	\$35,812.00
City Hall Ch #2 bearing temp sensor	\$1,119.87
Dallas City of Aviation--gas regulator install	\$3,447.00
Dallas City Hall Bldg Boiler Repair	\$10,034.00

Dallas City Hall Bldg Boiler Repair--job increase	\$3,389.00
Fire Training BLDG C Boiler: & Chiller Piping	\$16,274.00
River Shawn Rec-Teco Curb	\$2,772.00
	\$453,914.87

Ch #2 shaft seal parts	\$8,204.00
DFW Airport York Compressor Motor Rewind	\$187,255.00
Airport Gear box Evaluation	\$7,616.00
DFW Airport gear Box Repair # Commission Chiller	\$47,333.00
	\$250,408.00

DFW East side plant ch 5 annual inspection	\$2,772.00
East Side Plant unit 3 remove defrost valves	\$5,794.00
East Side Plant Ch 1 remove defrost valves	\$5,794.00
York ch 2 shaft seal replacement	\$35,980.00
	\$50,340.00

DFW East Side Plant CVHE Leak Test	\$1,661.00
DFW East Side Plant CVHE Leak Test	\$6,631.00
DFW Wellness ctr receptacle installation	\$9,658.00
	\$17,950.00

ACC South Campus Rooftop Units Installation	\$189,596.00
Pinnacle Replace Bard Wall Unit for Bookstore	\$8,962.76
ACC East Campus OA Hot Water Coil Replacement	\$9,610.12

ACC Highland Mall Chiller Decommissioning	\$4,932.00
ACC HVAC Education Dept	\$5,644.00

\$218,744.88

ACC Pinnacle 6TH flr replace FPB 6-12/14	\$4,634.68
ACC Pinnacle 7th flr replace FPB 7-2	\$2,207.00
ACC Service ctr server rm reduct	\$3,198.10
ACC Pinnacle 6th flr install new FPB 6-13	\$4,119.17

\$14,158.95

Pinnacle Fresh Air Heater	\$5,158.42
Northridge Rework WSHP	\$62,548.00
Rio Grande CampusOA Fan Starter	\$5,875.39
Pinnacle ductwork remodel	\$17,443.41
ACC Oak Hill Room 730 Duct Heater Replacement	\$3,664.01
Riverside Rm 9199 Ductwork	1,401.56
ACC Northridge Campus Room 4151 MIPI Lab - Ductwork Transition	2,502.96
ACC South Campus replace cooling tower in rooftop	35,184.05
ACC S Campus Rental Unit 3 Duct	5,922.09
ACC S Campus Rental Units 1 & 2 Duct	13,390.42
ACC Pinnacle Campus Duct Remodel 2	\$19,304.13
ACC East Campus Bldg 2202-3 Lab Duct	1,463.40
ACC Pinnacle Campus Duct Remodel 1	39,686.51
ACC Service Ctr ductwork remodel	23,921.30
ACC Pinnacle Replace 2 Compressors	17,587.36
Pinnacle bldg ductwork remodel 3	113,640.63
ACC Pinnacle Bldg Ductwork Remodel 4	113,512.70
ACC Northridge Rm 240	5,323.94
ACC Northridge Bldg 4000 Replace Unit	3,284.82
ACC Northridge Bldg 3000 Replace Unit	1,252.17

\$492,067.27

High School BB1 Boiler Repair	\$4,012.66
High School BD1 Boiler Repair	\$1,226.00
Repairs	\$287.55
Repairs	\$5,006.00

Repairs	\$5,006.00
Repairs	\$5,006.00
Replace two purge sensors Junior HS	\$622.22
Repairs	\$5,973.11

\$27,139.54

HISC Laser Alignment	\$3,370.00
HS liquid line drier	\$742.00
HS 2010 annuals	\$4,992.00
JHS 2010 annuals	\$4,992.00
Intermediate 2010 annual	\$4,992.00
Intermediate 2010 eddy current	\$6,056.00

\$25,144.00

High School Chiller 2009 Annual	\$17,686.00
Jr High School Chiller 2009 Annual	\$12,946.00
Stephen Austin Chiller 2009 Annual	\$11,576.00
Jr High Clg Tower 2009 Annual	\$2,625.00
High School Clg Tower 2009 Annual	\$2,265.00
Intermediate Clg Tower 2009 Annual	\$2,625.00
Stephen F. Austin Clg Tower 2009 Annual	\$1,530.00
Jr High Intermediate Chiller 2009 Annual	\$12,946.00
GPISD Condenser Pump Repair	\$1,517.00
Intermediate Chiller Repair	\$3,456.00
GPISD Intermediate Cooling Tower Repair	\$3,306.00
GPISD JH Economizer Repair	\$3,061.00
GPISD HS Leak Repair	\$2,501.00
GPISD HS Sump Drain	\$620.00
GPISD JH Chiller Repair	\$1,975.00
GPISD HS Chiller Vane Operator	\$1,872.00
GPISD CH1 Rebuild Vane assembly	\$6,505.00
GPISD JH Valves	\$1,135.00
GPISD SF Austin pump repair	\$936.00
GPISD SF Austin flow switch	\$775.00
GPISD Intermediate dynaview repair	\$2,338.00
GPISD HS pump repair	\$5,683.00
GPISD Intermediate oil change	\$700.00
GPISD JHS Oil heater	\$464.00
GPISD HS Strainers	\$1,762.00
GPISD HS Economizer Gaskets	\$2,396.18
GPISD HS Temp Sensor	\$506.00

\$105,707.18

Blanket P.O. for Service Jan. to July	\$7,000.00
Repair Blanket PO	\$7,000.00
Scheduled Service Agreement Blanket PO	\$9,749.86
Condenser Water control actuator	\$2,813.21
Chilled Water Pump Repairs	\$7,673.43
Cooling Tower VFD	\$2,998.08
chilled water Pump Starter Repairs	\$2,387.76
	\$39,622.34

Replacement of cooling tower	\$58,817.32
	\$58,817.32

Repair AHUs	\$2,051.48
Repair AHUs	\$2,000.00
Blanket P.O. for AHU repairs	\$5,000.00
	\$9,051.48

TAB 8 – VALUE ADD

Trane can offer additional energy savings opportunities beyond the scope of work described in TAB 5-PRODUCTS & SERVICES. In this section we will list and show several trends we see that are available, albeit in their earliest stages, today as well as opportunities in the future. Some of these are:

- ✓ **Carbon Credits**
- ✓ **Solar**
- ✓ **Wind**
- ✓ **Fuel Cell**
- ✓ **Bio-gas**

Understanding Carbon Reduction



1. Why do it?
2. Scary Facts
3. Terms
4. Statistical Graphs
5. Which GHGs to Report?
6. Snapshot of the Process – Brief Details
7. Kyoto Protocol and the CDM
8. Cap & Trade Basics
9. Renewable Energy Credits (RECs)
10. Green and White Tags Basics
11. Three Examples & Calcs
12. CRM Exam Composition
13. Links
14. Walkaways & Questions

Carbon Reduction – Why do it?



- Improves bottom-line profits by lowering risks/fuel/energy resources
- Releases funds to use for other purposes
- Reduces Emissions to help slow Global Warming and protect life
- Improves “Green Image” and increases community morale
- Increases Cost-Competitiveness
- Can improve shareholder value
- Earns LEED points
- Captures free positive Public Press – helps community understand
- company’s commitment to being a “Good Citizen”
- Looks good on Annual Reports – “Good Citizenship” has value
- Good for the Earth



Carbon Reduction – Why do it?



----- Green Marketing Headlines -----

- “What will the shareholders think about us throwing money away every month?”
- “Get __ % Risk-Free from our own buildings”
- “4.6 Billion Years of Reliability ... Solar Energy”
- “If you enjoy throwing money away every month, don’t listen”
- “You are paying for energy efficiency projects, whether or not you do the projects!”
- “Breathable, Life-Supporting Planets are hard to find”
- Captures free, positive Public Press – helps community understand
- “What will you do with the operational costs avoided?”



*

Per www.ProfitableGreenSolutions.com for AEE

2010



Carbon Reduction – California law




Governor Schwarzenegger
June 1, 2005 Executive Order

"As of today, California is going to be the leader in the fight against global warming.... I say the debate is over. We know the science. We see the threat. And we know the time for action is now."

2020 Goal: Return to 1990 GHG emissions levels

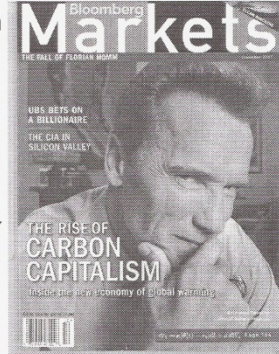
25% below "business as usual"



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AB 32 = California Global Warming Solutions Act

- Mandates a 25% reduction in GHG emissions by 2020, 80% by 2050
- A mandatory reporting requirements for specific industry sectors January 1, 2008



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2010

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Carbon Reduction – Scary Facts*



- ✓ Artic sea ice (measured in September) is now 35% less than in 1979
- ✓ Avg American generates 20 mt of CO₂/yr whereas Japan/Germany generate ~10 mt/yr
- ✓ GHG 10,000 yrs ago to 1800 = 1% growth; 1800 to 2007 = 33% growth
- ✓ 20% of Coral Reefs are dead

if that doesn't impress the importance of carbon reduction then consider the following.....



- ✓ Demand in China and India is growing --- energy prices will rise
- ✓ Oil Exporters have no incentive to increase their supply nor to reduce prices of a dwindling resource on which their economy and their future economy depends --- energy prices will rise
- ✓ US dollar continues to decline – we are able to buy less with the dollar



2010

* Per Times, National Geographic, US Dept of Energy's Carbon Dioxide Information Analysis Center (CDIAC),

Carbon Reduction – Terms, 1 of 2



Carbon footprints - measure how much carbon dioxide (CO₂ in metric tons) we produce just by going about our daily lives

What is identified -- All types of energy, including how it is generated and how it is transported, are converted to net carbon dioxide equivalent, measured in metric tons

Carbon neutrality - cutting emissions as much as possible & offsetting the rest

Carbon offsets - let you pay to reduce the global greenhouse gas total instead of making radical reductions of your own. Also known as Credits, Renewable Energy Credits (REC), Green/White Tags

- Carbon Credits are based on metric tons of CO₂ reduction but a REC is based on 1MWH
- Offsets are typically tax deductible
- Fuel switching can be an offset



Carbon Reduction – Terms, 2 of 2



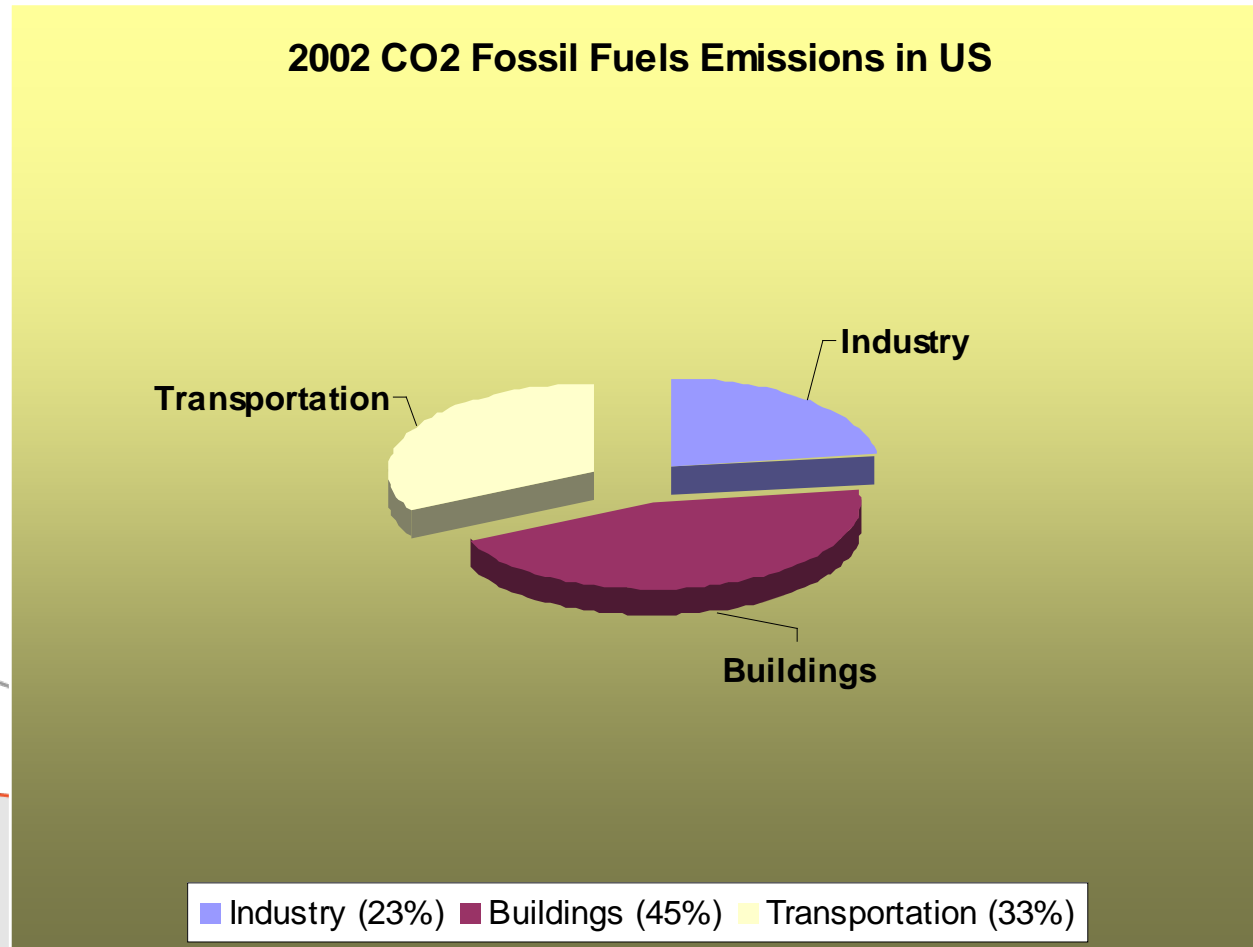
Buying offsets - fund projects that reduce your emissions footprint by restoring forests, updating power plants and factories or increasing the energy efficiency of buildings and transportation

Carbon labels - estimated emissions created by producing, packaging, transporting, using energy, and disposing of a product.

Calculating - converting the annual electric bill or miles driven to fuel used, into a quantifiable amount of metric tons CO₂ emissions. Annual usage is multiplied by the emissions factor of specific fuel, which converts it to pounds of CO₂, then this is converted to metric tons. The concept is similar to life cycle analyses, the more intricate forerunner of carbon footprints



Carbon Reduction – Fast Facts

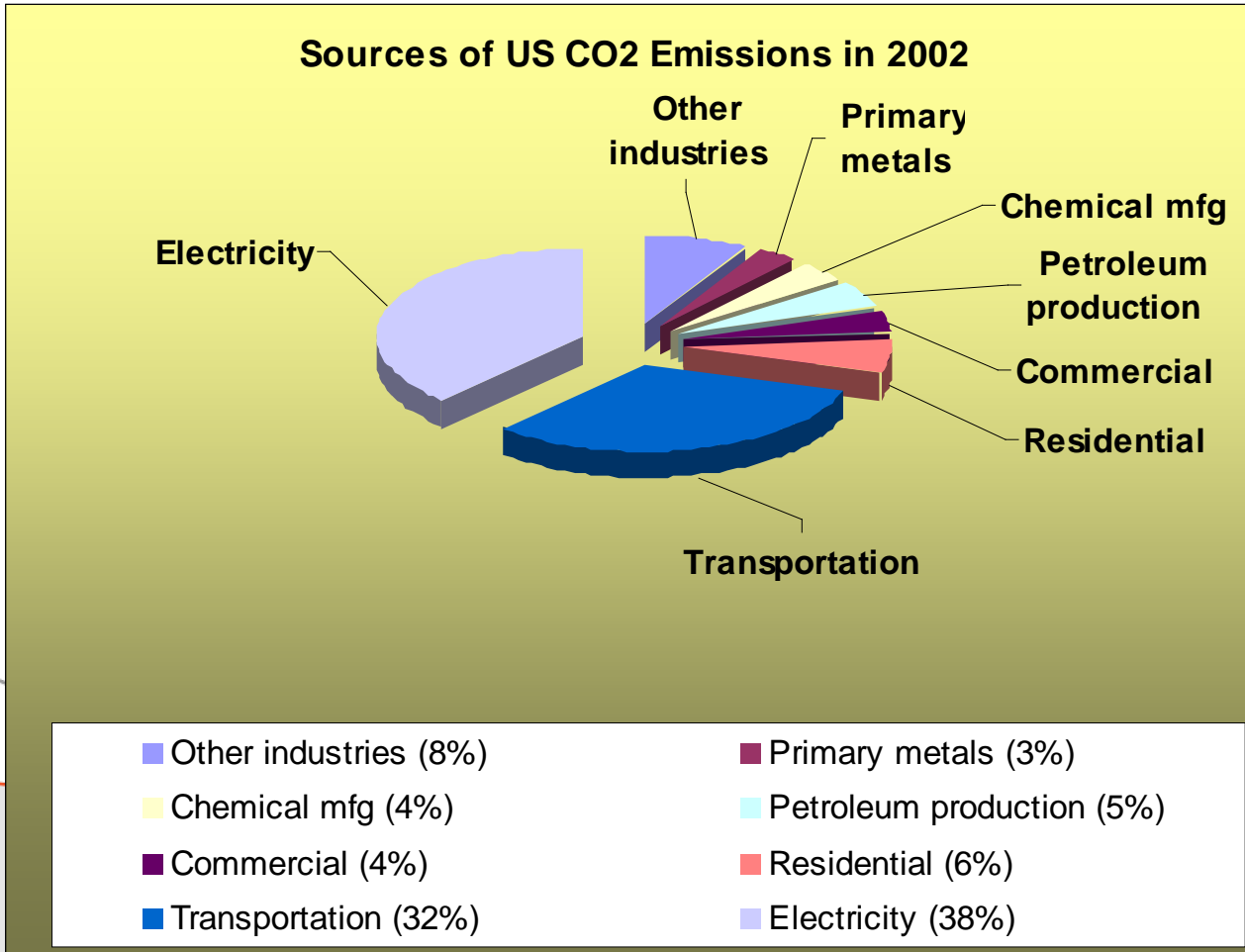


Source: Pew Center on Global Climate Change, *The US Electric Power Sector and Climate Change Mitigation*

2010



Carbon Reduction – Fast Facts



Source: Pew Center on Global Climate Change, *The US Electric Power Sector and Climate Change Mitigation*

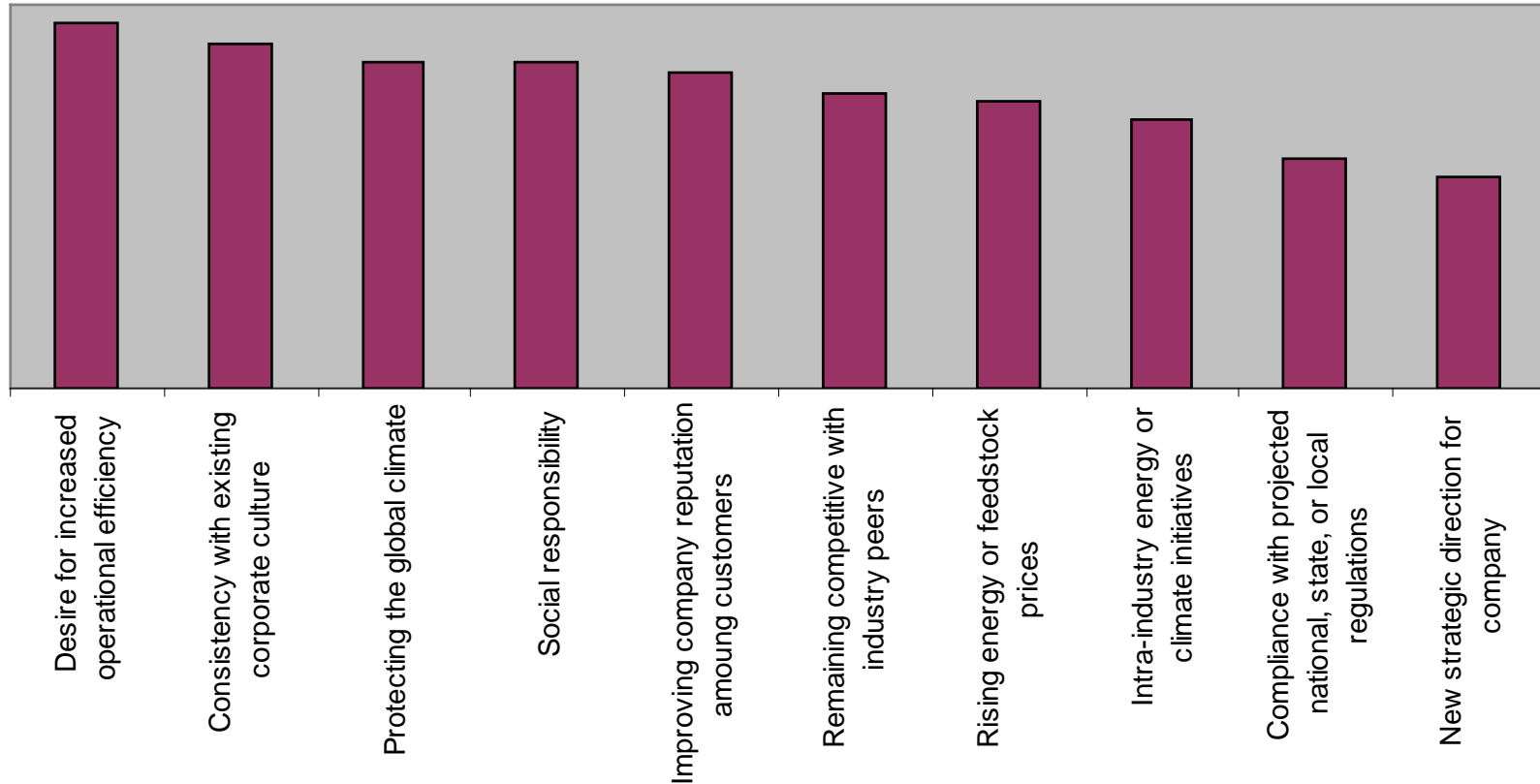
2010



Carbon Reduction – Fast Facts



What is Motivating Organizational Change toward "Green"



Source: ProfitableGreenSolutions.com

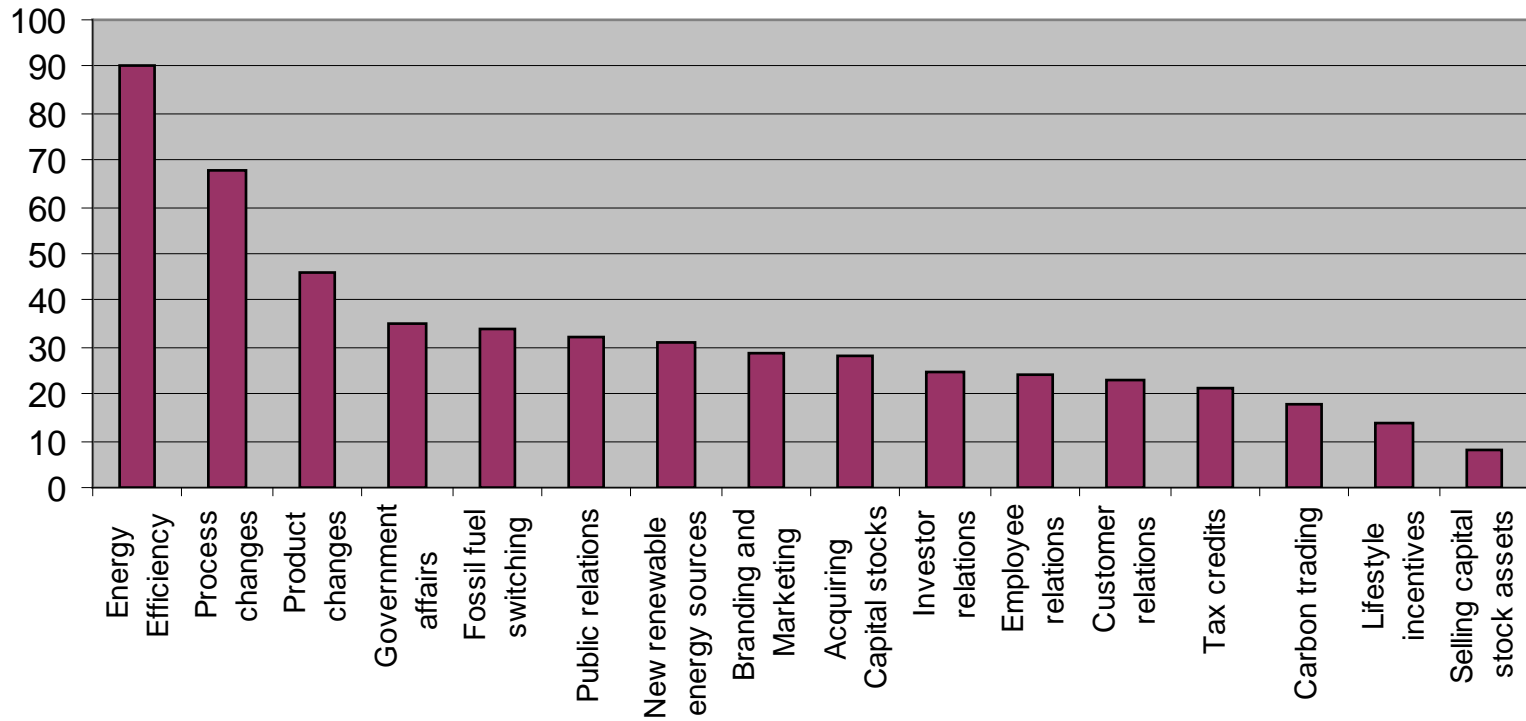
2010



Carbon Reduction – Fast Facts



Where leaders see the Profit Potential



Source: ProfitableGreenSolutions.com

2010



Which GHGs to Report?



The following six Kyoto GHGs:

- **Carbon Dioxide (CO₂)**
- **Methane (CH₄)**
- **Nitrous Oxide (N₂O)**
- **Hydro fluorocarbons (HFCs)**
- **Perfluorocarbons (PFCs)**
- **Sulfur Hexafluoride (SF₆)**

Why those gases --- they have the greatest impact on global warming and have long active lifetimes



Carbon Reduction Process - **SNAPSHOT** **TRANE**

Parallel Paths

The How to Do a Plan: (the goal is net, zero emissions)

- Understand the Problem (opportunity)
- Reduce, Reuse, Recycle, use Energy Management
- Get Green Power & Alternative Energy Sources
- OFFSET, using Carbon Credits and Carbon Trading

The How to Do Treatment of Emissions:



Parallel Paths

The How to Do Treatment of Emissions:

- a. **Identify** ----- type and the source (kWh/fuels/etc usage)
- b. **Measure** ----- to convert to metric tons
- c. **Report** ----- annually after establishing a baseline
- d. **Verify** ----- must be performed by 3rd party





What to focus on in the “How to Do the Plan”

Break into Source Categories then determine CO₂e of each:

- a. Direct, mobile combustion emissions (gallons of gas used by fleet)
- b. Direct, stationary emissions (heating oil)
- c. Indirect (from utilities – kWh/MCF)
- d. Direct, process (mfg use)
- e. Direct, fugitive (refrigeration leakage)



Kyoto Protocol started in 1992 at the Earth Summit in Rio but went into effect in 2005

- ✓ **Requires industrialized nations to reduce GHGs by 5.2% compared to 1990 levels with target between 2008 ~ 2012. If they can not do so, they must buy emission credits or invest in conservation**
- ✓ **CDM is an arrangement under the Kyoto that allows richer countries (40) to invest in projects that reduce emissions in developing countries, as an alternative to more expensive emission reductions in their own countries**
 - ✓ **Richer country can not increase emission level after purchasing credits from a developing nation**



Carbon Reduction – Cap & Trade Basics



- ✓ Once purchased, you have to buy offsets (“carbon credits”) annually so it is better to reduce emissions first, then purchase offsets
- ✓ Companies that keep their emissions below the level of their allowances, can sell their excess allowances as a credit
 - National Allocation Plans (NAP) determine quantity of CO₂ emission credits that member states grant companies
 - The “Cap” (limit) on total number of allowances granted creates scarcity in the market
 - www.ClimateRegistry.org is a clearing house for Renewable Energy Credits
- ✓ Companies that can not keep emissions in line with allowances, have to take measures to reduce their own emissions (invest in more efficient technologies, use less carbon-intensive energy sources, buying extra allowances in the market, offset by planting trees)

Carbon Reduction – RECs



- ✓ 1 REC = 1MWH produced from Renewable source
- ✓ You can certify and then sell your RECs to utilities/others required to produce/use a specified % of energy from renewables
- ✓ Benefits to buying RECs:
 - Easy, affordable way to clean the air
 - Offset CO2 production
 - Support local economies where renewable generators are used
 - Differentiate a company's products, services, customer relations
 - Stimulate employee morale
 - Achieve environmental and sustainability goals
 - Earn LEED™ certification points

Carbon Reduction – Green & White Tags



- ✓ **Green Tags** are purchased and represent CO2 reduction, from a renewable energy producer (solar, wind, methane recovery)
- ✓ **White Tags** are earned when a company proves that it saved 1MWH from implementing an Energy Efficient project

Carbon Reduction Examples –

Metric tons/Vehicle (2005 basis)



Given EPA averaged, combined (auto/small truck) data ---

- ✓ Weighted fuel consumption was 19.7 miles per gallon
- ✓ Vehicle miles traveled was 11,856 miles per year
- ✓ CO₂ emissions to total emissions (carbon dioxide, methane, and nitrous oxide, all expressed as carbon dioxide equivalents) was 0.971
- ✓ Calc amt of CO₂ emitted/gallon of gasoline burned = 8.81×10^{-3} metric tons

Methodology to determine annual GHG emissions per passenger vehicle:

- 1) Miles traveled divided by avg gas mpg = gallons consumed/vehicle/year
- 2) Gallons consumed multiplied by CO₂/gallon of gasoline = CO₂/vehicle/year
- 3) CO₂ emissions were then divided by the ratio of CO₂ emissions to total vehicle greenhouse gas emissions to account for vehicle methane and nitrous oxide emissions

calc

$$\begin{aligned} & 8.81 \times 10^{-3} \text{ metric tons CO}_2/\text{gallon gasoline} * 11,856 \text{ VMT car/truck average} * \\ & 1/19.7 \text{ miles per gallon car/truck average} * 1 \text{ CO}_2, \text{ CH}_4, \text{ and N}_2\text{O}/0.971 \text{ CO}_2 \\ & = 5.46 \text{ metric tons CO}_2\text{E /vehicle/year} \end{aligned}$$

Carbon Reduction — Links



➤ Calculators -- www.profitablegreensolutions.com

PROFITABLEGREENSOLUTIONS
Complete Emissions Calculator

INSTRUCTIONS: Type in the kWh savings and see the emissions-environmental benefits in green-shaded areas. Insert your own \$\$ values for the Strategic Benefits in blue text.

Type the amount of electricity your program will save 750,000 kWh/year

Emissions Reductions:	Annual Reductions	Reductions over 10 years
<i>Conversion Factor: 1 kWh is worth 1.37 lbs of CO₂ (Source: EPA)</i>		
GreenHouse Gas Reduction (in pounds of CO ₂)	1,022,250 lbs	10,222,500 lbs
or when converted to Metric Tons of CO ₂ >>>	464 Metric Tons	4,637 Metric Tons
Equivalent Environmental Benefits (mutually-exclusive):	Annual Reductions	Reductions over 10 years
Acid Rain Emission Reduction	5,625 lbs of SO _x	56,250 lbs of SO _x
Smog Emission Reductions	2,700 lbs of NO _x	27,000 lbs of NO _x
Barrels of Oil Not Consumed	1,079 Barrels	10,785 Barrels
Cars off the Road	100.2 Cars	1,002 Cars
Gallons of Gas not Consumed	52,812 Gallons	528,119 Gallons
Acres of pine trees reducing carbon	386.3 Acres	3,863 Acres
Strategic Benefits (quantifiable at site-specific level)	Annual Benefits	Benefits over 10 years
Annual Report to Shareholders,		0
Community Morale & "Green Image",		0
Productivity Improvements, Cost-Competitiveness		0
Avoided Future Capital Outlay		0
LEED Points, White Certificates, RECs		0
FREE Public Press (GREAT), Political/Strategic		0
Legal Risk Reduction, Avoided Penalties		0

Carbon Offset Provider	US\$/Metric ton CO ₂	Project Types	Verification Authority
Carbonfund.org	\$4.30 ~ \$5.50	Renewables, Efficiency, Reforestation	CCE, Green-e Enviro Resources Trust
Terrapass	\$8.20 ~ \$11	Renewables, Efficiency	same

- <http://www.epa.gov/grnpower/pubs/calcmeth.htm>
- <http://www.carboncontest.com>
- TheClimateRegistry.com

Walkaways & Questions – kwillis@trane.com



TRANE®



- ✓ Voluntary process (now) for most of private sector until proposed Cap and Trade law goes into effect
- ✓ Mandatory for California, Federal sector and some Municipal projects receiving federal funding
- ✓ Parallel path process – How to Do and Treatment of Emission reporting
- ✓ Know the six gasses (CO_2 / CH_4 / N_2O /HFCs/PFCs/ SF_6)
- ✓ All emissions (source to use) are converted to equivalent metric tons of CO_2 for reporting
- ✓ Annual reporting; increase in sqft does not change baseline
- ✓ Know main terms, tags, offsets, cap and trade basics
- ✓ The best “Green” solutions involve un-doing a solution to another problem that really doesn’t exist anymore



Solar Situation – Advances – Costs – Grid Parity



A high-level snapshot so as not to bore you....

1. the major technology changes --- where is industry going to
2. historical view of costs/watt
3. recent pricing trends
4. Where would solar Compete?
5. grid-parity and Levelized Cost of Electricity (LCOE) -- the black hole of the real drive to commercial viability

Solar Technologies – Where is the industry going



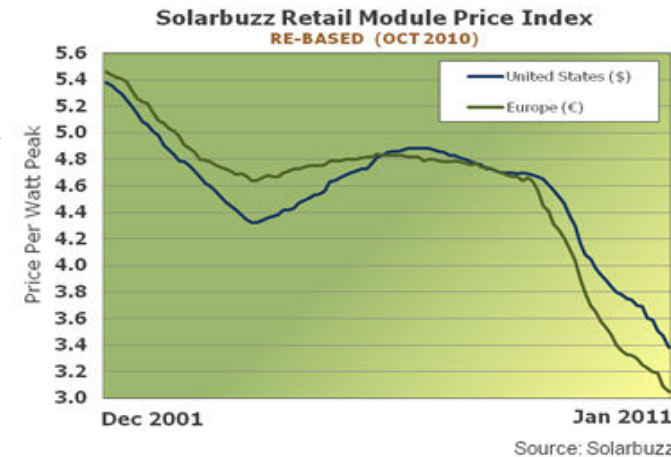
- **Back-of-the-Panel Boost for Solar Power:**
 - Incorporating micro-inverters with chipset behind each panel
 - Converting individual panel output to AC
- **More Power & Lowering Costs from same technology:**
 - Wiring multiple paths between individual cells
 - Adding reflectors beneath cells to capture more of available sun
 - Adding selective filtering of light rays (3M product to eliminate heat rays)
- **Cheap, Flexible Solar Panels:**
 - 3M polymer film replacing costly glass, lowers weight, & protects/seals
 - Thin film taking shape other than flat to capture light hitting curved surfaces
- **Cheap, Light, Polymer & Transparent Organic cells:**
 - Polymer solar PV eliminates silicon and petroleum-based backstay
 - Organic PV wipes on windows & smooth surfaces of any shape
- **"Light Pipes" Boost Organic Solar Efficiency:**
 - Double performance by adding a layer of upright optical fibers, act as traps
- **Simpler Route for printing Polymer Solar Cells:**
 - Process reduces the costs of making the plastic photovoltaics



Solar Costs -- based on various studies

Analysis is based on installed cost data for 78,000 PV systems, totaling 874 MW & represents 70% of all USA grid-connected PV capacity installed through 2009:

- ✓ Average installed cost of systems prior to receipt of any direct financial incentives or tax credits, was...
 - a. 2006 = \$7.8/W
 - b, 2008~20099 = \$7.5/Watt
 - c. 2010 using California Solar Initiative (CSI) program = \$6.5/W; NJ = \$6.3/W
- ✓ Capacity-weighted average (1998 – 2009) installed costs declined ~3.2%/yr (or \$0.3/W/yr) on average, starting from \$10.8/W in 1998
- ✓ Installed costs lagged wholesale PV module price movements from 2007-2009
 - a. wholesale PV module prices declined by \$1.3/W, while total installed costs declined by only \$0.2/W until 2010 where large installed cost drop occurred
- ✓ Panel/hardware/other costs have declined significantly over time.
 - a. 1998-2009 wholesale module prices dropped by \$1.9/W (40%)
 - b. 1998-2007 non-module costs fell by \$2.5/W (40%)



Solar Technologies – July 2011 Pricing Trends



- The average price of new modules was \$2.65 per watt
- The downward price trend continues as the PV industry seeks to shake off excess module inventories
- There were 165 price moves this month, up from 121 the previous month
- For the second month in row, there were more than 100 price declines
- The driver of the reduction in the US index this month was the introduction of new modules to the survey, whereas in Europe the reduction in prices was strongly influenced by actual price cuts.

Module Pricing Trends per Watt peak			
United States	\$3.02	↘	-2%
Europe	€2.54	↘	-5%
Number of Prices <\$3.00 or €2.10/Wp (39% of survey)	486	↗	9%
Lowest Mono-cSi Module Price	\$1.75	↘	-3%
	€1.22	↘	-3%
Lowest Multi-cSi Module Price	\$1.66	↘	-5%
	€1.16	↘	-5%
Lowest Thin Film Module Price	\$1.37	→	0%
	€0.96	→	0%

Solar – Where would Solar Compete?



Solar PV at \$5 per Watt (with solely the federal tax credit) could not match average grid electricity prices in any of the sixteen largest metropolitan areas in the United States.

With accelerated depreciation – an incentive only available to commercial operations – solar PV in San Francisco and Los Angeles (representing 21 million Americans) could compete with average grid prices near \$4 per Watt installed cost.

Under a time-of-use pricing plan (where prices could be 30% higher during solar hours, as in Los Angeles), 40 million Americans would live in regions where solar PV could compete with grid prices at \$5 per Watt with both federal incentives.

With solar at \$4 per Watt, Californians would only need the tax credit (not depreciation) for grid parity with time-of-use rates.

Adding in the depreciation bonus would increase the number to over 62 million Americans.

Hi/Lows Summary and Takeaways

✓Technology Summary –

- Things are changing due to costs and limitations of silicon technology.
- China has declared to make solar low cost for every home in world

✓Takeaways --

- Plastics replacing silicon and glass for PV construction
- Lower weights for easier and lower cost installations
- Elimination of need for expensive supportive-mounting hardware
- Increased efficiencies through electronics, wiring methods, AC conversion at each panel, and through use of reflectors &/or materials

✓Relevance to Business Growth --

- Expect cost to be reduced through less panels/hardware/wiring/labor

✓What to look for –

- Announcements by 3M and larger Chinese solar mfgs



Solar CoGeneration – Combined Collector System



TRANE®

What is it and what does the system consists of?

Hottest technology in solar world now that silicon pricing has come down is the combination of both electric generation and hot water (or air) production by combining both in one collector panel.

In PV models as the temperature increases, the efficiency of the module drops down. In the PV/T cogeneration technology, the heat from the PV collection is absorbed to produce various temperature hot water (or air), dependant upon technology type. The PV efficiency is optimized as the captured heat is transferred into water (or air) for hot water (or heated air) production.

Solar CoGeneration - Product Features/Benefits/SSET



Cools the PV cells to reduce heat related energy drop in panel output

Captures PV heat for ventilation/HW heating or absorption cooling

Combined technologies raise PV's efficiency an additional 10%~

Combined technologies will generate 200~300% more heat/electric energy @ 25% additional cost (caution)

One footprint for both technologies

Accelerates ROI compared to PV only

Reduces carbon emissions

Qualifies for LEED credits

SSET rating of 74% (454) Caution, consider on a case by case basis

Solar CoGeneration - Relevance to Business Growth



Cools the PV cells – technology overcomes disadvantages of most PV panel installations ¹heat build-up destroys roof surfaces & ²output of cell is reduced ½% for every 1°C above output temperature of 25°C; roof can reach temperatures of 90°C (33% output reduction @ 90°C)

Captures PV heat – ¹low cost heat source for process or heating use & ²minimizes negative impact to roof surface

Raises PV's efficiency & Generate additional energy – helping with the LCC and SP analysis

One smaller footprint – opens areas for placement

Accelerates ROI – ¹easier to cost justify and cashflow since true efficiency is increased. ²Five~ year paybacks. ³Cost of new roof could qualify for the 30% Investment Tax Credit & 5-year MACRS depreciation if combined with Solyndra PV panels

Reduces carbon emissions – ¹good citizenship, ²contributes towards Carbon Reduction goals, & ³may be able to sell credits/tags on exchange

Qualifies for LEED credits – helps to meet customers' targets

Solar CoGeneration – Mfg and Comparisons



Mfg/Brand

Features

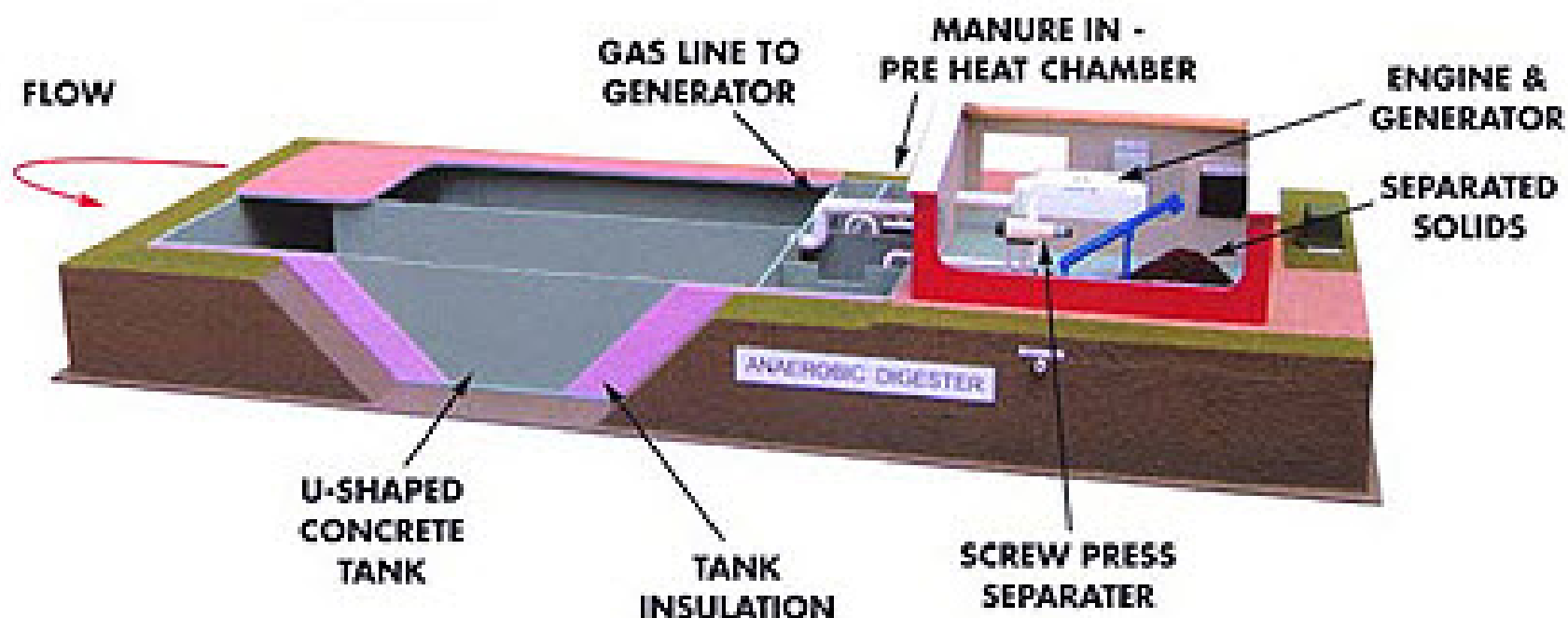
SolarWall	PV panels fit over “wall” on face of bldg. Heat is drawn off back of modules and ducted into RTU, increasing PV efficiency 10%. Uses various PV panels. 25% cost over PV alone.
SolarDuct	Elevated, angled PV panels on frames/housing on roofs that air is drawn from. Collector efficiency up to 75%.
Volther Solar (solimpeks)	28% PV efficiency and 70°C hot water production. Distributed in 60 countries; started talking preferred relationship with Trane.
Bright Phase Energy	3-in-1... PV+thermal+skylight; great for projects considering skylights/SolarTubes
PVT Solar	A wet thermal system to heat HW/radiation/pool, with PV. Now for residential, soon to be for commercial applications
Menova Energy	Their Power-Spar is a solar concentrating system producing high-concentration Photovoltaic (PV) electricity, high/low- temperature thermal energy and/or solar lighting.

Hi/Lows Takeaways and Summary

- ✓ Technology Concerns or What to look for --
 - **How can you use thermal energy?** (size for that load)
 - Quickest payback will be determined by use of thermal production
 - Annual use for Hot Water and at what temperature
 - absorption cooling most likely will need a concentrator (\$\$\$\$)
 - Use for hot air
 - Carbon Reduction policy in effect
 - LEED credits needed
 - New roof needed (combining roof as requirement for Solyndra allows cost of roof taken as tax credit & 5 year depreciation)
 - Facade renovation being considered (buys down SolarWall costs)
- ✓ Technology Advantages –
 - Contributes towards Carbon Neutrality
 - Quicker paybacks; ~5 years on some systems, without buy-downs
 - Uses most PV panels
- ✓ Technology Disadvantages –
 - Must have use for thermal load, annually if possible

Incorporating Renewable Energy

Technology Overviews Bio-gas



Incorporating Renewable Energy

Technology Overviews Bio-gas



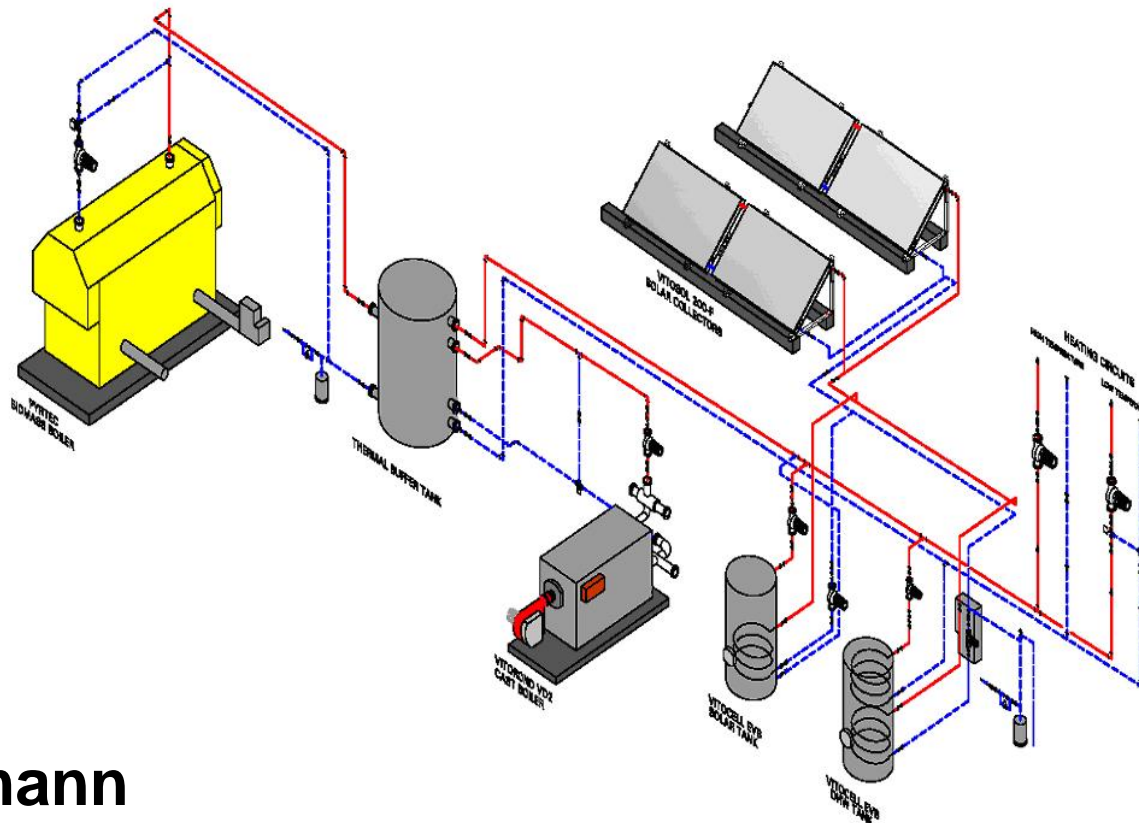
Incorporating Renewable Energy

Technology Overviews Bio-gas



- Fuel Sources include: digester gas, animal waste gas, landfill gas, manufacturing process waste gas, food waste, well gas, and others
- Gas Content Analysis is Required and Gas filtering/refining may be needed
- System Paybacks vary from 3 to 25 years or more – incentives vary widely.

Incorporating Renewable Energy Technology Overviews Bio-mass



Viessmann

Incorporating Renewable Energy

Technology Overviews Bio-mass



- Fuel Sources include: Dead wood, Waste wood, trash, food waste, animal waste, grease, waste liquids
- Decomposition causes methane production (GHG Emission and idea is to use it before it decomposes
- Heat Content and Composition Analysis is Required
- System Paybacks vary from 12 to 25 years or more

Small - Solar, Wind, and Fuel Cell Update



Why the Update and what is the Relevance to Business Growth?

A few improvements to the smaller sized solar PV, Wind, and fuel cell technologies that are coming out of pilot testing or are marketed worldwide and are starting to enter the US market.



Solar/Wind/Fuel Cell Update - Products and Features



Plug and Play solar panels or Wind Turbine (in development):

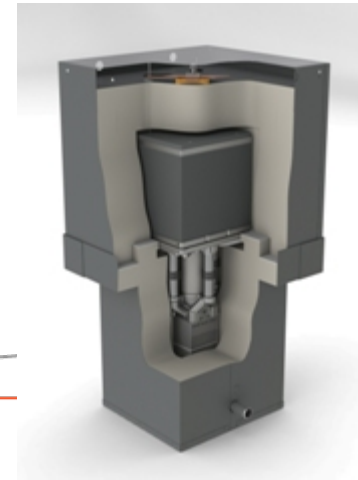
1. Hassel-free, renewable energy plugs into existing wall outlet
2. Solar generates up to 1kW (150 kWh per month)
3. VAWT generates 400 watts (40 watts @ 12 mph)
4. Built-in circuit protection (both), micro-inverter mounted directly to solar panel, allows output increased ~10% over other designs
5. It works in tandem with the existing power grid, reducing demand for costly transmission infrastructure
6. Needs grid power (safety design) - not intended to provide backup power when there's a power outage
7. Web-based tracking and monitoring with onboard Wi-Fi, upload data directly into Google PowerMeter using TED or PowerSave devices (<\$300)
8. Expected costs -- solar = \$3500 (+/- \$500), wind = \$400 ~ \$700

solar = Sunfish
wind = Jellyfish



Solar/Wind/Fuel Cell Update – Products and Features

- 1½ KW Plug and Play Fuel Cell** (sold in Australia, UK, Europe, Japan, CA):
1. Natural Gas fueled delivering 1 ~ 2 KW electric and HW production
 2. Size of a dishwasher
 3. Made by Ceramic Fuel Cells; sold in California by Smart Hybrid Systems
 4. Generate electricity at peak efficiency of 60%, with HW total efficiency = 85% – twice as efficient as the current power grid
 5. Web-based tracking and monitoring with onboard Wi-Fi, upload data directly into Google PowerMeter using TED or PowerSave devices (<\$300)
 6. Costs = \$3000 ~ \$5500; negotiable with volume
 7. Competitor -- Bloom Energy with their soon to be released 1KW unit @ \$3000





100 KW Bloom Energy Solid Oxide Fuel Cells (available in CA)

1. Device is making electricity for 8~10¢/kWh using natural gas
2. Operate at higher temperature, reducing need for expensive platinum
2. Operate on a number of different hydrocarbon & renewable fuels
3. On natural gas grid, do not need separate hydrogen infrastructure for operation and converts at twice rate of other SOFC
4. Exhibit electrical efficiencies (up to 70%); 85% with heat recovery
5. zero emissions & quiet operation with low maintenance requirements
6. Qualifies for tax credits - STORAGE 2010 ACT, revised from S.1091, act
7. Energy Server costs is \$700,000–800,000



Solar and Fuel Cell Update - Relevance to Business Growth



- ✓ **Smaller output and easier installations** -- wider applications (data centers, gyms, library, offices)
- ✓ **Plug and Play technology** – lower cost installations
- ✓ **Compatible with Google PowerMeter or MS Hohm technologies** – easier to track performance and visible to the end user
- ✓ **Green power source** – meets “implement renewables” goals
- ✓ **Feed power back to grid** – revenue generator
- ✓ **Fuels cells, when used as a storage device** – meets Storage 2010 Act
- ✓ **Lowers Carbon Footprint** – “Good Citizenship” appeal
- ✓ **LEED contribution** – contributes towards customer goals

Hi/Lows Takeaways and Summary

Technology Concerns or What to look for and expect –

- For a fuel cell
 - look for a 24/7/365 operation – data centers, hospitals, DOD sites
 - Lack of grid power
 - Existing rates exceed 12¢/kWh, monthly bills > \$25,000, there is a minimum baseline load close to 100 KW 24/7/365 operation
 - Expect a 4~6 year payback (Bloom Energy)
- Small Plug & Play Solar/Wind/Fuel Cells – Application/Customer should justify pilot or going Green in phases

Technology Advantages –

- Fuel Cell could be Grid independent
- Competing mfgs popping up quarterly
- Practical, Good Citizenship visibility
- Contributes towards Carbon Neutrality

Technology Disadvantages –

- As with most Green energy sources, high initial cost

Clean Air and Water Act

I, the Vendor, am in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S. C. 1857 (h), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular A-102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

Potential Vendor: **Trane U.S. Inc.**

Title of Authorized Representative: **Strategic Account and Program Leader**

Mailing Address: **800-A Beaty Street
Davidson, NC 28036**

Signature: Patrick Archambault

**Patrick Archambault
December 17, 2012**

DOC #10

STOCKHOLDER DISCLOSURE CERTIFICATION

Name of Business:

☐ I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

☒ I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

*** Trane U.S. Inc. is a wholly owned subsidiary of Ingersoll-Rand plc. There are no stockholders owning more a 10% or more interest in Ingersoll-Rand plc.**

Check the box that represents the type of business organization:

☐ Partnership

☒ Corporation

☐ Sole

Proprietorship

☐ Limited Partnership

☐ Limited Liability Corporation

☐ Limited Liability Partnership

☐ Subchapter S Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:

Subscribed and sworn before me this 17th day of
December 2012.

(Notary Public)

Sheri Weitz

My Commission expires: June 14, 2015



Patrick Archambault

(Affiant)

Patrick Archambault
Strategic Account and Program Leader
Trane U.S. Inc.

(Print name & title of affiant)

(Corporate Seal)

DOC #2

Debarment Notice

I, the Vendor, certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations.

Potential Vendor: **Trane U.S. Inc.**

Title of Authorized Representative: **Strategic Account and Program Leader**

Mailing Address: **800-A Beaty Street
Davidson, NC 28036**

Signature: Patrick Archambault

**Patrick Archambault
December 17, 2012**

LOBBYING CERTIFICATION

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.

Patrick Archambault

Signature of Respondent

December 17, 2012

Date

Patrick Archambault
Strategic Account and Program Leader
Trane U.S. Inc.
800-A Beaty Street
Davidson, NC 28036

DOC #4

ANTITRUST CERTIFICATION STATEMENTS
(Tex. Government Code § 2155.005)

I affirm under penalty of perjury of the laws of the State of Texas that:

- (1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
- (2) In connection with this bid, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
- (3) In connection with this bid, neither I nor any representative of the Company has violated any federal antitrust law; and
- (4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this bid to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

Vendor Trane US Inc
Patrick Archambault
Patrick Archambault
Strategic Account and Program Leader

Address One Centennial Avenue
Piscataway, NJ 08855

Phone 920 203-4265

Fax Not Applicable

CONTRACTOR CERTIFICATION REQUIREMENTS**Contractor's Employment Eligibility**

By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statutes of the states it is will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The offeror complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

Contractor shall comply with governing board policy of the Region 4 ESC Participating entities in which work is being performed.

Fingerprint & Background Checks

If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.

The offeror shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed.

Business Operations in Sudan, Iran

In accordance with A.R.S. 35-391 and A.R.S. 35-393, the Contractor hereby certifies that the contractor does not have scrutinized business operations in Sudan and/or Iran.

Patrick Archambault

Signature of Respondent

December 17, 2012

Date

**Patrick Archambault
Strategic Account and Program Leader
Trane U.S. Inc.
800-A Beaty Street
Davidson, NC 28036**

DOC #5

ANTITRUST CERTIFICATION STATEMENTS
(Tex. Government Code § 2155.005)

I affirm under penalty of perjury of the laws of the State of Texas that:

- (1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
- (2) In connection with this bid, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
- (3) In connection with this bid, neither I nor any representative of the Company has violated any federal antitrust law; and
- (4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this bid to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

Vendor: Trane U.S. Inc.

Address: 800-A Beaty Street
Davidson, NC 28036

Phone (713) 530-4499

Fax N/A

Offeror:




Signature

Jon Symko
Printed Name

Strategic Program Leader
Position with Company

Authorizing Official



Signature

Patrick Archambault
Printed Name

Strategic Acct./Program Leader
Position with Company

December 17, 2012

OWNERSHIP DISCLOSURE FORM
(N.J.S. 52:25-24.2)

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), the offeror shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the bid.

Company Name: Trane U.S. Inc.

Street: 800-A Beaty Street

City, State, Zip Code: Davidson, NC 28036

Complete as appropriate:

I _____, certify that I am the sole owner of _____, that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.

OR:

I, _____, a partner in _____, do hereby certify that the following is a list of all individual partners who own a 10% or greater interest therein. I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set forth the names and addresses of the stockholders holding 10% or more of that corporation's stock or the individual partners owning 10% or greater interest in that partnership.

OR:

I Patrick Archambault, an authorized representative of Trane U.S. Inc. a corporation, do hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is also set forth the names and addresses of the stockholders holding 10% or more of the corporation's stock or the individual partners owning a 10% or greater interest in that partnership.

(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)

Name	Address	Interest
------	---------	----------

Trane U.S. Inc. is a wholly owned subsidiary of Ingersoll-Rand plc. There are no stockholders owning a 10% or more interest in Ingersoll-Rand plc.

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

December 17, 2012

Date _____

Patrick Archambault
Patrick Archambault
Strategic Account and Program Leader

Authorized Signature and Title

AFFIRMATIVE ACTION AFFIDAVIT

(P.L. 1975, C.127)

Company Name: Trane
 Street: 4 Wood Hollow Road
 City, State, Zip Code: Parsippany NJ 07054

Bid Proposal Certification:

Indicate below your compliance with New Jersey Affirmative Action regulations. Your bid will be accepted even if you are not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)

Vendors must submit with bid:

1. A photo copy of their Federal Letter of Affirmative Action Plan Approval

OR
2. A photo copy of their Certificate of Employee Information Report

OR
3. A complete Affirmative Action Employee Information Report (AA302)

 ✓

Public Work – Over \$50,000 Total Project Cost:

- A. No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201-A upon receipt from the Harrison Township Board of Education
- B. Approved Federal or New Jersey Plan – certificate enclosed

✓

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

12/14/2012
 Date

D. M. Florio - HR Business Partner
 Authorized Signature and Title

**Trane Plants
Annual Plan**

Affirmative Action Program for Minorities and Women

January 1, 2012



**Tom Stowers
Human Resources**

This affirmative action program covers the period from
January 1, 2012 through December 31, 2012

Confidential Trade Secret Materials

The material set forth in this program is deemed to be confidential commercial and financial data, the public disclosure of which could cause substantial competitive harm to Trane Plants (hereinafter "Company"). In addition, all statistical components of this program, including any and all data pertaining to employee compensation, workforce structure (including the ratios between and among job groups and EEO-1 categories), the organizational profile, final availability and placement rate goals, job group analysis report, identification of problem areas and supporting information pertaining to employment activity, determinations of adverse impact and determinations of problems in workforce distribution and employment policies and practices, or the analyses of any of the foregoing, are deemed to constitute trade secrets, operations information, confidential statistical data and other confidential commercial and financial data within the meaning of the Freedom of Information Act (FOIA), 5 U.S.C. §552 *et. seq.*, Title VII of the Civil Rights Act of 1964, as amended, 42 U.S.C. §2000e *et. seq.*, the Trade Secrets Act, 18 U.S.C. §1905, and 44 U.S.C. §3508, the disclosure of which is prohibited by law and would subject the individual making the disclosure to criminal and/or civil sanctions. This material has not been disclosed to the public, and should not be, since such disclosure could cause substantial competitive harm to the Company. Therefore, in accordance with 29 C.F.R. §70.26(c) – (e), we expect that the Company will be notified in writing by the agency prior to disclosure of any request for information pertaining to all or any part of this program, and that the Company shall be given an opportunity to present its objection to disclosure.

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- I. Introduction
- II. Equal Employment Opportunity/Affirmative Action Policy-Statement of Policy
- III. Responsibility for Implementation – (41 C.F.R. §60-2.17(a))
- IV. Identification of Problem Areas – (41 C.F.R. §60-2.17 (b))
 - A. Composition of the Workforce
 - 1. Organizational Profile
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INTRODUCTION

This Affirmative Action Program is designed to satisfy the Company's equal employment opportunity/affirmative action responsibilities under Executive Order 11246, as amended, and the implementing rules and regulations of the Secretary of Labor. A separate Affirmative Action Program for disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans, and individuals with disabilities has been adopted.

Trane Plants has prepared this Affirmative Action Program to cover all employees working in the Annual Plan facility. As described in detail in the program that follows, the management of Trane Plants has a continuing commitment to the practice and implemented action of this Affirmative Action Plan.

STATEMENT OF POLICY

It is the policy of Trane Plants to provide equal employment opportunities without regard to race, color, religion, sex, national origin, age, veteran or disabled status. This policy relates to all phases of employment, including, but not limited to, recruiting, employment, placement, upgrading, demotion or transfer, reduction of workforce and termination, rates of pay or other form of compensation, selection for training, the use of all facilities, and participation in all Company-sponsored employee activities. Provisions in applicable laws providing for bona fide occupational qualifications, business necessity, or age limitations will be adhered to by the Company where appropriate.

As part of the Company's equal employment opportunity policy, the Company will also take affirmative action as called for by applicable laws and Executive Orders to ensure that minority group individuals, females, disabled veterans, recently separated veterans, other protected veterans, Armed Forces service medal veterans, and qualified disabled persons are introduced into our workforce and considered as promotional opportunities arise.

Employees and applicants shall not be subjected to harassment or intimidation because they have: (1) filed a complaint; (2) assisted or participated in an investigation, compliance review, hearing or any other activity related to the administration of any federal, state, or local law requiring equal employment opportunity; (3) opposed any act or practice made unlawful by any federal, state, or local law requiring equal opportunity; or (4) exercised any other legal right protected by federal, state, or local law requiring equal opportunity.

The above-mentioned policies shall be periodically brought to the attention of the supervisors and shall be administered with a positive attitude. It is the responsibility of each supervisor of the Company to ensure affirmative implementation of these policies to avoid any discrimination in employment. All employees are expected to recognize these policies and cooperate with their implementation. Violation of these policies is a disciplinary offense.

The Affirmative Action Officer has been assigned to direct the establishment of and to monitor the implementation of personnel procedures to guide our affirmative action program throughout the Company. A notice explaining the Company's policy will remain posted.

RESPONSIBILITY FOR IMPLEMENTATION

The company has assigned the overall responsibility and accountability for its equal employment opportunity and affirmative action program to Tom Stowers, Human Resources, who has the authority, resources, support of and access to top management to ensure effective implementation of the Affirmative Action Program. It is the facility's objective to ensure full adherence to its equal employment opportunity policy and to the affirmative action program. Actions by supervisory personnel inconsistent with the policy and program will not be tolerated.

1. The duties of the Affirmative Action Officer include:

- A. Developing policy statements, affirmative action programs, and internal and external communication techniques.
- B. Assisting in the identification of problem areas, and developing strategies to eliminate any problems.
- C. Assisting line management and supervisors in devising solutions to equal employment problems, including counseling and training, to ensure full understanding of affirmative action and EEO policies and procedures.
- D. Designing and implementing monitoring and reporting methods that will:
 - 1. measure the effectiveness of the Company's equal employment and Affirmative Action Program.
 - 2. indicate any need for remedial action.
 - 3. determine the degree to which the Company's goals and objectives are being attained.
- E. Meeting with managers, supervisors, and employees to assure that the Company's EEO policies are being followed.
- F. Ensuring that supervisors understand that their work performance is being evaluated in part on the basis of their equal employment opportunity efforts and results, and that it is their responsibility to prevent all types of unlawful workplace harassment.
- G. Serving as a liaison between the Company and enforcement agencies.
- H. Serving as a liaison between the Company and appropriate minority and women's organizations, and other community action groups concerned with employment opportunities of minorities and women.

- I. Informing management of the latest developments in the equal employment opportunity and affirmative action area.
 - J. Conducting a periodic audit to ensure that the Company complies in the following ways:
 - 1. EEO posters are properly displayed.
 - 2. All employees are afforded the opportunity and are encouraged to participate in all Company-sponsored educational, training, recreation, and social activities.
2. The duties of the other Company supervisors and managers include:
- A. Assisting the Affirmative Action Officer in the identification of any problem areas and helping to eliminate any barriers to equal employment opportunity.
 - B. Whenever possible, becoming involved in local minority organizations, women's organizations, community action groups, and community service programs.
 - C. Performing periodic audits of hiring and promotion patterns and training programs to isolate impediments to the attainment of affirmative action goals and objectives. Results from these audits are communicated through appropriate management meetings.
 - D. Reviewing the qualifications of employees to ensure that minorities and women are given full opportunity for transfers and promotions.
 - E. Providing career counseling for employees as needed.

IDENTIFICATION OF PROBLEM AREAS BY ORGANIZATIONAL UNIT AND JOB GROUP

Pursuant to the requirements of 41 C.F.R. 60-2.17(b), the Company periodically performs in-depth analyses of its total employment process to determine whether and where impediments to equal employment opportunity exist. These analyses include an evaluation of the establishment's:

- Workforce by organizational unit and job group to determine whether there are any problems of minority or female utilization or of minority or female distribution;
- Personnel activity, including applicant flow, hires, terminations and promotions to determine whether there are selection disparities;
- Compensation system to determine whether there are gender-, race- or ethnicity-based disparities;
- Selection, recruitment, referral, and other personnel procedures to determine whether they result in disparities in the employment or advancement of minorities or women; and
- Other areas that might impact the success of the affirmative action program

The results of these analyses are as follows:

A. Composition of the Work Force by Organizational Unit and Job Group:

1. Organizational Profile

Our analysis by organizational unit reveals that minorities and women are not significantly underrepresented or concentrated in any particular organizational unit.

This analysis suggests that there is no policy or practice excluding minorities or women from any departments, nor is there any racial or sexual discrimination in the selection process.

2. Job Group Analysis

Pursuant to the Office of Federal Contract Compliance Programs (OFCCP) regulations, we have conducted an availability analysis by job group, taking into account both external and internal availability, and have compared incumbency to availability to determine underutilization. In determining availability, we have selected our reasonable recruitment area and our pool of promotable, transferable, and trainable employees in such a way as not to exclude qualified minorities and women. A brief written rationale for the selection of the recruitment areas and internal pools by job group follows:

Regulation	Factor	Consideration
41 C.F.R. §60-2.14 (c) (1)	Requisite skills in the reasonable recruitment area	The company has identified the reasonable recruitment area for each job group.
41 C.F.R. §60-2.14 (c) (2)	Promotable, transferable and trainable	For each job group, the Company has identified the job groups and/or titles from which employees historically have been promoted or transferred. In addition, the Company has considered those employees within the organization who could, with appropriate training provided by the company, be promoted or transferred during the affirmative action program year.

1. Determining Appropriate Geographic Areas/Feeder Pools

The company determines the reasonable recruitment areas for each job group based on the requirements set forth in 41 C.F.R. §60-2.14 (c)(1) and 41 C.F.R. §60-2.14 (e). The Company has not drawn its reasonable recruitment areas in such a way as to have the effect of unreasonably excluding minorities or women.

The company determines the pool of promotable, transferable and trainable employees (“feeder pools”) for each job group based on the requirements set forth in 41 C.F.R. §60-2.14 (c)(2) and 41 C.F.R. §60-2.14(f). The Company has not defined these pools in such a way as to have the effect of unreasonably excluding minorities or women.

2. Census Data

Data from the 2000 United States census were used to determine external availability. The Census Bureau releases data in several databases. One, reflecting all employees in a given geographic area in 472 individual occupational classification categories, is the most widely used, and was used for most of the job groups at the Company.

3. Requisite Skills Data and Determining Composite Availability

Pursuant to the requirements of 41 C.F.R. §60-2.14(g), the Company has calculated availability for minorities and women in such a way as to follow for a determination as to whether separate job titles within each job group had availability rates different enough to warrant calculation of a composite availability figure.

External Availability

Each job group's availability was calculated with consideration of the specific job titles comprising each job group. Because the Company's external availability calculation was performed in this manner, it was possible to get a reasonably accurate match between job content, compensation and opportunity by matching Occupational Classification Codes (OCCs) from the 2000 census with the job titles within job groups. Each title was matched to a single OCC where possible.

Internal Availability

Internal availability was calculated by reviewing actual historical hiring and internal placement activities and reviewing demographic data for those employees who could, with appropriate training provided by the Company, become promotable or transferable during the affirmative action program year.

Composite Availability

Where a job group was comprised of job titles with rates of availability different enough to warrant a composite availability calculation, the company calculated such a composite availability by:

1. determining the availability for each job title
 2. determining the proportion of job group incumbents employed in each job title;
 3. weighting the availability for each job title by the proportion of job group incumbents employed in each job title within that job group, and
 4. adding the weighted availability estimates for all job titles within the job group.
4. Calculating Final Availability
- Pursuant to the requirements of 41 C.F.R. §60-2.14(b), the Company has separately determined final availability rates for minorities and women.
5. To ensure the full and successful implementation of the Affirmative Action Program, the Company has set goals for minorities and women in identified areas of underutilization.
 6. The Company will establish affirmative action goals and programs to correct any deficiencies as defined by the OFCCP, and will continue to make a good faith effort to reach these goals and implement action-oriented programs, which are detailed elsewhere in the Affirmative Action Plan.

In establishing placement goals, the following principles apply:

- (1) The Company has established these goals as objectives or targets reasonably attainable by means of applying every good faith effort to make all aspects of its affirmative action program work.
- (2) Placement goals are not rigid and inflexible quotas that must be met, nor are they to be considered as either a ceiling or a floor for the employment of particular groups.
- (3) In all employment decisions, the Company makes selections in a nondiscriminatory manner. Placement goals do not provide a justification to extend a preference to any individual, select an individual, or adversely affect an individual's employment status, on the basis of that individual's race, color, religion, sex, or national origin.
- (4) Placement goals do not create set-asides for specific groups, nor are they intended to achieve proportional representation or equal results.
- (5) Placement goals are not used to supersede merit selection principles, nor do these goals require the Company to hire a person who lacks qualifications to perform the job successfully or hire a less qualified person in preference to a more qualified one.

A review of progress and goal attainment by job group for the period January 1, 2012 is provided.

B. Personnel Activity

The Company has analyzed additional personnel activities to determine whether and where impediments to equal employment opportunity exist and whether there are significant selection disparities by race or gender. These activities include applicant flow, hires, promotions, terminations, and other personnel actions.

1. Applicant Flow

The following information is being applied to the Company's procedures for Affirmative Action Programs:

During the plan year, the Company posted the majority of all open positions with the State Employment Service. Applications for open positions were accepted by the Human Resources Department. All persons interested in obtaining employment with the Company were advised to apply according to our current policy. Applications and complete records have been kept to ensure goals of equal employment opportunity are being applied to this process.

A report summarizing applicants by job group is provided.

The Company believes that applicant flow is not and will not be a problem area. Our analysis reveals that the percentage of minority applicants compares very favorably with the general availability in the respective categories. Clearly our success in implementing and communicating affirmative action and our outreach efforts are demonstrated by these statistics.

2. Hires

All hiring at the Company is conducted on the basis of nondiscriminatory criteria and procedures developed by the Human Resources Department. Specifically, the following criteria and procedures have resulted in hiring decisions that are free of discrimination:

1. Job descriptions have been reviewed and revised to ensure that duties are accurately described, that the experience and education requirements are strictly job-related, and that all incumbents meet minimum job requirements. Job titles have and will continue to be written without regard to sex, race, national origin, religion, or disability.
2. Application forms have been reviewed to ensure that all requested information is job-related, and that the forms comply with all applicable laws. In addition, all forms state that the Company is an Equal Opportunity Employer.
3. Interviews are conducted by a company representative who is briefed in the law with regard to equal employment opportunity and affirmative action.
4. Tests have been validated and are administered and conducted in a non-discriminatory manner.
5. All employees are encouraged to refer qualified applicants to the Company for employment. In addition, the Company has formal recruitment procedures to apprise minority and female groups, educational institutions, and other referral sources of openings.
6. Placing an applicant in a specific job in a department is the responsibility of management. Hiring decisions are based on the applicant's knowledge, skills, abilities, and any other job-related criteria.

A review of external hires for the prior plan year indicates the presence of equal employment opportunity and a strong commitment to affirmative action. This activity is further summarized by job group in the New Hires Report.

3. Promotion Practices:

A review of promotion data indicates that these practices represent an area of substantial employment opportunity for minority and female employees. Promotion practices are not problem areas for minorities and women in any job group. Our analysis reveals that neither minorities nor women are being treated disparately in promotions because:

- The Company provides every reasonable opportunity for employees to advance. In this regard, training and other developmental opportunities are offered.
- Employees are encouraged to contact their supervisor and/or the Human Resources Department, at any time, should they desire information relative to another position within the Company.
- Management-initiated promotions are based on performance and other job-related criteria without discrimination on account of race, sex, national origin, religion or disability.
- Our program of career development enables all employees to designate career paths and positions for which they wish to be considered.

All of these factors strongly indicate that promotions represent an area of substantial employment opportunity for minority and female employees. A summary of promotion actions for the year is provided.

4. Terminations

The Company has evaluated its termination practices to determine whether there are disparities on the basis of gender, race or ethnicity. When terminations or reductions in force are necessary, the Company makes its decisions without regard to race, sex, or national origin. A report summarizing terminations by job group is provided.

5. Compensation Systems

As part of its affirmative action obligations, the Company has conducted a compensation analysis to determine whether there are pay disparities based on gender, race, or ethnicity. According to our analysis, we have not identified any significant problem areas. If the Company discovers significant salary differences between men and women or non-minorities and minorities, it will determine whether they are the result of legitimate, nondiscriminatory factors such as tenure, time in job, performance, education, previous experience, etc. Where appropriate, the Company will take all reasonable and immediate steps to make any necessary adjustments.

DEVELOPMENT AND IMPLEMENTATION OF ACTION-ORIENTED PROGRAMS

The Company has developed the following action-oriented programs, designed in such a way that their proper execution will result either in an increase in the minority group/female utilization in the job group identified or document our good faith efforts to do so. These programs, which are listed below, demonstrate our good faith efforts to remove identified barriers, expand employment opportunities, and produce measurable results.

1. The Company has and will continue to analyze all positions and prepare written descriptions to accurately reflect position functions.
2. Job descriptions have been and will continue to be reviewed to determine what knowledge, skills, abilities, and other requirements are necessary for the adequate performance of every job. Specifications will continue to be consistent for the same job title in all organizational units and will not contain any requirements that would result in discrimination on the basis of race, color, religion, sex, disability, or national origin.
3. Job descriptions are available to incumbents and all members of management involved in the recruiting, screening, selection, and promotion process. Job descriptions are also made available to employees and recruiting sources as appropriate.
4. The total selection process has been carefully evaluated and found to be free from discrimination.
 - A. All supervisory personnel have been instructed to ensure elimination of discrimination in all personnel actions in which they are involved.
 - B. The tests administered by the Company are valid and job-related.
 - C. Application forms do not contain questions with potential discriminatory effects.
 - D. The Company does not and will not use any selection techniques that can be improperly used to discriminate against minority groups or women.
5. The Company has evaluated its techniques for improving recruitment and increasing the flow of qualified minority or female applicants through the following:
 - A. Minority and female, as well as non-minority and male, employees are actively encouraged to refer applicants to our organization.

- B. The Company relies on the State Department of Employment as well as job fairs and recruiting programs sponsored by local community colleges and other community organizations.
- C. The Company provides an orientation program to inform new employees of their equal employment responsibilities, promotional opportunities, Company rules, ways to alleviate any problems that might arise, and any other issues related to affirmative action compliance.
- D. Local organizations will continue to be contacted for referrals of potential minority and female employees.
- E. The Company utilizes the Internet to identify targeted recruitment sites for qualified minority and female applicants.
- F. Furthermore, we plan to take the following additional steps to eliminate any underutilization of all minorities and women:
 - Where underutilization exists as defined by the OFCCP we will continue to contact universities and two- and four-year local colleges, vocational technical schools, high schools, local business schools, and state and community organizations which attract qualified minority and female students. We will advise these institutions of our desire to fill job openings in these classifications with minority and female employees. When possible, we will continue to participate in job fair and career day activities and we will consider relevant work experience programs.
- G. We will continue to contact our normal sources of recruitment (e.g., State Employment) and advise them that under the Affirmative Action Plan we are specifically seeking to employ qualified minorities and/or women for job openings.

6. The Company has implemented the following programs and procedures to ensure that minority and female employees are given equal opportunities for promotion:
 - A. On-the-job training is provided to all qualified employees to assist them in developing the necessary knowledge and skills for promotion to higher-level jobs. In addition, a tuition reimbursement benefit is also available to all qualified employees.
 - B. The Company utilizes a formal performance evaluation program for all employees. In addition, management and supervisors are trained on the basic methodology of performance evaluation.
 - C. Neither minority nor female employees are required to possess higher qualifications than those of the lowest qualified incumbent in the job for which they apply.
 - D. Seniority practices are not a problem since the Company has no formal seniority system. Promotions are based on merit selection principles.
 - E. We will continue to make opportunities for advancement into more stimulating positions widely known through our career development process and by encouraging minorities and women to take advantage of these opportunities.
 - F. Special internal training programs are provided as necessary to ensure the achievement of our goals.
 - G. We will continue to participate in targeted external training programs.

INTERNAL AUDIT AND REPORTING SYSTEMS

The Company has developed and implemented an auditing system that periodically measures the effectiveness of its total Affirmative Action Program. This system includes the following:

1. The Company will periodically monitor the progress toward affirmative action goals
2. The Affirmative Action Officer will continue to monitor records of applicant flow, referrals, placements, rejected offers, training, transfers, promotions, terminations, and any layoffs or recalls to ensure that the Company's non-discriminatory policy is carried out. Procedures are reviewed and revised as problems are identified.
3. Top management is and will continue to be informed of any problems that arise in their respective areas so that immediate and appropriate steps can be taken to resolve any issues.
4. The Company recognizes its responsibility to affirmative action and is committed to fulfilling this responsibility by complying with all government regulations and laws pertaining to equal employment opportunity. As part of this commitment, management will be kept abreast of developments in the affirmative action area. The primary vehicle for communication with management will be periodic affirmative action briefings.
5. The Company will review report results with all levels of management as to the degree to which their affirmative action goals and compliance are being attained, and design and implement corrective actions, including adjustments in programs, as needed.
6. Progress on the Company's Affirmative Action Plan will be discussed at supervisors' meetings, and relevant information will be communicated to employees during regular departmental meetings.

The establishment's AAP/EEO Officer is responsible for executing these internal audits and reporting responsibilities.

**Trane Plants
Annual Plan**

**Affirmative Action Program
for Disabled Veterans, Recently Separated Veterans, Other Protected
Veterans, or Armed Forces Service Medal Veterans, and Individuals
with Disabilities**

January 1, 2012



**Tom Stowers
Human Resources**

Developed Pursuant to Section 503 of The Rehabilitation Act of 1973, As Amended, and
the Jobs for Veterans Act

This affirmative action program covers the period from
January 1, 2012 through December 31, 2012

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1. PURPOSE OF THE AFFIRMATIVE ACTION PROGRAM FOR WORKERS WITH DISABILITIES AND VETERANS

(60-741.1 AND 300.1)

The Rehabilitation Act of 1973 (Section 503) requires that government contractors take affirmative action to employ and advance in employment, qualified individuals with a disability.

The Jobs for Veterans Act requires government contractors to take affirmative action to employ and advance in employment qualified disabled veterans, recently separated veterans, other protected veterans, and Armed Forces service medal veterans.

Trane Plants's Affirmative Action Program for workers with disabilities and covered veterans is intended to be a vehicle by which the Company ensures that its Equal Employment Opportunity Policy is translated into Equal Opportunity action to employ and advance in employment qualified individuals with disabilities, disabled veterans, recently separated veterans, other protected veterans, and Armed Forces service medal veterans.

In this connection, the Program contains specific and results-oriented procedures to which the Company has committed itself to apply every good faith effort.

The following material outlines these procedures and establishes responsibilities for their success.

2. DEFINITIONS

Disabled (60-741.2)

Veterans (60-300.2)

The Rehabilitation Act of 1973, as amended, defines an "INDIVIDUAL WITH A DISABILITY" for the purposes of the Act and this Program as any person who (1) has a physical or mental impairment which substantially limits one or more of such person's major life activities (2) has a record of such impairment, or (3) is regarded as having such an impairment.

A "QUALIFIED INDIVIDUAL WITH A DISABILITY" is defined by the Act as an individual with a disability (see definition above) who satisfies the requisite skill, experience, education, and other job-related requirements of the employment position such individual holds or desires, and who, with or without reasonable accommodation, can perform the essential functions of such position.

"DISABLED VETERAN" means (1) a veteran of the U.S. military, ground, naval or air service who is entitled to compensation (or who but for the receipt of military retired pay would be entitled to compensation) under laws administered by the Secretary of Veterans Affairs, or (2) a person who was discharged or released from active duty because of a service-connected disability.

"QUALIFIED DISABLED VETERAN" means a disabled veteran who has the ability to perform the essential functions of the employment position with or without reasonable accommodation.

"OTHER PROTECTED VETERAN" means a veteran who served on active duty in the U.S. military, ground, naval or air service during a war or in a campaign or expedition for which a campaign badge has been authorized, under the laws administered by the Department of Defense.

"RECENTLY SEPARATED VETERAN" means any veteran during the three-year period beginning on the date of such veteran's discharge or release from active duty in the U.S. military, ground, naval or air service.

"ARMED FORCES SERVICE MEDAL VETERAN" means any veteran who, while serving on active duty in the U.S. military, ground, naval or air service, participated in a United States military operation for which an Armed Forces service medal was awarded pursuant to Executive Order 12985 (61 FR 1209).

3. APPLICABILITY OF THE AFFIRMATIVE ACTION PROGRAM

Disabled (60-741.40, 741.41, and 741.42)

Veterans (60-300.40, 300.41, and 300.42)

- (1) The Affirmative Action Program will be reviewed and updated on an annual basis. Employees and applicants will be informed of any significant changes.
- (2) The Company has invited all applicants who have received a conditional offer of employment and employees who believe themselves covered by Section 503 of the Rehabilitation Act of 1973 and/or Jobs for Veterans Act who wish to benefit under the Affirmative Action Program to identify themselves. The Company maintains a separate file on individuals who have self-identified, and the information contained therein is used only in accordance with the Rehabilitation Act, the Jobs for Veterans Act, and their implementing regulations.
- (3) The Affirmative Action Program is available for inspection to any employee or applicant for employment Monday through Friday during the normal business hours.

4. REAFFIRMATION OF THE EQUAL EMPLOYMENT OPPORTUNITY POLICY

Disabled (60-741.44(a))

Veterans (60-300.44(a))

Trane Plants is dedicated to the achievement of equality of opportunity for all of its employees and applicants for employment. In this connection, the policy requires at least the following:

- (1) Recruit, hire, train, and promote qualified persons in all job titles, and ensure that all other personnel actions are administered, without regard to race, color, religion, sex, national origin, disability, status as a disabled veteran, recently separated veteran, other protected veteran, or Armed Forces service medal veteran.
- (2) Base decisions on employment so as to further the principle of equal employment opportunity.
- (3) Ensure that promotion and other employment decisions are in accord with principles of equal employment opportunity by imposing only valid job requirements for employment opportunities and basing all employment decisions only on those valid job requirements.
- (4) Ensure that all personnel actions such as compensation, benefits, transfers, layoffs, return from layoff, company-sponsored training, education, tuition assistance, social and recreational programs will be administered without regard to race, color, religion, sex or national origin, disability, status as a disabled veteran, recently separated veteran, other protected veteran, or Armed Forces service medal veteran.

Employees and applicants are protected from harassment, threats, coercion, intimidation, interference and/or discrimination for filing a complaint, assisting in an investigation or opposing any practice made unlawful under Executive Order 11246, the Jobs for Veterans Act, the Rehabilitation Act or their implementing regulations.

Overall responsibility for ensuring compliance and continued implementation of the policy is assigned to Tom Stowers as the Corporate Affirmative Action Officer.

5. AFFIRMATIVE ACTION POLICY, PRACTICES AND PROCEDURES

Disabled (60-741.43 and 741.44)

Veterans (60-300.43 and 300.44)

General Policy

Pursuant to Section 503 of the Rehabilitation Act of 1973 and the Jobs for Veterans Act, the Company has committed not to discriminate on the basis of physical or mental disability, status as a disabled veteran, recently separated veteran, other protected veteran, or Armed Forces service medal veteran, and the Company has committed to take affirmative action to employ and advance in employment qualified individuals with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans at all levels of employment. Such action shall apply to all employment practices.

Consideration of Qualifications

The Company has reviewed all personnel processes to ensure the careful, thorough, and systematic consideration of the job qualifications of applicants and employees who are known to be individuals with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans for job vacancies filled either by hiring or promotion, and for all training opportunities offered or available. Military records are used on a non-discriminating basis: i.e., in determining the qualifications of a covered veteran, the Company considers only that portion of the military record, including discharge papers, relevant to the specific job qualifications for which the veteran is being considered. The Company has reviewed its personnel processes to ensure these processes do not stereotype individuals with disabilities or covered veterans in a manner that limits their access to all jobs for which they are qualified. The Company will annually review its personnel processes and make any necessary modifications to ensure that the obligations set forth in this paragraph will be carried out on an ongoing basis. A description of these annual reviews and any necessary modifications to personnel processes or development of new processes will be included in this affirmative action program as they occur.

Physical and Mental Qualifications

All jobs requirements are periodically reviewed to ensure they are job-related and consistent with business necessity and the safe performance of the job. They are also reviewed by the Corporate EEO Officer each time a position comes available. Whenever the Company inquires into an applicant's or employee's physical or mental condition or conducts a medical examination of an employee or applicant prior to employment, information obtained as a result will be collected and maintained on separate forms and in separate medical files apart from general personnel files and will be kept confidential

except as otherwise provided by applicable regulations and the Americans with Disabilities Act. Medical information obtained through medical inquiries or examinations of employees or applicants shall not be used to discriminate against qualified individuals with a disability or disabled veterans on the basis of disability.

Accommodation to Physical and Mental Limitations of Employees

The Company will make a reasonable accommodation to the known physical and mental limitations of a qualified employee or applicant with disabilities, and a disabled veteran, provided such accommodation does not result in an undue hardship to the operation of the Company's business. If an employee who is known to be an individual with a disability or a disabled veteran is having significant difficulty performing his or her job and it is reasonable to conclude that the performance problem may be related to the known disability, the Company will confidentially notify the employee of the performance problem and inquire whether the problem is related to the employee's disability. If the employee responds that it is so related, the Company will confidentially inquire whether the employee is in need of a reasonable accommodation.

Harassment

The Company has developed and implemented procedures to ensure that its employees are not harassed because of their disabilities or their status as a disabled veteran, recently separated veteran, other protected veteran, or Armed Forces service medal veteran.

Compensation

In offering employment or promotions to individuals with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans, the Company will not reduce the amount of compensation offered because of any disability income, pension, or other benefit the applicant or employee receives from another source.

Outreach, Positive Recruitment, and External Dissemination of the Policy

The Company has reviewed its employment practices to determine whether its personnel programs provide the required affirmative action for employment and advancement of qualified individuals with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans. Based on the findings of this review, the Company has undertaken appropriate outreach and positive recruitment activities, including the following:

- (1) Internal communications have been developed to help all Company employees foster understanding, acceptance and support of the Affirmative Action Program.
- (2) Periodic audits are conducted to ensure that the Affirmative Action Program is being fully implemented.

- (3) The Company's Policy of Affirmative Action is disseminated to all present employees, new hires, and applicants for employment.
- (4) Where appropriate, a viable program of affirmative recruitment action is being maintained with recruiting sources and educational institutions that participate in training of persons with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans.
- (5) Meaningful contacts are maintained with appropriate social service organizations in order to obtain advice, technical assistance and referral of potential employees.
- (6) The Company periodically reviews employment records to determine the availability of promotable and transferable known qualified individuals with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans presently employed, and to determine whether their present and potential skills are being fully utilized or developed.
- (7) Help-wanted and promotional advertising indicate that the Company is an equal opportunity employer.
- (8) Vendors and suppliers are notified of relevant obligations under the Rehabilitation Act of 1973 and the Jobs for Veterans Act.
- (9) The Company will consider all qualified individuals with disabilities and all disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans currently in the work force having requisite skills who can be recruited through affirmative action measures.
- (10) In making hiring decisions, the Company will consider applicants who are known individuals with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans for all available positions for which they may be qualified when the position(s) applied for is (are) available.

Internal Dissemination of Policy

- (1) The EEO Policy is included in the Employee Handbook and is reviewed during new employee orientation.
- (2) Company publications contain articles that highlight the Company's policy and practice of EEO as well as highlighting the accomplishments of workers with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans.

- (3) Meetings are conducted with management groups, as well as other employees, to achieve awareness and understanding of the Company's equal opportunity obligations and Affirmative Action Program.
- (4) The Company's EEO Policy is given to all new employees as a part of their orientation and is also included in the Company's Management Training Programs.
- (5) A statement of the Company EEO policy is posted on the Company bulletin board. The Company takes special steps to ensure that applicants and employees who are known to be individuals with disabilities or disabled veterans are informed of the contents of the EEO policy (for example, by reading the policy to visually impaired individuals).

Responsibility for Implementation

Tom Stowers, Human Resources, is designated as the Affirmative Action Officer.

The Corporate Equal Employment Opportunity Officer shall, among other things:

- (1) Identify problem areas in conjunction with the line management and known employees with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans
- (2) Monitor the effectiveness of the Affirmative Action Program.
- (3) Act as a liaison between the Company and organizations of and for persons with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans.
- (4) Keep management informed of the latest developments in the affirmative action area.
- (5) Act as a counsel and advisor for any employee with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans who feels that he/she has been denied equal opportunity.
- (6) Ensure that known individuals with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans are offered participation in all Company-sponsored educational, training, and social activities.

The Company will provide the Corporate Equal Employment Opportunity Officer with necessary top management support and staff to manage the implementation of the Affirmative Action Program.

Development and Execution of Affirmative Action Programs

- (1) Job qualification requirements are periodically reviewed with all members of management.
- (2) The Company has evaluated the total selection process, including training and promotion, to ensure freedom from stereotyping disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans, and persons with disabilities in a manner that limits their access to all jobs for which they are qualified.
- (3) All Company Human Resources employees are carefully selected and given appropriate instructions to ensure that the commitments in the Affirmative Action Program are implemented.

- (4) The Company will make special efforts to include qualified persons with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans on the Human Resources staff.
- (5) Whenever possible, employees with disabilities and employees who are disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans will be made available for participation in career days, youth motivation programs and related activities in the community.
- (6) Recruiting efforts at all schools will incorporate special efforts to reach disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans, and students with disabilities.
- (7) The Company has contacted the Employment Service Representative at the appropriate local Job Service Agency and at appropriate veterans' service organizations and informed each of its desire to consider for employment qualified individuals with disabilities and veteran applicants.

Training

The Company has trained all personnel involved in the recruitment, screening, selection, promotion, disciplinary, and related processes on the Company's policies, practices, and procedures under this Affirmative Action Program to ensure that this program is fully implemented.

Audit and Reporting System

The Company has designed and implemented an audit and reporting system, monitored by the Corporate Equal Employment Opportunity Officer that will accomplish the following:

- (1) Measure the effectiveness of the Company's Affirmative Action Program;
- (2) Indicate any need for remedial action;
- (3) Determine the degree to which the Company's objectives have been obtained;
- (4) Determine whether known individuals with disabilities, disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans have had the opportunity to participate in all Company-sponsored educational, training, recreational, and social activities; and
- (5) Measure the Company's compliance with the Affirmative Action Program's specific obligations.

6. EQUAL OPPORTUNITY CLAUSE

Disabled (Subpart A-60-741.5)

Veterans (Subpart A-60-300.5)

The Company has included the equal opportunity clauses for disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans, and workers with disabilities in each of its covered contracts, subcontracts, purchase orders and leases. The affirmative action clauses will also be included in modifications, renewals or extensions if not included in the original.

7. LISTING OF EMPLOYMENT OPENINGS

Disabled (Subpart A-60-741.44(f)(1))

Veterans (600-300.5)

The Company requests appropriate local offices of the State Employment Service system to refer qualified individuals with disabilities for consideration for job opportunities that might occur.

The Company will list all appropriate job opportunities with the appropriate local office of the State Employment Service system in order to aid veterans in their employment needs.

The Company requests the Veterans Employment Representative in the appropriate local offices of the State Employment Service, the appropriate regional offices of the Department of Veterans Affairs, veterans' counselors and coordinators on appropriate college campuses, the service officers of national veterans' groups active in the vicinity of the Company's establishment, and local veterans' groups and veterans' service centers near the Company's establishment to refer disabled veterans, recently separated veterans, other protected veterans, or Armed Forces service medal veterans for consideration for job opportunities that might occur.

8. COMPLAINT PROCEDURES

The Company has established an internal complaint procedure for the purpose of handling the complaints of individuals with disabilities and covered veteran employees.

When a complaint is filed by an employee of the Company or by an applicant for employment with the Company, the complaint is investigated in a timely manner by the Corporate Equal Employment Opportunity Officer. When the investigation is completed, the merits of the complaint are reviewed with the affected employee(s). Where appropriate, remedial action is taken.

9. RECORD KEEPING

Disabled (60-741.80)

Veterans (60-300.80)

The Company shall maintain all personnel or employment records made or kept by the Company for a period of two years from the date of the making of the record or the date of the personnel action involved, whichever occurs later.

These records will include:

- (1) Records relating to requests for reasonable accommodation;
- (2) The results of any physical examination;
- (3) Job advertisements and postings;
- (4) Applications and resumes;
- (5) Tests and test results;
- (6) Interview notes; and
- (7) Other records having to do with hiring, assignment, promotion, demotion, transfer, lay-off, termination, rates of pay or other terms of compensation, and selection for training or apprenticeship.

If an employee is involuntarily terminated, the Company shall maintain the personnel records of that individual for a period of two years from the date of termination.

If the Company receives notice that a complaint of discrimination based on disability or status as a disabled veteran, recently separated veteran, other protected veteran, or Armed Forces service medal veteran has been filed, that a compliance review under the Rehabilitation Act or Jobs for Veterans Act has been initiated, or that an enforcement action under those laws has been commenced, the Company shall preserve all personnel records relevant to the complaint, compliance review, or enforcement action until final disposition of the complaint, compliance review, or enforcement action.

STATE OF NEW JERSEY DEPARTMENT OF THE TREASURY
Division of Contract Compliance & Equal Employment Opportunity
VENDOR ACTIVITY SUMMARY REPORT

✓ NEW HIRES ✓ PROMOTIONS ✓ TRANSFERS ✓ TERMINATIONS (CHECK (X) APPROPRIATE ACTIVITY)

CERTIFICATE NO. _____ DATES OF PAYROLL PERIOD USED: FROM Jan 2012 TO Nov 2012

NAME OF FACILITY: TRAXNE U.S. Inc.

STREET		CITY	COUNTY	STATE	ZIP CODE
4 Wood Hollow Rd.		Parsippany	Morris	N.J.	07054

JOB CATEGORIES	MALE						FEMALE						TOTAL	Non-MIN.	ASIAN	AM. INDIAN	HISPANIC	Not-MIN.
	TOTAL	BLACK	HISPANIC	AM. INDIAN	ASIAN	Non-MIN.	TOTAL	BLACK	HISPANIC	AM. INDIAN	ASIAN							
OFFICIALS & MANAGERS	12	0	0	0	0	0	7	5	1	0	0	0	4					
PROFESSIONALS																		
TECHNICIANS	35	0	0	0	0	0	35	0	0	0	0	0	0					
SALES WORKERS	30	0	0	0	0	0	28	2	0	0	0	0	2					
OFFICE & CLERICAL	15	0	0	0	0	0	7	8	0	0	0	0	7					
CREATWORKERS																		
OPERATIVES																		
LABORERS																		
SERVICE WORKERS																		
TOTAL	92	0	15	0	0	0	77	15	1	0	0	1	13					

NAME OF PERSON COMPLETING FORM (Print or Type) _____ TITLE _____ DATE SUBMITTED _____

FIRST LAST SIGNATURE (ZIP)

McGlinchey, Theresa Parsippany NJ 07054 973-887-8800

ADDRESS (NO. & STREET) (CITY) (STATE) (ZIP)

4 Wood Hollow Rd Parsippany NJ 07054 973-887-8800

NON-COLLUSION AFFIDAVIT

Company Name: Trane U.S. Inc.
Street: 800-A Beaty Street
City, State, Zip Code: Davidson, NC 28036

State of New Jersey

County of Morris

I, Patrick Archambault of the Parsippany
Name City

in the County of Morris, State of New Jersey of full age, being duly sworn according to law on my oath depose and say that:

I am the Strategic Account and Program Leader of the firm of Trane U.S. Inc.

Title

Company Name

the offeror making the Proposal for the goods, services or public work specified under the Harrison Township Board of Education attached bid, and that I executed the said bid proposal with full authority to do so; that said offeror has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above bid, and that all statements contained in said bid proposal and in this affidavit are true and correct, and made with full knowledge that the Harrison Township Board of Education relies upon the truth of the statements contained in said bid proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services or public work.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by

Trane U.S. Inc.

Company Name

Patrick Archambault

Authorized Signature & Title

Patrick Archambault

Strategic Account and Program Leader

Subscribed and sworn before me

this 17th day of December, 2012

Sherri Weitz

Notary Public of New Jersey Wisconsin

My commission expires

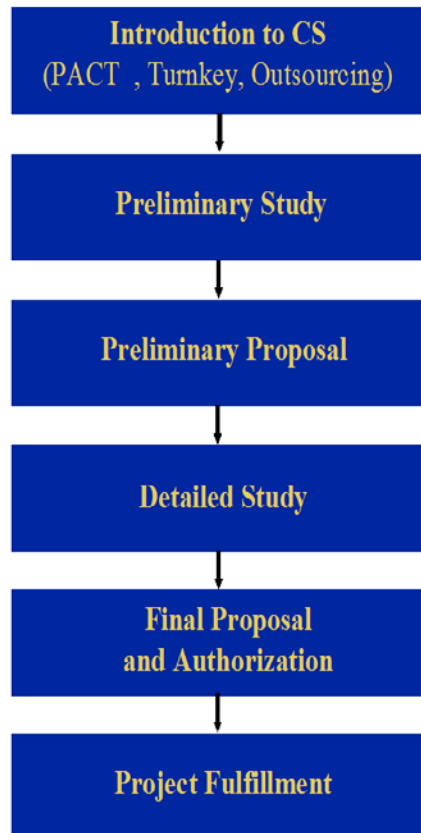
6-14-2015

14, 2015

June



Comprehensive Solutions Process



To search: Click on “Edit” in tool bar and then “Find”.

NOTE: The following sales offices are listed by District Name (yellow box), followed by main office, area office(s) and parts center(s), with page breaks between districts.

ATLANTA DISTRICT

Last updated April 1, 2012

ATLANTA, GA (G1)

ATLANTA DISTRICT

(See also Augusta, Macon &, Savannah area offices and Parts Centers, including Marietta, Forest Park & Duluth, listed below)

(404) 321-7500 – Receptionist

(404) 321-7500 – After Hours

(404) 836-2XXX – Direct-Dial

FAX: (404) 636-5204

2677 Buford Highway NE

Atlanta, Georgia 30324-3239

STEVE MICLETTE, DISTRICT MGR. (ext. 1701)

ERIC SNYDER CONTRACTING BUS LDR (ext. 1779)

SCOTT MANLEY, PARTS BUS. LDR. (ext. 1791)

JIM BRIA, DISTRICT FIN. LDR (ext. 1718)

PAM ALTERI, DIR. MARKETING/TRAINING (ext. 1782)

RAY GALLIMORE, SAFETY MGR. (ext. 1028)

JULIE MULLANEY HR BUS LDR (ext. 1754)

LORI ROGERS, ADMIN. ASST. & FACILITIES COORDINATOR (ext. 1704)

JACK DEYTON, IT MGR. (ext. 1770)

EQUIP./SYSTEMS/CONTROLS SALES

CLAY BAGBY, INDIRECT SALES MGR. (G2-M37) (ext. 1179)

MARK SCHNETZKA, DIRECT SALES MGR. (G1-M19) (ext. 1152)

JOHN LADD, LCU SALES MGR. (G1-N29) (ext. 1651)

BILL FAULKNER, CONT. MKTG. MGR. (G1-M42) (ext. 1102)

Trey Adams (G1-N15) (ext. 1181)

Kim Alexander, Inside Sales (G1-M12) (ext. 1158)

Conrad Bishop, AE (G1-M72) (ext. 1105)

Landon Bixler (G1-N20) (ext. 1150)

Jack Cali (G1-N16) (ext. 1661)

Steve Caveness (G1-M78) (ext. 1107)

Giancarlo Cicero (G1-M09) (ext. 1144)

Josh Click (G2-M85) (ext. 1108)

Ken Gilbert (G1-M30) (ext. 1147)

Rich Granelli (G1-M47) (ext. 1133)

Cameron Griffith (G1-N41) (ext. 1737)

Doug Hennen (G1-N13) (ext. 1143)

Jim Hubert (G1-M23) (ext. 1734)

Craig Jones (G1-M39) (ext. 1113)

Isaac Lockett (G1-N23) (ext. 1136)

Ed Metzger, NAE (G1-M80) (ext. 1106)

Robert Owen (G1-N26) Duluth (ext. 1905)

Pat Richardson (G1-m87) (ext. 1119)

Michael Snow (G1-N19) (ext. 1123)

Becky Sanborn (G1-M49) (ext. 1140)

Joe Wright (G1-M71) (ext. 1104)

Don Yochum (G1-N25) (ext. 1139)

SHARON DONALDSON, EQUIPMENT SOLUTIONS MANAGER (1149)

Theresa Attina, PM (ext. 1153)

Apryl Bennings, PM (ext. 1114)

Darin Cline, AS (ext. 1163)

Georgeanne Davidson, PM (ext. 1170)

David Folsom, Estimator (ext. 1167)

Kim Fukagawa, Bid Coordinator (ext. 1164)

Judy Mann, PM (ext. 1166)

Duane Rodgers, AS (ext. 1146)

Bonnie Rodi, PA (ext. 1731)

Alex Shear, Estimator (ext. 1131)

Candace Burkhalter, PM (ext. 1169)

Susan Blackmon, PM (ext. 1652)

To search: Click on “Edit” in tool bar and then “Find”.

EXISTING BUILDING SERVICES

JEFF HORVATH, SERVICE SOLUTIONS MGR. (ext. 1707)
KEVIN COX, ASM NORTHEAST GA (ext. 1740)
REGGIE LASTINGER, ASM NORTHWEST GA (ext. 1706)
TOM NELSON, ASM SOUTHEAST GA (ext. 1752)
MIKE WRIGHT, ASM NORTHEAST GA (ext. 1742)
STEVE BRIGMAN, ASM NORTHWEST (ext. 1757)
RAY MICHELETTI, EBS SALES MGR. (G1-M94) (ext. 1730)
Herbert Brickhouse (G1-N22) (ext. 1776)
Candy Davis, PA (ext. 1142)
Jeremy Galvin (G1-M35) (ext. 1736)
Jon Galvin (G1-M38) (ext. 1744)
Mike Muglia (G1-N42)
Jeff Kellner (G1-M33) (ext. 1151)
Jimmy Kirby (G1-N10) (ext. 1474)
Eric Stenzel (G1-N32) (ext. 1720)
Dave Toole (G1-N31) (ext. 1796)

AUGUSTA, GA (G2)

ATLANTA DISTRICT

(706) 738-8157

FAX: (706) 733-7842

3342 Commerce Drive

Augusta, Georgia 30909

EQUIP./SYSTEMS/CONTROLS SALES

Jeff Perry, Sales/PM (G2-M12)

Rhonda Holshouser, PM/PA

MACON, GA (G3)

ATLANTA DISTRICT

(478) 743-5429

FAX: (478) 743-2731

125 Macon West Dr.

Macon, Georgia 31210-5652

EQUIP./SYSTEMS/CONTROLS SALES

Rick Frame (G3-M75)

SAVANNAH, GA (G6)

ATLANTA DISTRICT

(912) 965-0313

FAX: (912) 965-0314

3609 Ogeechee Blvd., Suite A

Savannah, Georgia 31405

EQUIP./SYSTEMS/CONTROLS SALES

Doug Smith (G6-M48)

Brian Thorstad (G6-M13)

LaWanda Allen, PA

PARTS CENTERS:

FOREST PARK, GA

Trane Parts

(404) 366-6560

FAX: (404) 366-6551

5021 Old Dixie Hwy., Ste. 500

Forest Park, Georgia 30297

Jon Collier, Team Leader

Jay Hefner, Outside Parts Sales

To search: Click on “Edit” in tool bar and then “Find”.

ATLANTA, GA

Trane Parts
(404) 728-4310
FAX: (404) 315-8916
2677 Buford Highway, N.E.
Atlanta, Georgia 30324
Steve Simpson, Team Leader
Maleia Smith, Outside Parts Sales

AUGUSTA, GA

Trane Parts
(706) 481-9600
FAX: (706) 481-0436
3342 Commerce Dr.
Augusta, Georgia 30909
Dennis Holshouser, Team Leader
Brian Murphy, Outside Parts Sales

MACON, GA

Trane Parts
(478) 742-5646
FAX: (478) 742-4878
125 Macon West Dr.
Macon, Georgia 31210-5652
Jon Jeter, Team Leader

MARIETTA, GA

Trane Parts
(770) 859-0707
FAX: (770) 850-9070
3061 Kingston Court Suite C
Marietta, Georgia 30067
Steve Shumate, Team Leader

SAVANNAH, GA

Trane Parts
(912) 965-0309
FAX: (912) 965-0310
3911 Old Louisville Rd
Savannah, Georgia 31408
Scott Partin – Store Team Leader

DULUTH, GA

Trane Parts
(678) 713-3080
(678) 713-3087
2625 Pinemeadow Ct., NW Ste. A
Duluth, Georgia 30096
Cliff Barner, Team Leader

KENNESAW, GA

Trane Parts
(770) 250-2020
FAX: (770) 250-2028
FAX: (770) 250-2039(Parts)
3850 Kennesaw Pkwy., Ste. 270
Kennesaw, Georgia 30144
Martin Story, Team Leader
David Grubbs, Inside Sales

To search: Click on “Edit” in tool bar and then “Find”.

COLUMBUS, GA

Trane Parts

(706) 225-5206

3547 Gentian Blvd.

Columbus, Georgia 31907

Jason Outz – Team Leader

To search: Click on “Edit” in tool bar and then “Find”.

BALTIMORE DISTRICT

Last updated April 1, 2012

BALTIMORE, MD (E1)

BALTIMORE DISTRICT

(See also Parts Center listed below)

(410) 403-2200

(410) 403-2210 – Service After Hours

FAX: (410) 403-2225

10947 Golden West Drive, Suite 100

Hunt Valley, Maryland 21031

DANIEL SWEET, DISTRICT LEADER (E1-A00) 410-403-2195

Denise Yocum, District Human Resources Leader 410-403-2193

Dennis Shaw, District Finance Leader 410-403-2194

Mike Cassino, District EHS Manager 443-286-6786

Laura Worker, Marketing Leader

Tim White, Sales Manager Complex 412-728-6581

SALES, INDIRECT

Marc Randell, Sales Manager Indirect – 410-403-2200

Connor Blood, Account Manager 410-403-2197

Jim Brown, Account Manager (E1-B03) 410-271-3587

Matt Burger, Account Manager (E1-A92) 410-403-2152

Darryl Hockstra, Account Manager (E1-A82) 410-403-2154

Jon Olmstead, Account Manager (E1-A70) 410-403-2156

Andrew Schmugge, Account Manager (E1-A36) 410-403-2157

Jon Stavinski, Account Manager (E1-A93) 410-403-2158

Kirk Rizzolla, LCU Sales (E1-B06) 410-403-2190

SALES, DIRECT

Frank Troy, Sales Manager Direct – 410-403-2200

Richard Faychak, Account Manager (E1-A85) 410-403-2149

Robert Lee, Account Manager (E1-B04) 410-403-2169

Marco Cerasi, Account Manager (E1-B05) 410-403-2160

Jeanine Lannon, Account Manager (E1-B07) 410-403-2150

Susan Locke, Customer Service/Inside Sales Direct 410-403-2189

EQUIPMENT FULFILLMENT

MARC RANDELL, EQUIPMENT FULFILLMENT LEADER 410-403-2200

Becky Davidson, Project Manager Equipment, Team Leader 410-403-2167

Joe DiFonso, Project Manager Equipment – 410-403-2161

Donna Foxwell, Light Commercial Unitary Sales Specialist 410-403-2170

Candy Hann, Bid Coordinator 410-403-2166

Abid Rehman – Estimator Equipment – 410-403-2173

Brian Ison – Estimator Equipment – 410-403-2164

Tom Price, Application Specialist, 410-403-2168

Suzanne Schwab, Project Administrator 410-403-2171

Dawn Walker, Project Administrator 410-403-2172

CONTRACTING SOLUTIONS

Bill Moore, Contracting Solutions Leader 717-585-7710

Gary Reif, Area Contracting Manager – 410-403-2196

Anne Breymaier, Project Administrator 410-403-2180

Don Jones, Project Manager 410-403-2178

Carlo Lucila, Project Engineer 410-403-2177

Jon Nguyen, Project Manager 410-403-2179

Clayton Myatt, Estimator 410-403-2174

To search: Click on “Edit” in tool bar and then “Find”.

SERVICE

Eric Archinal, District Service Leader 410-403-2192
Randy Thompson, Area Service Manager 410-403-2187
Sean Kerns, Area Service Manager 410-403-2186

TRANE PARTS CENTERS MD/PA

V, District Parts Leader

TIMONIUM STORE

(410) 252-9550

FAX: (410) 252-9436
2208 Greenspring Drive
Timonium, Maryland 21093
Erik Smith, Parts Store Manager
Dave Case, Store Team Leader

MILLERSVILLE STORE

(410) 729-4230

FAX: (866) 788-5383
8229 Cloverleaf Drive
Bldg. 5 Ste. 455
Millersville, Maryland 21108
Erik Smith, Parts Store Manager
Greg Heck, Store Team Leader

HARRISBURG, PA

Trane Parts Center
(717) 541-1570
FAX: (717) 541-1577
493 Blue Eagle Ave., Suite G
Harrisburg, Pennsylvania 17112
Lee Hunt, Parts Store Manager (ext. 302)

PITTSBURGH, PA

Pittsburgh Trane
(412) 394-9030
FAX: (412) 394-9031
3042 New Beaver Avenue
Pittsburgh, Pennsylvania 15233
Brian Sellew, Parts Store Manager

NORTH HUNTINGDON, PA

Trane Parts Center
(412) 816-1701
FAX: (412) 823-8389
15091 Rt. 30
North Huntingdon, Pennsylvania 15642
Todd Weaver, Parts Store Team Leader

To search: Click on “Edit” in tool bar and then “Find”.

BIRMINGHAM DISTRICT

Last updated April 1, 2012

BIRMINGHAM, AL (J4)

BIRMINGHAM DISTRICT

(See also Huntsville and Montgomery area offices and Parts Centers listed below)

(205) 747-4000

(205)747-4040 – After Hours

FAX: (205) 747-4004 Sales Dept.

FAX: (205) 747-4081 Service Dept.

FAX: (205) 747-4006 General Fax

1030 London Drive, Suite 100

Birmingham, Alabama 35211

Chuck Bowers, Area Sales Manager (205) 747-4036

ACQUISITION

Chuck Bowers, Area Sales Manager (205) 747-4036

Kristin Counts, Project Admin. (205) 747-4047

Kim Patterson, Project Manager (205) 747-4046

Birmingham West Team (J4-R90)

Scott Bourgeois, A.E. & N.A.E. (205) 747-4039

John Jeffcoat, NSS (205) 747-4044

Joe King, NSS (205) 747-4041

Bill Thomas, EBS (205) 747-4042

Louise Corscadden, EBS (J4-R37) (205) 747-4045

Keith Roszell, EBS (205) 747-4023

Birmingham East Team (J4-R65)

Chandler McGarrah, A.E. (205) 747-4029

Billy Faulkner, A.E. (205) 747-4034

Riley Blair, AE 205-747-4000

Jessica Hilton AE 205-747-4000

Application Specialists (J4-R30) N.A.E.

Cameron Clower (205) 747-4049

Sharon Donaldson (205) 747-4048

Lisa Kuhnke (205) 747-4061

Joe Hoggle (205) 747-4050

CONTRACTING

Steve Ingram, PM – Turnkey (205) 747-4064

Alan Martin, Sr. PM (205) 747-4056

John Madonia, Proj. Mgr. (205) 747-4057

Art Riley, Project Development (J4-R85) (205) 747-4055

Laura Morris, Proj. Admin. (205) 747-4058

Joey Tanner, Proj. Engr. Team Leader (205) 747-4052

PACT SALES

Rick Carson, PACT Acct. Exec. (205) 747-4033

Carla Parker, PACT Acct. Exec. (205) 747-4082

Laura Morris, Proj. Admin. (205) 747-4058

SERVICE

Fax: (205) 747-4081

Dana Hanson, Service Coord. (205) 747-4012

Delores Fenney, Serv. Coord. (205) 747-4087

HUNTSVILLE, AL (J8)

BIRMINGHAM DISTRICT

(256) 837-1030

(256) 837-1030 – After Hours

(256) 837-5244 – Voice Mail + extension number

Fax: (256) 837-2058

4825 Commercial Drive

Huntsville, Alabama 35816

Eddy Gardner, NSS (J8-R57)

Lisa Cathey, NSS & N.A.J.C.

Trevor Wright, NSS

Kristina Letson, Proj. Admin.

David Herman, Equipment Estimator

EXISTING BUILDING SALES

To search: Click on “Edit” in tool bar and then “Find”.

Lauri Wowk, EBS (J8-R63) (ext. 315)
Paul Reutter, EBS (ext. 306)

CONTRACTING

Bobby Hodge, Controls Estimator (ext. 308)
Ann Land, Proj. Admin. (ext. 302)

SERVICE

Roddy George, Area Service Manager (334) 215-2919
Pat Hernandez, Service Coord. (205) 747-4091

MONTGOMERY, AL (S4)

BIRMINGHAM DISTRICT

(334) 215-2900

FAX: (334) 215-2901

915 Lagoon Business Loop

Montgomery, Alabama 36117

Wade Burt, EBS (S4-M03) (ext. 2911)

Craig Elliott, EBS (S4-M04) (ext. 2920)

Tim Taylor, NSS (S4-R73) (ext. 2912)

Jeff Williams, NSS (S4-R74) (ext. 2910)

SERVICE

Roddy George, Area Service Manager (ext. 2922)

Pat Hernandez, Service Coord. (205) 747-4091

CONTRACTING

PARTS CENTERS:

Trane Parts Center of Birmingham

(205) 747-4100

(800) 582-8878

FAX: (205) 747-4101

1030 London Drive, Suite 100

Birmingham, Alabama 35211

Brian Cook, Store Manager and Alabama's Area Parts Store Mgr.

Huntsville Trane Parts Center

(256) 837-1790

FAX: (256) 837-0543

(888) 627-2670

4825 Commercial Drive

Huntsville, Alabama 35816

Terry Reid, Parts Store Mgr.

Montgomery Trane Parts Center

(334) 215-2950

FAX: (334) 215-2951

(866) 886-5995

915 Lagoon Business Loop

Montgomery, Alabama 36117

Brandon Smith, Parts Store Mgr.

To search: Click on “Edit” in tool bar and then “Find”.

BOSTON DISTRICT

Last updated April 1, 2012

BOSTON, MA (A1)

BOSTON DISTRICT

(See also Portland, ME, Providence, RI, Springfield, MA and Manchester, NH area offices and Parts Centers listed below)

Direct Dial (781) 305-ext.

(781) 938-9700 – Sales & Service

(781) 721-1858 – After Hours

(781) 932-0423 – Parts

FAX: (781) 938-8912 or (781) 932-5843

225 Wildwood Avenue

Woburn, Massachusetts 01801

JACK BORGSCHULTE, DISTRICT MGR. (A1-B00) (ext. 1312)

ANDREA RAGO, INDIRECT SALES MANAGER (A1-B51) (ext. 1318) RI office 401-435-1405

Beth Doyle (A1-xxx) (ext. xxxx)

Ken Duchi (A1-B06) (ext. 1302)

Greg Furst (A1-B92) (ext. 1304)

Geoff Magargal (A1-B39) (ext. 1381)

Dave Martin (A1-B22) (ext. 1322)

Tom Stockbridge (A3-B22) (ext. 1370)

Rob Wettach (A1-B08) (ext. 1325)

Brian Workman (A1-B55) (ext. 1360)

Jacque Lavoie, Application Specialist (ext. 1385)

Jonathan Ralys, Associate Account Manager (ext. 1335)

Ben Hiller, (A1-B83) (ext. 1363)

Anne Insogna, Administrative Manager-Equipment (ext. 1367)

Renee O'Donnell, Project Administrator-Equipment (ext. 1340)

Tracy Conklin, Bid Desk (ext. 1310)

EXISTING BUILDING SALES

TOM NASTRO, DIRECT SALES MANAGER (207-239-3426)

Nathan Ali (A1-B89)) (ext. 1349)

Mike Burke (A1-B72) (ext. 1384)

Woody Foster (A1-B23) (ext. 1323)

Michael Gillis (A1-B78)) (ext. 1334)

Andrew Krushelynski (ext. 1332)

Sean Smith (A1-B88)) (ext. 1317)

Rich Steidle (A1-B47) (ext. 1313)

Javier Noguchi, Associate Account Manager (ext. 1364)

Connie Goodwin, Associate Account Manager (ext. 1319)

Renee Ingalls, Administrative Manager-Direct Sales (ext. 1355)

SERVICE

ANDY WILLIAMSON, SERVICE MANAGER (ext. 1368)

Darlene Spugnardi, Area Service Manager (ext. 1342)

Rob Lacourse, Area Service Manager (ext. 1387)

CONTRACTING

JOHN ALMQUIST, CONTRACTING MANAGER (ext. 1366)

Greg Anderson, Contracting Mgr. (ext. 1330)

Brian Stanieich, Controls Mgr. (ext. 1308)

Mike Barber, BAS Service Operations Manager (cell 207-776-1035)

Tara Hailey, Admin. Team Leader Controls (ext. 1301)

COMPREHENSIVE SOLUTIONS

CHRIS MARSHALL, GENERAL MANAGER-COMPREHENSIVE SOLUTIONS (ext. 1386)

Mark Helinski, Complex Projects Team Leader (ext. 1372)

William Moriarty, -Project Developer (ext. 1408)

Leo McNeil, Regional Director Customer Solutions (A1-B66) (ext. 1346)

Nikki Ranwell, Project Administrator (ext. 1315)

BAS SALES

KURT SVETAKA, SALES MANAGER-CONTRACTING

Mike Bardsley, (A1-B95) (ext. 1303)

Mike Sommers (A1-B68) (ext. 1389)

Dan Sweeney (A1-B82) (ext. 1321)

Rachael Pick, BAS/Service Business Leader (ext. 1382)

ENABLING

Patrick Butler, Financial District Leader (603-263-2067)

To search: Click on “Edit” in tool bar and then “Find”.

Kristina Regonini, Marketing Coord.-PACT (ext. 1350)

Thom Gorham, Safety Manager (ext. 1314)

PORTLAND, ME (A2)

BOSTON AREA OFFICE

BOSTON DISTRICT

Direct Dial: (207) 239-ext.

(207) 828-1777 – Sales & Service

(207) 828-1777 – After Hours

(207) 828-1555 – Parts

FAX: (207) 828-1511 – Sales & Service

30 Thomas Drive

Westbrook, Maine 04092

DAN BRODERICK, NES TEAM LEADER (A2-B16) (ext. 3412)

ANDY WILLIAMSON, SERVICE MANAGER (ext. 3400)

Jeff Charette (A2-B23) (ext. 3401)

Caron Caiazzo, Project Administrator-Equipment (ext. 3414)

Peter Morrill, Application Specialist. (ext. 3411)

Jason Tucker, Account Manager-Service (A2-B19) (ext. 3421)

Mark Power, Account Manager-Service (A2-B29) (ext. 3419)

Mellisa Schryer, Associate Account Manager (ext. 3413)

Nick Perras, Associate Account Manager

Don Taylor, BAS Sales (A2-B24) (ext. 3410)

Al Kluna, Area Service Manager (ext. 3420)

PROVIDENCE, RI (A5)

BOSTON DISTRICT

Direct Dial (401) 435-ext.

(401) 434-3145

(401) 434-3258 – After Hours

FAX: (401) 434-8537

50 Vision Blvd.

East Providence, Rhode Island 02914

MICHAEL KELLY, NES TEAM LEADER (A1-B62) (ext. 1406)

Sheila Fluet, Project Administrator-Equipment (ext. 1423)

Carolyn Light, Applications Specialist (ext. 1425)

John Connors, Account Manager-Service (A5-C04) (ext. 1410)

Laurie Brandt, Account Manager-Service (A5-C14) (ext. 1409)

Kristen Dale, Associate Account Manager (ext. 1424)

Greg Giadone (A1-B63) (ext. 1407)

Jim Nott, Area Service Manager (ext. 1403)

SPRINGFIELD, MA (A3)

BOSTON DISTRICT

(413) 746-3090

FAX: (413) 746-0537

90 Carando Drive

Springfield, Massachusetts 01104

MATT CAPEN, NES TEAM LEADER (A3-B21) (ext. 1007)

Dan Lavoie, Associate Account Manager (A3-B28) (ext. 1006)

Robyn Callahan, Project Administrator-Equipment (ext. 1005)

Mackenzie Langley, Account Manager-Service (ext. 1009)

Rich O'Connell, Area Service Manager (ext.1011)

Carrie Ireland, Project Administrator-Service (ext. 1010)

BEDFORD, NH (D0)

BOSTON DISTRICT

(603) 263-2060

FAX: 603-263-2062

Club Acre Lane, Unit 4

Bedford, New Hampshire 03110

NICK VECCHIONE, NES TEAM LEADER (A2-B25) 603-263-2066

Chris Koutalidis (D0-A02.) 603-263-2065

John Orzechowski, Indirect Account Manager (A1-B56) 603-263-2068

Lisa Roy, Project Administrator-Equipment, 603-263-2064

To search: Click on “Edit” in tool bar and then “Find”.

PARTS CENTERS:

PAULA CONCANNON, PARTS MANAGER (603-421-2780)

BOSTON, MA

Trane Parts Center of New England

(781) 932-0423

FAX: (781) 938-9038

96 E. Commerce Way

Woburn, Massachusetts 01801

Eric Heltzel, Store Mgr.

Donna Sheeran, Outside Sales (ext. 2104)

PORTLAND, ME

Trane Parts Center

(207) 828-1555

FAX: (207) 828-1511

30 Thomas Drive

Westbrook, Maine 04092

Laura Edwards, Store Mgr.

PROVIDENCE, RI

Trane Parts Center

(401) 434-3145

FAX: (401) 431-5257

50 Vision Blvd.

East Providence, Rhode Island 02914

Maureen Muir, Store Mgr. (ext. 1422)

Tom Francis, Outside Sales (ext. 1413)

MANCHESTER, NH

Trane Parts Center

(603) 421-2780

FAX: (603) 421-2787

12 Liberty Drive

Londonderry, New Hampshire 03053

Joe Posik, Store Mgr.

BRAINTREE, MA

Trane Parts Center

(781) 794-9922

FAX: (781) 794-9970

100S Messina Drive

Braintree, Massachusetts 02185

Eric Heltzel, Store Mgr.

SPRINGFIELD, MA

Trane Parts Center

(413) 271-3001

FAX: (413) 241-2464

90 Carando Drive

Springfield, Massachusetts 01104

Butch Carter, Store Mgr.

To search: Click on “Edit” in tool bar and then “Find”.

BUFFALO DISTRICT

Last updated April 1, 2012

BUFFALO, NY (TSO) (C3)

BUFFALO DISTRICT

(See also Parts Center listed below)

(716) 626-1260

(716) 626-1260 – After Hours

(716) 626-XXXX – Direct dial extensions

FAX: (716) 626-9412

45 Earhart Drive, Suite 103

Buffalo, New York 14221

RONALD A. GERSTER, DISTRICT MGR. (C3-G00) (ext. 7502)

David W. Birkinbine, NSS MGR. & N.A.J.C. (C3-G50) (ext. 7506) cell (716)-818-6288

George A. Ulrich (C3-G51) (ext. 7508)

Andrew J. Sickau (C3-G54) (ext. 7547)

Jacob Muller (C3-G60) (ext. 7514)

Kathryn Phelps, HR Mgr. (ext. 7593)

Patrick Burger, Financial Mgr. (ext. 7570)

EXISTING BUILDING SALES

Richard J. Crowley, Oper. Mgr. (ext. 7520)

Ronald E. Swanson, EBS Mgr. (ext. 7522)

Joseph P. Goungo, Sales Rep. (ext. 7589)

David J. Halady, Sales Rep. (ext. 7591)

Jason Hoover, Sales Rep. (ext. 7529)

BAS

Ronald E. Swanson, BAS Sales Mgr. (ext. 7570)

Dale E. Sovereign, BAS Oper. Mgr., cell (716) 818-6220

ENERGY SERVICES

Steven D. Aughey, Energy Services Mgr. (ext. 7516)

Peter J. Egloff, Energy Services Eng. (ext. 7524)

ENGINEERING

Scott Vitko, PE, Proj. Eng. (ext. 7511)

Tony Scarpance, PE, Proj. Eng. (ext. 7525)

PARTS CENTER:

(716) 626-1260

FAX: (716) 626-7545

45 Earhart Drive, Suite 103

Buffalo, New York 14221

Peter Murphy, Parts Mgr. (ext. 7538)

DEALER SALES

Gerster Equipment Co., Inc.

(716) 626-1382

Fax: (716) 626-7539

45 Earhart Drive, Suite 103

Buffalo, New York 14221

Paul F. Mikida, Sales Mgr. (ext. 7513) cell (716) 818-6302

To search: Click on “Edit” in tool bar and then “Find”.

CALGARY DISTRICT

Last updated April 1, 2012

CALGARY, ALBERTA (CS)

CALGARY DISTRICT

(403) 301-0090

(403) 301-0090 – After Hours

FAX: (403) 301-0092

Bay #157, 10905 – 48th Street SE

Calgary, Alberta T2C 1G8

STEVE ZAKRESKI, DISTRICT MGR. & N.A.J.C. (CS-Z21)

Frank Nishimura, EBS & NES Sales Administrator

NES

Al Wintemute, NES Sales Manager (CS-Z41)

Ken Zhang, NES Sales

Ryan Armstrong, NES Sales

INDUSTRIAL SALES

Todd Storey, Industrial Sales Manager

EBS

Ghaudy Sanchez, EBS Manager

Rod Desjardins, EBS Sales

Neil Lauzon, EBS Sales

SERVICE AND CONTRACTING

Clint Cathers, Manager, Service and Contracting

Cheryl Card, Service Dispatch

Colleen Bouvier, Contract Administration

Greg Anderson, Contracting

BAS

Craig McDonald, BAS Manager

Brad Gunn, BAS Operations

Jenn Flug, BAS & LAN Administrator

PARTS

Mike Burke, Parts Manager

ADMINISTRATION

Vipin Sharma, Controller

Connie Schmidt, Accounting Asst.

Darlene Newson, S.A.

To search: Click on “Edit” in tool bar and then “Find”.

CAROLINA DISTRICT

Last updated April 1, 2012

GREENVILLE, SC (F5)

CAROLINA DISTRICT

(See also Asheville and Charlotte offices and Parts Centers listed below)

(864) 672-6000 – Sales

(864) 672-6000 – After Hours

(864) 672-6015 – Service

(864) 672-6005 – Parts

FAX: (864) 672-6001 – Sales

FAX: (864) 672-6020 – Service

FAX: (864) 672-6010 – Parts

288 Fairforest Way

Greenville, South Carolina 29607

TERRY DUGAN

SALES ACQUISITION

JOSEPH T. CAIN, III, GENERAL SALES MGR. (F5-D03)

NEW SYSTEMS SALES

Jay Hannah, S.E. (F5-D19)

Paul Jensen, S.E. (F5-D04)

Dan Polstra, S.E. (F5-D26)

Doug Wadas, S.E.

Grant Wiegman, S.E.

DA Borders, Rental Service Leader as of 1/1/11

Jennifer Reece – LCU Specialist

EQUIPMENT FULFILLMENT

Cindy Butler, PM

Donna Lutz, Admin.

Michelle Welter, Equipment Fulfillment Manager

EXISTING BUILDING SALES

Andy Nelson, A.M. (F5-D23)

Jim Cree, A.M.

Cary Galloway, Area Contracting Manager

Peter Arsenault, A.M.

Brad Davis – A.M.

SERVICE OPERATIONS

JOHN BASSETT, SERV. MGR.

Don Ballenger, Team Lead

Bo Coffey, Team Lead

Daryl Straw, ASM

Christy Lawter, Serv. PA

Mindy Messer, Serv. Coord.

Aimee Eccles, Serv. PA

Beth Knies, Serv. P.A.

Mandy Ledford, Serv. Coord

Robin Breazeale, Serv. Admin. TL

CONTRACTING SOLUTIONS

DAN EPPERSON, DISTRICT CONTRACTING MANAGER

BRIAN JONES, – DISTRICT ESTIMATOR LEADER

Don Davis, Estimator

James Amrien, Engineer

Bobby Jones, Turnkey P.M.

Chris Pulliam, Controls P.M.

Chris Jordan, T&B P.M.

Leslie Price, PA

Randy Jones, Engineer

Bobby Roper, Estimator

Annette Barker, Estimator

TRANE PARTS CENTERS

NEAL TARLETON, PARTS MGR.

Jeff Akers, Sales Manager

Allen Heath, Store Mgr.

Brian Hardin, Outside Sales

Ryan Hackett, Inside Sales

To search: Click on “Edit” in tool bar and then “Find”.

Matthew Ballenger – Inside Sales
Renee Cass, Administrative Assistant
Richard Cansler, Warehouse Coordinator

FINANCE & ENABLING

HENRICK GADE

Kevin Sanders

Becky Stone, Receptionist

HUMAN RESOURCES

Kelley Self, District HR Manager

Jim King, Safety Manager

MARKETING/TRAINING

BOBBIE LANGLEY, MKTG. & TRAINING DIRECTOR

ASHEVILLE, NC (F6)

CAROLINA DISTRICT

(828) 277-8664

FAX: (828) 277-5848

1400 Sweeten Creek Road

Asheville, North Carolina 28803

TERRY DUGAN

Adam Kaufman, S.E. (F5-D27)

Bill Frazzetto, EBS A.M.

Phyllis Poteete, Administrative Assistant

Joyce Ramsey, Service P.A.

Angela Rash, Equipment P.M.

TRANE PARTS CENTER

NEAL TARLETON, PARTS MGR.

Debbie Burkett, Store Mgr.

Jason Oldson, Outside Sales

Aaron Neumeyer, Inside Sales

Jason Slade, Inside Sales

CHARLOTTE, NC (F1)

CAROLINA DISTRICT

(704) 525-9600

(704) 525-0434 – After Hours

FAX: (704) 525-8582 – Sales

FAX: (704) 521-6881 – Parts

FAX: (704) 527-7654 – Service

4501 South Tryon Street

P.O. Box 240605 (28224)

Charlotte, North Carolina 28217

TERRY DUGAN

SALES ACQUISITION

RON CAMPBELL, GENERAL SALES MGR. (F1-A31)

NEW SYSTEM SALES – INDIRECT

Bobby Allison, S.E. (F1-A02)

Richard Archer, S.E. (F1-A13)

Matt Baskerville, S.E. (F1-A04)

Mark Campbell, S.E. (F1-A05)

Matthew Deitz, S.E.

Derek Haigler, S.E.

Chuck Honeycutt, S.E. (F1-A07)

David Nenon, S.E. (F1-J17)

Brian Hunter S.E. (F1-A08)

Vu Pham, S.E.

Jeff Tettambel, S.E.

EXISTING BUILDING SALES

Michael Guacci, A.M.

John Hawker, A.M.

Jeff Ulander, A.M.

Chris Snyder, A.M.

Dan Makarewicz, A.M.

Richard Penner, Account Mgr. – Complex Solutions

To search: Click on “Edit” in tool bar and then “Find”.

Alan Whitby, Account Mgr. – Complex Solutions

EQUIPMENT SALES – FULFILLMENT

Deane Pinchak, A.S. (F1-A32)

William Auten, A.S.

Derek Little, P.M.

Steve Tarlton, P.M.

Maryanne Hahn, P.M.

Michelle Welter, Equipment Fulfillment Manager

SERVICE OPERATIONS

JOHN BASSETT, SERVICE SOLUTIONS MANAGER

Robert Collins, Serv. Team Lead

David Brown, Service Team Lead

Walt Brysiak, ASM

Scott Ryan, ASM

CONTRACTING SOLUTIONS

DAN EPPERSON, CONTRACTING MGR. (F1-A97)

Jeff Antman, Area Contracting Manager

Walt Davis, PE

Mike Donaldson, PE

Dennis Kish, P.M.

John O'Brien, Turnkey P.M.

Frank Donohue, Controls PM

Joe Riggi, Controls P.M.

Joan McClure, P.A.

Randy Thompson, P.M.

Estimator

TRANE PARTS CENTER

NEAL TARLETON, PARTS MGR.

JEFF AKERS, PARTS SALES MANAGER

Chuck Prince, Store Mgr. (Tryon Street)

Jack Wilcher, Store Mgr. (Matthews)

Terry Emory, – Outside Sales (Matthews)

Dennis Deese, Inside Sales (Matthews)

Trey Long, Store Mgr. (Airport Park)

David Crisp, Inside Sales (Airport Park)

David Perkins, Inside Sales (Airport Park)

John Cassidy, Store Mgr. (Hickory)

Rick Gilbert, Inside Sales (Hickory)

Mark Edwards, Outside Sales (Hickory)

Shelley Hall, Outside Sales

Rich Pilkington, Outside Sales

Patrick Barwick, Inside Sales (Tryon Street)

William Baty, Warehouse Coordinator

Gregory Prince, Inside Sales (Tryon Street)

Tonya Perkins, Parts Administrator

FINANCE & ENABLING

HENRIK GADE

Kevin Sanders

Ellen Bullard, Receptionist

HUMAN RESOURCES

Kelley Self, District HR Manager

Jim King, Safety Manager

MARKETING/TRAINING

BOBBIE LANGLEY, MKTG. & TRAINING DIRECTOR

PARTS CENTERS:

ASHEVILLE, NC

Trane Parts Center

(828) 277-8664

FAX: (828) 277-5848

1400 Sweeten Creek Road

Asheville, North Carolina 28803

NEAL TARLETON, PARTS MGR.

To search: Click on “Edit” in tool bar and then “Find”.

Debbie Burkett, Store Mgr.

CHARLOTTE, NC

Trane Parts Center

(704) 523-4730

FAX: (704) 521-6881

4501 South Tryon Street

P. O. Box 240605 (28224)

Charlotte, North Carolina 28217

NEAL TARLETON, PARTS MGR.

Chuck Prince, Store Mgr.

Patrick Barwick, Inside Sales

Greg Prince, Inside Sales

Trane Parts Center

(704) 893-2090

FAX: (704) 893-2092

12857-B Independence Blvd.

Matthews, North Carolina 28105

NEAL TARLETON, PARTS MGR.

Jack Wilcher, Store Mgr.

Dennis Deese, Inside Sales

Trane Parts Center

(704) 697-9006

FAX: (704) 697-9007

8610 AirPark West Drive

Charlotte, North Carolina 28214

NEAL TARLETON, PARTS MGR.

Trey Long, Store Mgr.

David Crisp, Inside Sales Rep.

David Perkins, Inside Sales Rep.

GREENVILLE, SC

Trane Parts Center

(864) 672-6005

FAX: (864) 672-6010

288 Fairforest Way

Greenville, South Carolina 29607

NEAL TARLETON, PARTS MGR.

Allen Heath, Store Mgr.

Ryan Hackett, Inside Sales

Matthew Ballenger, Inside Sales

HICKORY, NC

Trane Parts Center

(828)267-5697

FAX: (828)267-5698

1265 19th Street Lane NW

Hickory, NC 28601

NEAL TARLETON, PARTS MGR.

John Cassidy, Store Mgr.

Rick Gilbert, Inside Sales

To search: Click on “Edit” in tool bar and then “Find”.

CENTRAL AND NORTH FLORIDA DISTRICT

Last updated April 1, 2012

ORLANDO, FL (H3)

Central and North Florida District

(See also Jacksonville and Tallahassee offices and Parts Centers listed below)

(407) 660-1111 or 407-551- then ext. # – Dial in Direct

FAX: (407) 660-0303

2301 Lucien Way

Suite 430

Maitland, Florida 32751

LOU ZACCONE, DISTRICT GENERAL MANAGER (ext. 1033)

RON PAYNE, AREA MANAGER (ext. 4104)

INDIRECT SALES

OS-2 Team (H3-F84)

ERIK SMEDAL, INDIRECT SALES MANAGER (ext. 1156)

Randy Proudfit (ext. 1167)

Bob Hyttel (ext. 1159)

Peter McDonough (ext. 1192)

Jim Melillo (ext. 1197)

Kelly Stokes (ext. 1187)

Metro 2 Team (H3-F85)

Ben Cherry (ext. 1136)

Tyler Gesse (ext. 1108)

Inside Sales (H3-F72)

Liz Labato, Inside Sales, Team Leader (ext. 1164)

Melissa Miller (ext. 1162)

Holly Hendricks (ext. 1186)

Equipment Fulfillment (H3-F71)

Stacey Abbott, Nat'l Account Coordinator (ext. 1158)

Angela Richards, Equipment Solutions Manager (ext. 1166)

Greg Cook, Application Specialist (ext. 1122)

Judy Snyder, Application Specialist (ext. 1106)

Joie Kelley, Application Specialist, National Accounts (ext. 1178)

Tammy Pease, Project Manager, National Accounts (ext. 1128)

Julia Strang, Project Manager (ext. 1130)

Carol Woolfolk, Project Manager (ext. 1149)

DIRECT SALES

MARTY HARDIN, DIRECT SALES MANAGER (H3-F41) (ext. 1147)

Chris St. John, Account Manager (H3-F28) (ext. 1116)

Ann Agee, Project Administrator (ext. 1117)

Jason Aki, Government Vertical Market Leader (H3-F57) (ext. 1146)

Allan Bond, Account Manager (H3-F81) (ext. 1184)

Jason Cardone, Retail Vertical Market Leader (H3-F64) (ext. 1163)

Sera Sahibzada, Project Administrator (ext. 1111)

Allison Hunt, Industrial Vertical Market Leader (H3-F69) (ext. 1182)

Mark Sabia, Property Management Vertical Market Leader (H3-F35) (ext. 1152)

Kevin Schilf, Healthcare Vertical Market Leader (H3-F53) (ext. 1120)

Colin Sharman, Account Manager (ext. 1168)

Drew Thorp, Account Manager (ext. 1183)

Bob Powell, Account Manager (ext. 2032)

Kim Davan, Project Administrator (ext. 1104)

Steve Bowen, Account Manager (ext. 1103)

Jeremy Sockwell, Account Manager – Rental Services (ext. 1127)

SERVICE OPERATIONS

DAVID EVELAND, DISTRICT SERVICE SOLUTIONS MANAGER (ext. 2495)

Skip Byerly, Area Manager (ext. 1150)

Russell Childs, Area Manager (ext. 1185)

Lindsay Mills, Service Administrator, Team Leader (ext. 1170)

Mike Opal, Area Manager (ext. 1191)

Alex Saxon, Area Manager (ext. 1175)

CONTRACTING SOLUTIONS

NELSON ULLOA, DISTRICT CONTROLS MANAGER (ext. 1105)

JACK WALSH, DISTRICT CONTRACTING OPERATIONS MANAGER (ext. 1105)

Mark Milligan, Project Manager Team Leader (ext. 1177)

Ron Boyatt, Project Manager (ext. 1190)

To search: Click on “Edit” in tool bar and then “Find”.

Mike Corbeil, Project Manager (ext. 1138)
Jose Diaz, District Project Engineer Team Leader (ext. 1153)
Will Jayne, Estimator II (ext. 1142)
Gene Johnson, Project Manager (ext. 1161)
Jeff Manon, Project Administrator (ext. 1171)
Nojan (NJ) Nowakhtar, Project Engineer (ext. 1174)
Greg Ratter, District Project Manager Team Leader (ext. 1118)

FINANCE & ADMINISTRATION

ROGER HERZOG, DISTRICT FINANCE LEADER (ext. 1119)
Lamar Grimes, District Safety Leader (ext. 4175)
Lauren Pursley, Facilities/Administrative Assistant (ext. 1100)

JACKSONVILLE, FL (H2)

Central and North Florida District
(904) 363-6088 or (904) 596- then ext. # – Dial in Direct

FAX: (904) 363-1134

8929 Western Way, Suite 1

Jacksonville, Florida 32256

LOU ZACCONE, DISTRICT GENERAL MANAGER (ext. 1033)

RON PAYNE, AREA MANAGER (ext. 4104)

INDIRECT SALES

Joe Follenweider, Sales Team Leader (ext. 4158)
Randy Orr, Account Manager (Controls) (ext. 4162)
Joe Nagy, Account Manager (ext. 4102)
Jeremy Kittinger, Account Manager (ext. 4147)

EQUIPMENT FULFILLMENT

Eric Schmidt, Project Manager, Team Leader (ext. 4151)
Kathy Failla, Project Manager (ext. 4173)

DIRECT SALES

Randy Hawkins, Sales Team Leader (ext. 4163)
Bert Bost, Account Manager – Turnkey (H2-C88) (ext. 4153)
Walt Herndon, Account Manager (H2-C51) (ext. 4211)
Robert “Bo” Meader, Account Manager (ext. 4141)
Richard Schollenberger, Account Manager (no ext. #)
Cathy Disbrow, Business Development Manager (ext. 4106)

CONTRACTING SOLUTIONS

NELSON ULLOA, DISTRICT CONTROLS MANAGER (ext. 4163)
JACK WALSH, DISTRICT CONTRACTING OPERATIONS MANAGER (ext. 4163)
Mark Milligan, Project Manager Team Leader (ext. 1177)
Mike Hart, Project Engineer (ext. 4134)
Janette Rivera, Project Administrator (ext. 4160)
Mark Stone, Project Manager (ext. 4161)
Robert Livingston, Project Manager (ext. 4164)

SERVICE OPERATIONS

DAVID EVELAND, SERVICE OPERATIONS MGR. (ext. 2495)
Alan Fridley, Area Service Manager (ext. 4205)
Juli Newton, Service Coordinator (ext. 4203)

FINANCE & ADMINISTRATION

ROGER HERZOG, DISTRICT FINANCE LEADER (ext. 1119)
Lauren Pursley, Facilities/Administrative Assistant (ext. 1100)

TALLAHASSEE, FL (H7)

CENTRAL AND NORTH FLORIDA DISTRICT

(850) 574-1726

FAX: (850) 575-5880

109 Hamilton Park Drive, Suite 1

Tallahassee, Florida 32304

INDIRECT SALES

Mike Cuniff, Account Manager (ext. 2503)

SERVICE OPERATIONS

Marian McDaniel, Service Coordinator (ext. 2500)
Duncan Goodrich, Service Coordinator (ext. 2505)
Len Martin, Area Service Manager (ext. 2504)

DIRECT SALES

Don Massey, Account Manager (ext. 2501)

To search: Click on “Edit” in tool bar and then “Find”.

PARTS CENTERS:

ORLANDO, FL

North Orlando Parts Center

(407) 660-1212

FAX: (407) 670-6000

1151-A North Keller Road

Orlando, Florida 32810

Melbourne Parts & Equipment

(321) 473-1111 – DSO Equipment

FAX: (321) 473-1228

(321) 473-1212 – CSO Parts

FAX: (321) 473-1227

5150 Industry Drive

Melbourne, Florida 32940

South Orlando Parts Center

(407) 351-8060

FAX: (407) 351-8066

9424 Southridge Park Court Suite 100

Orlando, Florida 32819

JACKSONVILLE, FL

Jacksonville Parts Center

(904) 596-0707

FAX: (904) 363-3970

8929 Western Way, Suite 1

Jacksonville, Florida 32256

Nathan Dellinger, Area Parts Store Manager (ext. 4169)

Daytona Parts Center

(386) 274-0270

FAX: (386) 274-0275

970 N. Clyde Morris Blvd. Suite 100

Daytona Beach, Florida 32117

TALLAHASSEE, FL

Tallahassee Parts Center

(850) 574-6044

FAX: (850) 575-5880

109 Hamilton Park Drive, Suite 1

Tallahassee, Florida 32304

Nathan Dellinger, Area Parts Store Manager (ext. 4169)

Ocala Parts Center

(352) 237-0136

FAX: (352) 237-2694

4500 S W 40th Avenue

Ocala, Florida 34474

To search: Click on “Edit” in tool bar and then “Find”.

CHARLESTON, WV DISTRICT

Last updated April 1, 2012

CHARLESTON, WV (E7)

CHARLESTON WV DISTRICT

(See also Parts Center listed below)

(304) 346-0549

(304) 346-0549 – After Hours

FAX: (304) 346-8920

540 Leon Sullivan Way (25301)

P.O. Box 627

Charleston, West Virginia 25322

HARRY N. CASTO, DISTRICT MGR. (E7-F00)

WILLIAM B. McELROY, SALES MGR. (E7-F07)

Kenneth Young (E7-F15)

Pamela Jacobs, S.A. & LAN Admin.

Marcia Morgan, S.A.

HARRY N. CASTO, JR., SERV. GENERAL MGR. (E7-F16)

Chris Pierce, Service Manager

GRANT SPENCER, DIRECT SALES MANAGER

EXISTING BUILDING SALES

Bill Elswick

Traci Ray

Dan Nolte (E7-F12)

Dana Sargent

BAS

RICHARD SLATER, BAS MANAGER

Greg Koontz

Grant White

FINANCIAL MANAGER

Thomas Epps

HUMAN RESOURCES

Donna Stanley

PARTS

Charlie Quick

PARTS CENTER

Casto Technical Services

(304) 346-0549

FAX: (304) 346-8920

540 Leon Sullivan Way

Charleston, West Virginia 25301

Charlie Quick, Parts Mgr.

To search: Click on “Edit” in tool bar and then “Find”.

CHICAGO/WEST MICHIGAN DISTRICT

Last updated April 1, 2012

CHICAGO, IL (R1)

CHICAGO/WEST MICHIGAN DISTRICT

See also Parts Centers listed below

(630) 734-3200

(630) 455-9900 – Parts

(630) 734-3200 – After Hours

To reach a DID number, dial direct (630) 734-3200

FAX: (630) 323-9040 – Sales

FAX: (630) 323-7480 – Service

FAX: (630) 323-7420 – Parts

7100 South Madison Street

Willowbrook, Illinois 60527-5505

C. CHRIS COMPERCHIO, DISTRICT MANAGER R1-B00 (630) 734-6005

LAURA PRICE, DISTRICT HR LEADER (630) 734-6024

TIM MORRELL, DISTRICT MARKETING LEADER (630) 734-6023

NEW SYSTEM SALES

ALFRED K. SONDEJ, NEW SYSTEMS BUSINESS LEADER (630) 734-6066, cell: (630) 400-4320

Michael Abbott, Commercial Systems Sales Engineer (630) 734-6060

Imran “Mo” Alikhan, Commercial Systems Account Manager Technical Engineer (630) 734-6074

Dave Ferrigan, Commercial Systems Sales Engineer (630) 734-6070

Rob Leibow, Commercial Systems Team Leader (630) 734-6080

Laura Michel, Commercial Systems Account Manager (630) 734-6044

Jon Nyhuis, Commercial Systems Sales Engineer (630) 734-6063

James P. Olesky, Commercial Systems Sales Engineer (630) 734-6041

Mike Petri, Commercial Contract Sales Account Manager (630) 734-6017

Chris Seda, Commercial Systems Sales Engineer (630) 734-6073

Patrick Vonesh, Commercial Systems Account Manager (630) 734-6133

Matt Witte, Commercial Systems Account Manager (630) 734-6134

INSIDE SALES SUPPORT

Ken Braun, New Systems Operations Leader-Chicago (630) 734-6050

Michael Adams, Equipment Estimator – Team Leader (630) 734-6051

Monique Cade, Commercial Systems Project Manager (630) 734-6043

Laura Christensen, Commercial Systems Project Manager (630) 734-6061

Missy Duffy, Commercial Systems Project Manager (630) 734-6048

Tom Krusinski, Commercial Systems Technical Support/Sales (630) 734-6062

Kevin Maher, Commercial Systems Technical Support/Sales (630) 734-6011

Lisa Thill, Sales Commercial Systems Sales Coordinator (630) 734-6046

Margaret Dircken, Commercial Systems Project Assistant (630) 734-6021

CONTRACTING SALES

Jim McKeown, Controls and Intelligent Services Business Leader

Dan Brandolino, District Strategic Contracting Sales Leader

Bill Bellair, District Strategic Contracting Operations Leader

Steve Blau, Commercial Sales Solutions Engineer (630) 734-6083

Bill Denton, Commercial Sales Solutions Engineer (630) 734-6143

Ray Lesnik, Comprehensive Solutions Senior Project Developer (630) 734-6122

Dave Spence, Commercial Sales Solutions Engineer (630) 734-6045

Joe Trnka, Commercial Sales Solutions Engineer (630) 734-6106

Mary DeMarco, Comprehensive Solutions Account Manager (630) 734-6098

DALE DOCEKAL, CONTROLS CONTRACTING OPERATIONS LEADER (630) 734-6088

Diane Anderson, Building Automation, Project Administrator (630) 734-6027

Michele Rehfeldt, Building Automation Project Administrator (630) 734-6104

Bill Allison, Building Automation Project Manager (630) 734-6102

Terry Brown, Controls Estimator (630) 734-6112

Keith Maser, Building Automation Project Engineer (630) 734-6125

Tony Perkins, Building Automation Engineering Manager (630) 734-6124

John Reichardt, Building Automation Project Manager (630) 734-6116

NATIONAL ACCOUNTS

Lauri Frankowski, Commercial Sales National Account Engineer (630) 734-6055

Nirmal Sekhri, Commercial Sales National Account Engineer (630) 734-6047

Jill Elias, Commercial Sales National Account Sales Coordinator (630) 734-6058

Angela Lucarelli, Commercial Sales National Account Solutions Project Manager (630) 734-6057

BUILDING SERVICES SALES

PAUL MICHALEK, BUILDING SERVICES Business LEADER (630) 734-6171

To search: Click on “Edit” in tool bar and then “Find”.

Rich Yoshimura, Area Building Services Manager-Chicago (630) 734-6166
Deb Knodell, Service Administration Manager (630) 734-6170
Skip Mackey, Service/Aftermarket Coordinator (630) 734-6158
Ed Harding, Service Sales Account Executive (630) 734-6165
Jason Jellison, Service Sales Account Executive (630) 734-6150
Mark Musial, Service Sales Account Executive (630) 734-6148
David Ross, Service Sales Account Executive (630) 734-6145
Patrick Heneberry, Account Executive (630) 734-6149
Ken Fresh, Service (EBS), Account Manager, phone number TBD
Susan Johnson, Service Project Administrator (630) 734-6076

SUPPLY BUSINESS

DAVE MCCORMICK, DISTRICT Trane SUPPLY Business LEADER R1-A99 (630) 734-7900
Edward Zylstra, District Trane Supply Operations Leader (616) 971-1456
Mike Osgood, Account Manager (630) 734-7919

PARTS CENTERS:

CHICAGO

**Trane Aftermarket Supply Willowbrook Central Branch
(630) 455-9900**

FAX: (630) 323-7420
7100 South Madison Street
Willowbrook, Illinois 60527-5505
Patricia Marshall, Aftermarket Inside Sales Willowbrook Manager (630) 734-7903
Charles Passarelli, Account Manager (630) 734-7916

**Trane Aftermarket Supply Aurora West Branch
(630) 499-9650**

FAX: (630) 499-9789
1585 Beverly Court #117
Aurora, Illinois 60502
Tim McKay, Aftermarket Inside Sales Aurora Manager (630) 734-7904
Sean Welch, Aftermarket Outside Sales Territory Mgr. (630) 734-7918

**Trane Aftermarket Supply Buffalo Grove North Branch
(847) 229-1671**

FAX: (630) 734-7975
1549 Barclay Blvd.
Buffalo Grove, Illinois 60089
Aftermarket Inside Sales Buffalo Grove Manager
Mike Osgood, Aftermarket Outside Sales Territory Mgr. (630) 734-7919
Nick Campo, Account Manager (574) 393-6191

**Trane Aftermarket Supply Tinley Park South Branch
(708) 532-8004**

FAX: (708) 532-6140
18450 South Westcreek Drive
Tinley Park, Illinois 60477
Manuel Guerrero, Aftermarket Inside Sales Tinley Park Manager (708) 532-8004
Adam Oertley, Account Manager (708) 465-8265

GRAND RAPIDS, MI (M5)

CHICAGO/WEST MICHIGAN DISTRICT

(See also Chicago)

(See also Parts Centers listed below)

(616) 971-1400 – Sales & Service

(616) 971-1400 – After Hours

FAX: (616) 971-1401

5005 Corporate Exchange Boulevard S.E.

Grand Rapids, Michigan 49512

C. CHRIS COMPERCHIO, DISTRICT MGR. (M5-C00)

JOHN ATSMAN – WEST MICHIGAN AREA MANAGER

ACCOUNT MANAGERS

William P. Barnhart (M5-C88)

Christopher C. Duryee (M5-C84)

To search: Click on “Edit” in tool bar and then “Find”.

Charles F. Fischer (M5-C26)
Brian S. Langerak (M5-C05)
Michael L. Maleski (M5-C17)
Daniel J. Pabst (M5-C93)
Michael P. LoMonaco (M5-C07)

COMPREHENSIVE SOLUTION SALES

Doug J. Landman (M5-C87)

PROJECT ENGINEERS

Megan J. Mayle
Corey VanDenBerg

INSIDE SALES

Kathy L. Fessenden
Holly L. Hubbard

CONTRACTING OPERATIONS LEADER

Ryan M. Polter

PROJECT MANAGERS

Bill J. Bockheim
Matt B. Earl
Andrew R. Tjoelker
Matthew J. Bloem

ESTIMATING

Scott A. Moorlag, Team Leader
Jeffrey R. Block
Chad Nyenhuis

TURNKEY DEVELOPMENT

Greg R. Bleeker
Joel T. Knibbe

SERVICE

Michael A. Austin, Area Building Service Manager
Gene O. Hulst, BAS Service Leader
James E. Triplett, North/South Team Leader

EXISTING BUILDING SALES

Colin A. Fenton, Service Sales (M5-C77)
Jeremy M. Langerak (M5-C97)
Ross A. Porter, Service Sales (M5-C96)
James A. Spero, Service Sales (M5-C75)

DISTRICT FINANCE LEADER

Robert H. Katerberg

TRANE CREATIVE SOLUTIONS SALES SUPPORT

Dale A. Hulst, Operations Leader
Richard D. Kingston, Sales and Marketing Leader (M5-C18)
Matt L. Latchaw, Sales and Marketing Engineer
Craig R. Mulder, Sales and Marketing Engineer

AFTERMARKET PARTS BUSINESS

DAVE J. MCCORMICK, DISTRICT AFTERMARKET PARTS AND SUPPLY LEADER (R1-A99) (630) 734-7900
EDWARD J. ZYLSTRA, DISTRICT AFTERMARKET OPERATIONS LEADER

PARTS CENTERS:

GRAND RAPIDS

Trane Aftermarket Supply– Grand Rapids

(616) 234-5641

FAX: (616) 234-5643
1118 Front Avenue NE
Grand Rapids, Michigan 49504
Edward J. Zylstra, Store Manager
Jacqueline K. Sauser, Territory Manager (M6-A01)

Trane Aftermarket Supply– Kalamazoo

(269) 226-2806

FAX: (269) 226-2807
5111 E. M.L. Avenue, Suite A100
Kalamazoo, Michigan 49048
Mark J Goshorn, Store Manager

To search: Click on “Edit” in tool bar and then “Find”.

CHICOUTIMI DISTRICT

Last updated January 1, 2012

CHICOUTIMI, QUEBEC (CD)

CHICOUTIMI DISTRICT

(418) 549-5735

(418) 543-3565 – After Hours

FAX: (418) 549-5738

644, rue des Actionnaires

Chicoutimi, P.Q. G7J 5A8

GLENN PARKS, DISTRICT MGR. & N.A.J.C. (CD-P01) (ext. 221), cell (418) 812-3721

Pierre Lavoie, Sales Mgr. (CD-P03) & LAN Admin. (ext. 222), cell (418) 540-5189

Luc Nadeau, BAS (ext. 223), cell (418) 540-5687

Sonia Potvin, Controller (ext. 0)

Edith Blackburn, Receptionist (ext. 0)

Philippe Gagnon, BAS Tech (ext. 224)

Eric Girard, Parts (ext. 226)

Marc Lapointe, BAS Tech (ext. 224), cell (418) 540-8735

Sébastien Gagné, Bas Tech (ext. 232) cell (428) 812-4885

To search: Click on “Edit” in tool bar and then “Find”.

CLEVELAND DISTRICT

Last updated April 1, 2012

CLEVELAND, OH (N3)

CLEVELAND DISTRICT

(See also Akron-Canton area office and Parts Center listed below)

(440) 248-3400 24 hours a day

(440) 248-3400 – After Hours enter the extension number to reach your party.

FAX: (440) 349-6980

31200 Bainbridge Road

P.O. Box 76129

Solon, Ohio 44139

WILLIAM H. GARDINER, DISTRICT MGR./OWNER (N3-F00) (ext. 1544)

BOB CASE, GEN. MGR./PRESIDENT/DM (N3-F39) (ext. 1545)

KIM GELLER, EXECUTIVE ASSIST. (ext. 1528)

RICK REDER, TREASURER & ORDER FULFILLMENT PROCESS OWNER (ext. 1552)

KIM GELLER, EXECUTIVE ASSIST. (ext. 1528)

NEW SYSTEMS SALES

MIKE BALL, SALES TEAM LEADER (N3-F10) (ext. 1548)

Andy English (N3-F54) (ext. 1468)

Paul Hinman, A.E. (N3-F05) (ext. 1530)

Mike Hendricks (ext. 1560)

Mike Morehouse (ext. 1538)

Jim Sutton (N3-F24) (ext. 1562)

Scott Sutton (N3-F65) (ext. 1505)

Laura Whelan, S.A. (ext. 1480)

Barb Trusnik, S.A. (ext. 1464)

Lisa Deboe, S.A. (ext. 1568)

Dan Nish (ext. 1523)

COMPREHENSIVE SOLUTIONS

NATIONAL ACCOUNTS

Bob McClintock, N.A.E. & N.A.J.C. (N3-F51) (ext. 1494)

Harry Hakenson (ext. 1547)

Sharon Dorn, S.A. (ext. 1490)

HUMAN RESOURCES

Kristie Gallagher (ext.1539)

MARKETING

Courtney Bacik, Mktg. Coord. (ext. 1573)

Jason Lockett (ext. 1534)

OWNER DIRECT SALES

Brent Jividen, OWNER DIRECT SALES MGR. (ext. 1470)

Cory Kiewatt (ext. 1491)

Bob Mehling (ext. 1509)

John Owens (ext. 1479)

Bob Pelc (ext. 1483)

Brian Riegel (ext. 1463)

Eric Swain (ext. 1315)

Willie Thompson (ext. 1578)

Lora Atherton (ext. 1504)

Steve Bigach (ext. 1556)

Jeff Covert (ext. 1314)

Kristin LaFine (ext. 1518)

Mike Gersper (ext. 1529)

Mike Bailey CoOp (ext. 1554)

VERTICAL MARKET BUILDING SALES

Amy Golson, Admin. Asst. (ext. 1542)

Dennis Herbst, Energy Engineer (ext. 1414)

Tom Whitehead,, Strategic Projects/Healthcare Leader (ext. 1561)

Todd Barnhart, Financial Solutions/Education Leader (N3-F45) (ext. 1496)

John Scott, Government Solutions (ext. 1527)

BAS SALES

DON SABETTA, SALES MGR. (ext. 1543)

Ted Bedell, BAS Sales (ext. 1565)

Mark Witkoski, BAS Sales (ext. 1575)

To search: Click on “Edit” in tool bar and then “Find”.

ORDER FULFILLMENT

Jim Wajciechowski, Intelligent Control Services Business Leader (ext. 1567)
Mike Reindel, Service Operations Leader – West (ext. 1535)
Rich Vaccariello, Service Operations Leader – East (ext. 1579)
Dave Weber, Existing Building & Automation & Controls Operations Leader (ext. 1516)
Mike McMichael, Energy Service Operations Mgr. (ext. 1531)
Del Turnbull, BAS/Interoperability Leader (ext. 1580)
Carole Dienes, BAS Proj. Coord. (ext. 1587)
Pamela Johnson, BAS Admin. Asst. (ext. 1559)
Allan Dynes, LAN Admin. (ext. 1563)

AKRON – CANTON, OH (N8)

CLEVELAND DISTRICT

(330) 896-9358

FAX: (330) 896-4158

1525 Corporate Woods Parkway Suite 200

Uniontown, Ohio 44685

BRAD LEHMAN, SALES TEAM LEADER (N8-F41) (ext. 1303)

David Adler (N8-F55) (ext. 1306)

Ray Barnhart, A.E./N.A.E. (N8-F37) (ext. 1304)

Brian Wild (N8-F31) (ext. 1305)

Nancy Newman, S.A. (ext. 1301)

Lori Lawton, LAN Admin. (ext. 1302)

Donna Szink, Admin. (ext. 1300)

PARTS CENTERS:

Gardiner Trane HVAC Parts & Supplies

(440) 248-3400

(440) 394-4000 Direct Line

FAX: (440) 528-0009

31225 Bainbridge Road, Suite M

Solon, Ohio 44139

Gardiner Trane HVAC Parts & Supplies

(330) 896-9358

FAX: (330) 896-4158

1530 Corporate Woods Parkway, Suite 300

Uniontown, Ohio 44685

Nancy Guepfer, Parts Mgr. (ext. 1474)

To search: Click on “Edit” in tool bar and then “Find”.

COLUMBIA DISTRICT

Last updated April 1, 2012

COLUMBIA, SC (F2)

COLUMBIA DISTRICT

(See also Charleston, SC area office and Parts Centers listed below)

(803) 936-4700

FAX: (803) 936-4715

111 Lott Court

West Columbia, South Carolina 29169

TERRY DUGAN

KENNY BOLIN, ACQUISITION LEADER (F2-D15) (ext. 4703)

MICHELLE DUNCAN, ACCOUNT MANAGER – LCU EQUIPMENT (ext. 4730)

DAN EPPERSON, CONTRACTING MANAGER (ext. 4708)

NEAL TARLETON, PARTS MANAGER

HEATHER SEWELL, BUSINESS DEVELOPMENT MANAGER (ext. 4702)

DEAN HACKETT, GENERAL MANAGER CHARLESTON (ext. 4312)

Business Development

Vertical Market Sales

Henry Knight, Government Business Development (ext. 4784)

Indirect Account Managers

Spencer Phillips, Indirect Sales (F2-D07) (ext. 4742)

Larry Talbert, Indirect Sales (F2-D02) (ext. 4731)

John M. Toney, Indirect Sales (F2-D01) (ext. 4732)

Michael Boone, Indirect Sales (F2-D16) (ext. 4743)

Kent Koehn, Controls Sales (F2-D28) (ext. 4804)

Equipment Solutions Team

Christopher Jenkins, Applications Specialist (ext. 4785)

Lynn Benasutti, Project Manager (ext. 4782)

Juanita Sumter, Project Admin/ Receptionist (ext. 4700)

Charlie Stroud, Estimator I - Controls (ext. 4810)

Chandler Whisnant, Estimator I (Equipment) (ext. 4502)

Direct Account Managers

Jim Brodeur, Direct Sales (F2-D55) (ext. 4705)

Cecil Derrick, Direct Sales (F2-D24) (ext. 4736)

Jeff Peter Direct Sales (F2-D11)

David Loadholt, Direct Sales

Karen Sustakoski, Estimator-Service

Contracting Solutions

Bill Robinson, Project Manager (ext. 4801)

Jeff Kindle, Project Manager

Susan Eichler, Project Admin. (ext. 4780)

Charlie Stroud – Estimator I Controls

Service Solutions

Trent Speers – Area Service Manager Columbia

Tina Trapp, Resource Coordinator (ext. 4706)

Jennifer Smith, Project Admin. Columbia (ext. 4734)

IT

Kevin Sanders

CHARLESTON, SC (F8)

COLUMBIA DISTRICT

(843) 375-4775

FAX: (843) 375-4776

2011 Clements Ferry Road

Charleston, South Carolina 29492-7728

Bobby Williams, LCU Specialist - Outside

Business Development

Vertical Market Sales

Indirect Account Managers

Rob Craft, Indirect Sales (F8-D07) (ext. 4320)

Scott Peak, Indirect Sales (F8-D46) (ext. 4304)

Jeff Strunk, Estimator III – Equipment (ext. 4319)

Philip Garcés, Indirect Sales (F8-D25) (ext. 4301)

Equipment Solutions Team

Amanda Loff, Project Manager (ext.4305)

To search: Click on “Edit” in tool bar and then “Find”.

Direct Account Managers

Bill Collar, Direct Sales (F8-D43) (ext. 4306)

Mark Siwik, Direct Sales (F8-D52) (ext. 4309)

Contracting Solutions

Mark Atwood, (ext. 4323) Area Contracting Manager

Neil Monk, Project Manager (ext. 4310)

Service Solutions

Carl Brown, Area Service Manager (ext. 4303)

Leila Conklin, Project Admin. Charleston (ext. 4331)

Serena Darnell, Resource Coordinator

PARTS CENTERS:

Columbia Trane Parts Center

(803) 256-0727

FAX: (803) 256-6845

425 “A” Huger St.

Columbia, South Carolina 29201

John Miller, Store Manager (ext. 4764)

Bryan Bouknight, Inside Sales (ext. 4762)

Robert Small, Outside Sales (ext. 4768)

Kevin Watts – Inside Sales

Charleston Trane Parts Center

(843) 740-7011

FAX: (843) 747-9880

4760 Goer Dr., Suite D

North Charleston, South Carolina 29406

Gary Gremillion, Parts Store Leader

Tony Edmonds, Inside Sales

John Saunders, Inside Sales

Florence Trane Parts Center

(843) 669-3730

FAX: (843) 669-0020

1208 Broughton Street

Florence, South Carolina 29501

Jesse Payne – Outside Sales

Myrtle Beach Parts Center

(843) 215-3407

Fax: 843-213-3439

Richard Brown, Parts Store Leader

Timothy Clemons, Inside Sales

Daniel Carter, Parts Account Manager

To search: Click on “Edit” in tool bar and then “Find”.

CONNECTICUT-NEW YORK-VERMONT DISTRICT

Last updated April 1, 2012

ROCHESTER, NY (C4)

CONNECTICUT-NEW YORK-VERMONT DISTRICT

(See also Albany, Burlington, Corning, Hartford & Syracuse offices and Parts Centers listed below)

(585) 256-2500 – General

(607) 936-8116 – Corning

(585) 783-6019 – After Hours

FAX: (585) 256-0067 – General

FAX: (585) 256-0384 – Parts

75 Town Centre Drive, Suite 300

Rochester, New York 14623

MIKE CAREY, DISTRICT MGR. (Albany)

Bill Seward, Indirect Sales Mgr. (Albany)

Doug Young, Contracting Sales Mgr. (Albany)

Ed Maruszczak, Contracting Operations Mgr. (Syracuse)

Josh Tucker, Service Manager (Hartford)

Jim Goodness, Service Sales Manager.

John Roseboom, Parts Mgr. (Syracuse)

Steve Cammett, Business Financial Leader (Albany)

Kathleen Backenson, Director of Marketing (Albany)

Santina Brown, Human Resources

INDIRECT SALES

Dick Barrett, Acct. Mgr., N.A.E. & N.A.J.C. (C4-A01)

Mark Mallie, Acct. Mgr. (C4-A04)

Pat Whelan, Acct. Mgr. (C4-A17)

EQUIPMENT FULFILLMENT

Christina Walters, Proj. Admin.

Bob Terborg, Proj. Admin.

DIRECT SALES

Justin DelVecchio, CCS Acct. Mgr.

Steve Gosier, Acct. Mgr. (C4-A25)

Chris Bulawa (C4-A33)

Mark Bowler (C4-A34)

CONTRACTING

Steve Sleight, Local Contracting Business Leader

Ken Pruner, BAS Acct. Mgr.

Jeffrey Vick, BAS Proj. Mgr.

Matt Dollard, Proj. Mgr.

Neal Reaser, Proj. Mgr.

Jim Merrill, Proj. Admin.

ALBANY, NY (C1)

CONNECTICUT-NEW YORK-VERMONT DISTRICT

(518) 785-1315

(518) 785-6486 – After Hours

(518) 785-6486 – Service

FAX: (518) 785-4359 – General

FAX: (518) 785-4315 – Service

301 Old Niskayuna Road

Latham, New York 12110-2214

MIKE CAREY, DISTRICT MGR.

Bill Seward, Indirect Sales Mgr. (C1-C06)

Doug Young, Contracting Sales Mgr.

Josh Tucker, Service Manager (Hartford)

Ed Maruszczak, Contracting Operations Mgr. (Syracuse)

Jim Goodness, Service Sales Manager (Rochester)

John Roseboom, Parts Manager (Syracuse)

Steve Cammett, Business Financial Leader

Kathleen Backenson, Director of Marketing

Santina Brown, Human Resources (Rochester)

INDIRECT SALES

Jim Melanson, Acct. Mgr. (C1-C08)

Brad Juneau, Acct. Mgr. (C1-C32)

To search: Click on “Edit” in tool bar and then “Find”.

Sara Miceli, Acct. Mgr. & N.A.E. & N.A.J.C. (C1-C18)

David Isenhardt, Acct. Mgr. (C1-C35)

EQUIPMENT FULFILLMENT

Evelyn Daley, Proj. Mgr.

Melissa McCullen, Proj. Admin

Josh Littell, Applications Specialist

DIRECT SALES

Scott Miller, Acct. Mgr. (C1-C05)

Jeff Martin, CCS Acct. Mgr.

Bill Willows, Acct. Mgr. (C1-C31)

Matt Cross (C1-C41)

John Roylance (C1-C42)

Jeff Rickard (C1-C)

Katie Morrissey, Sales. Admin.

CONTRACTING

Steve Young, Proj. Dev.

Heather Maxwell, Controls Sales Leader/BAS Acct. Mgr. (C1-C34)

Joe Fuda, Proj. Mgr.

Mike Gerus, Local Contracting Business Leader

Patrick Lloyd, Energy Engineer

Janet Jordan, Proj. Admin.

SYRACUSE, NY (C5 & C7)

CONNECTICUT-NEW YORK-VERMONT DISTRICT

(315) 234-1500

(315) 434-6333 – After Hours

FAX: (315) 433-9120

FAX: (315) 433-1939 – Parts

15 Technology Place

East Syracuse, New York 13057

MIKE CAREY, DISTRICT MGR. (Albany)

Bill Seward, Indirect Sales Mgr. (C1-C06) (Albany)

Doug Young, Contracting Sales Mgr. (Albany)

Ed Maruszcak, Contracting Operations Mgr.

Josh Tucker, Service Manager (Hartford)

Jim Goodness, Service Sales Mgr. (Rochester)

John Roseboom, Parts Manager

Steve Cammett, Business Financial Leader (Albany)

Kathleen Backenson, Director of Marketing (Albany)

Santina Brown, Human Resources (Rochester)

INDIRECT SALES

Ryan Byrd, Acct. Mgr. (C5-A10)

Shey Doane, Acct. Mgr. (C5-A27)

Chris Devins, Acct Mgr.

EQUIPMENT FULFILLMENT

Judy Empie, Proj. Mgr.

Dolores Thompson, Proj. Admin.

DIRECT SALES

Tom Nicholson, CCS Acct. Mgr.

Dave Taylor, Acct. Mgr. (C5-A34)

Gene Waldbauer, Acct. Mgr. (C5-A16)

Gabe Agnello (C5-A43)

CONTRACTING

Louis Williams, Local Contracting Business Leader

Glenn Roberts, BAS Acct. Mgr. (C5-A30)

Ray Spears, BAS Proj. Mgr.

Matt Pinczes, Energy Engineer

HARTFORD (ROCKY HILL) CT (B2)

CONNECTICUT-NEW YORK-VERMONT DISTRICT

(See also Parts Centers listed below)

(860) 616-6600

Toll Free: (800) 959-9092

Service: 860-263-2200 or (800) 959-7236

FAX: (860) 616-6599

To search: Click on “Edit” in tool bar and then “Find”.

716 Brook Street, Suite 130

Rocky Hill, Connecticut 06067

MIKE CAREY, DISTRICT MGR. (Albany)

Rick Salon, Indirect Sales Leader (ext. 6572)

Doug Young, Contracting Sales Manager (Albany)

Josh Tucker, Service Manager

Ed Maruszczak, Contracting Operations Mgr. (Syracuse)

Jim Goodness, Service Sales Mgr. (Rochester)

John Roseboom, Parts Manager (Syracuse)

Steve Cammett, Business Financial Leader (Albany)

Kathleen Backenson, Director of Marketing (Albany)

Santina Brown, Human Resources (Rochester)

CONTRACTOR SALES

Alan C. Romaniello, Account Manager (B2-D03) (ext. 6515)

Neil Abed, Account Manager (B2-D35) (ext. 6522)

Dan Stanek, Account Manager (B2-K02) (ext. 6512)

Tom Pisano, Account Manager (B2-K01) (ext. 6561)

CONTRACTOR CONNECTION

Bill Carbone, Account Manager (B2-D53) (ext. 6564)

ENGINEERING SALES

Cary Mandeville, Account Manager (B2-K19) (ext. 6523)

Ken Scanlon, Account Manager (B2-D42) (ext. 6534)

DIRECT SALES

David Ford, Account Executive, Comprehensive Solutions (B2-D23) (ext. 6513)

Kevin Rice, Account Executive, Comprehensive Solutions (B2-D) (ext. 6511)

Alan Berard, Account Manager (B2-D08) (ext. 6514)

Joel Champany, Account Manager (B2-D41) (ext. 6556)

Jeff Polisky, Account Manager (B2-D36) (ext. 6555)

Mike Whitford, Account Manager/Rentals Champion (B2-E10) (ext. 6557)

EQUIPMENT FULFILLMENT

Janelle Pelletier, Project Manager (ext. 6520)

Erik Emanuele, Project Manager (ext. 6528)

Karen Mayne, Project Manager (ext. 6518)

Doreen Summa, Project Manager (ext. 6519)

Xanthea Mazzocchi, Project Manager (ext. 6521)

Davide Pierleoni, Application Specialist (ext. 6517)

CONTRACTING

Jeff Haddock, Estimator (Turnkey/Controls) (ext. 6571)

Jim DiLieto, Project Manager (Turnkey) (ext. 6574)

David Giarrusso, Project Manager (ext. 6570)

Russell Tischofer, Project Engineer (ext. 6554)

Danielle Ocasio, Project Engineer (ext. 6553)

Laura Seaburg, Proj. Admin. (ext. 6569)

John Bouchard, Account Manager-Controls (ext. 6566)

Kerry Eisenlau, Account Manager (B2-D31) (ext. 6567)

SERVICE

Corey Pedersen, Area Service Manager (ext. 6547)

Rick Patnaude, Area Service Manager (ext. 6535)

Bill Pfeiffer, Environmental Health & Safety (ext. 6546)

Joyce Parker, Project Administrator (ext. 6538)

BURLINGTON, VT (C2)

CONNECTICUT-NEW YORK-VERMONT DISTRICT

(802) 864-3816

FAX: (802) 864-5093

175 Leroy Road

Willston, Vermont 05495

MIKE CAREY, DISTRICT MGR. (Albany)

Bill Seward, Indirect Sales Manager (C1-C06) (Albany)

Doug Young, Contracting Sales Manager (Albany)

Josh Tucker, Service Manager (Hartford)

Ed Maruszczak, Contracting Operations Mgr. (Syracuse)

Jim Goodness, Service Sales Mgr. (Rochester)

John Roseboom, Parts Manager (Syracuse)

Steve Cammett, Business Financial Leader (Albany)

Kathleen Backenson, Director of Marketing (Albany)

To search: Click on “Edit” in tool bar and then “Find”.

Santina Brown, Human Resources (Rochester)

INDIRECT SALES

Brian Frary, Acct. Mgr. – Team Leader (C1-C13)

Tom Zoller, Acct. Mgr. (C1-C22)

EQUIPMENT FULFILLMENT

Mike Paustian, Proj. Admin.

DIRECT SALES

Bob Wilcox

CONTRACTING

Mike Gerus, Local Contracting Business Leader (Albany)

Heather Maxwell, BAS Acct. Mgr./Controls Sales Leader (Albany)

Jeff Martin, CCS Acct. Mgr.

PARTS CENTERS:

ALBANY, NY

(518) 453-6005

FAX: (518) 453-1394

51 Railroad Avenue

Albany, New York 12205

John Roseboom, Parts Mgr. (Contact in Syracuse)

ROCHESTER, NY

(585) 256-1028

FAX: (585) 256-0384

460 Buffalo Road

Rochester, New York 14623

John Roseboom, Parts Mgr. (Contact in Syracuse)

SYRACUSE, NY

(315) 432-9119

FAX: (315) 433-1939

6211 East Molloy Road

East Syracuse, New York 13057

John Roseboom, Parts Mgr.

HARTFORD, CT

Hartford

(860) 541-1721

FAX: (860) 541-1722

Toll Free: 1-800-423-8965

485 Ledyard Street

Hartford, Connecticut 06114

John Roseboom, Parts Mgr. (Contact in Syracuse)

Norwalk

(203) 295-2170

FAX: (203) 229-0178

Toll Free: 1-800-544-1642

145 Main Street

Norwalk, Connecticut 06851

John Roseboom Parts Mgr. (Contact in Syracuse)

New London

(860) 437-6208

FAX: (860) 440-2516

Toll Free: 1-866-538-7263

571 Broad Street

New London, Connecticut 06320

John Roseboom, Parts Mgr. (Contact in Syracuse)

To search: Click on “Edit” in tool bar and then “Find”.

DAYTON DISTRICT

Last updated April 1, 2012

DAYTON, OH (N5)

(N5) DAYTON DISTRICT

(See also Parts Center listed below)

(937) 264-4343

(937) 264-4345 – After Hours

FAX: (937) 264-4360

815 Falls Creek Drive

Vandalia, Ohio 45377

DAVE WAIBEL, DISTRICT MGR.

DAVE CROSLEY, GENERAL MGR.

Mark H. Rapier, NSS (N5-W01)

Kyle Kurtz, NSS (N5-W42)

Evan Nutt, NSS (N5-W45)

Julie Todd, Bid Coord. (N5-W06)

Michelle Willis, S.A. (N5-W23)

Mike Cooper, LAN Admin.

Robert Parker, CFO, Safety

Lea Ann Sears, HR

EXISTING BUILDING SERVICES

Rodney Rhoades, EBS Sales Mgr.

Steve Bates, Operations Mgr.

Phil Riesenberg, Service Operations

Christi Elkins, Service Operations

Christen Zimmerman, Service Coord.

Ralph Goubeaux, Energy Engr. (N5-W51)

Nathan Lammers, Energy Engr.

Vic Brahm, EBS

Kevin Kincaid, EBS, Health Care (N5-W48)

Tom Lee, EBS

Shay Moran, EBS, Ed. (N5-W34)

Steve Qualls, EBS (N5-W50)

Roy Tam, EBS (N5-W25)

BAS/ICS

Pierce Ferriter, Special Projects

Joe Zimmerman, BAS Leader

Rodney Rhoades, Solutions Sales

Jason Day, Field Project Mgr.

Dave Dipple, Field Project Mgr.

Jerry Gray, Sr. Proj. Engr.

Dan Lackey, Controls Proj. Engr.

ICS Team (N5-W13)

PARTS CENTER

Waibel Trane Specialty Products

(937) 264-4333

FAX: (937) 264-4336

811 Falls Creek Drive

Vandalia, Ohio 45377

Alex Waibel, Distribution Mgr.

Keith Fasnacht, Parts Sales Leader

Frank Evora, Sales

Denver Haas, Sales

Lea Ann Sears, Sales

Brad Williams, Sales

Paulette Day, Sales

Chris Myers, Sales

To search: Click on “Edit” in tool bar and then “Find”.

DES MOINES DISTRICT

Last updated April 1, 2012

DES MOINES, IA (R5)

DES MOINES DISTRICT

(See also Parts Center listed below)

(515) 270-0004

(515) 270-0004 – After Hours

(515) 309-4500 – Service

FAX: (515) 270-3835

2220 NW 108th Street

Clive, Iowa 50325

PAUL HALVORSON, DISTRICT MGR. (R5-H00)

GREG GRANDGEORGE, GENERAL MGR.

Ron Engelhardt (R5-H21), Sales Manager

Quenten Meyer (R5-H21)

Dave Wisnieski (R5-H21)

Mike Spargo (R5-H21)

Joe Fields (R5-H21)

Haley Burns, Project Engineer

Travis Roseberry, Project Engineer

Doug Allen, Project Engineer

Megan Minnick, Project Administrator

Terri Brown, Controller/LAN Admin.

BAS

STEVE BRIMEYER, BAS MANAGER

Doug Stephens, BAS Sales Engineer

Kit Cartwright, ES Sales Engineer

SERVICE

STEVE CROCKER, SERVICE MANAGER

EXISTING BUILDING SALES

Brian Dugan, Service Sales Manager

Jim Hendrickson, Service Sales

Travis Harris, Service Sales

PARTS CENTER

Trane Des Moines Parts Center

515-309-4520

FAX: 515-270-3835

2220 NW 108th Street

Clive, Iowa 50325

ERIC SAYRE, PARTS TEAM LEADER

Kathy Bishop, Counter Sales

To search: Click on “Edit” in tool bar and then “Find”.

FLINT DISTRICT

Last updated April 1, 2012

FLINT, MI (M2)

FLINT DISTRICT

(See also Lansing area office and Parts Center listed below)

(810) 767-7800

(810) 767-7801 – After Hours

FAX: (810) 767-9058

5335 Hill 23 Drive

Flint, Michigan 48507

JAY N. NELSON, DISTRICT MGR. (M2-N00)

JUDITH RAPPUHN, VP Finance & Operations

PARRY HUGHES, VP & GM of SALES, N.A.E. (M2-N23)

Matthew Krusniak Flint & Lansing Sales Market Team Leader (M2-N37)

John LaMarre, Unitary Sales (M2-N48)

Chris Burleigh, S.A.

Tricia Barry, S.A.

EXISTING BUILDING SALES/PACT

Kurt Trierweiler (M2-N35)

John Schmidt (M2-N44)

Dean Weber (M2-N45)

Andy Nurenberg (M2-N49)

OPERATIONS (FULFILLMENT)

Judy Rappuhn, VP & GM of Fulfillment (Operations)

Dale Mayle, BAS Team Leader

Michael Toth, Mgr., Technical Services

Bob Parsons, Service Team Leader

Jody Denison, Service Team Leader

LANSING, MI (M3)

FLINT DISTRICT

(517) 337-6517

(800) 771-2105

FAX: (517) 337-9493

2035 Asher Court. Suite 50

East Lansing, Michigan 48823

Thomas E. Johnson (M3-N18)

Beth Murphy, S.A.

PARTS CENTER:

Trane Parts Center

(810) 767-7800

FAX: (810) 767-9609

5335 Hill 23 Drive

Flint, Michigan 48507

Judy Rappuhn, GM of Parts

Michelle Pescatello, Flint Store Manager

Trane Parts Center

517-913-3100

FAX: 517-913-3109

3350 Pine Tree Road

Lansing, Michigan 48911

Anthony Gallagher, Lansing Store Manager

To search: Click on “Edit” in tool bar and then “Find”.

GREAT FALLS DISTRICT

Last updated April 1, 2012

GREAT FALLS, MT (Y7)

GREAT FALLS DISTRICT

(See also Billings area office and Parts Centers listed below)

(406) 727-5111

(406) 248-4882 – After Hours

FAX: (406) 727-3660

422 9th Street S. (59405)

P.O. Box 2642

Great Falls, Montana 59403

ROLLIE L. ARMACOST, DISTRICT MGR. & N.A.J.C. (Y7-A01)

JEFF CRAIG, SALES MGR. (Y1-A02)

Jon Dullum (Y7-A04)

Tom Dunbar, Serv. Mgr.

Sherman Brown, EBS Sales (Y7-A02)

Marsha Costello, Controls/LAN Admin

Wendy Garner, Accting./S.A.

PARTS – Reference Billings Office

BILLINGS, MT (Y1)

GREAT FALLS DISTRICT

(406) 248-4882

(406) 248-4882 – After Hours

FAX: (406) 248-5196

3311 4th Ave. North, Suite #4 (59101)

P.O. Box 22742

Billings, Montana 59104

JEFF CRAIG, SALES MGR. (Y1-A02)

Tom Dunbar, Serv. Mgr.

Stacy Uecker, EBS Sales

Jared Keller, LAN Admin./Parts

PARTS CENTERS:

BILLINGS, MT

Armcast Trane Service Co.

(406) 252-0907

FAX: (406) 248-4882

3311 4th Ave. N, Suite 4

P. O. Box 22742 (59104)

Billings, Montana 59101

Jared Keller, Parts Mgr.

GREAT FALLS, MT

Armcast Trane Service Company

(406) 727-5111

FAX: (406) 761-5173

P. O. Box 2642 (59403)

422 9th Street South

Great Falls, Montana 59405

Rollie Armcast, Mgr.

To search: Click on “Edit” in tool bar and then “Find”.

GREENSBORO DISTRICT

Last updated April 1, 2012

GREENSBORO, NC (F3)

GREENSBORO DISTRICT

(See also Raleigh and Wilmington, NC area offices and Parts Centers listed below)

(336) 378-0670

(800) 594-3010 – After Hours Emergency Service

FAX: (336) 274-7487 – Sales

FAX: (336) 378-0677 – Service/EBS/Marketing

FAX: (336) 379-9336 – Finance & Admin.

FAX: (336) 510-6399 – Controls

1915 Church Street (27405)

P.O. Box 13587 (27415-3587)

1916 Church Street (27405) – Shipping Address

Greensboro, North Carolina

DONALD J. BRADY, DISTRICT MGR. (F3-R00)

ALFRED T. KUHNEMANN, SALES MGR. (F3-R06)

Jack Krawczyk (F3-R17)

Clarence E. Young (F3-R08)

Doug Ecklund – Controls Sls. Mgr.

Bryan Holcomb (F3-R51)

TJ Bell (F3-R53)

Kevin Barnwell (F3-R57)

George Hendrix (Takeoff/Estimating)

Wanda Durham, S.A (Young, Barnwell)

Andrea Furr, S.A. (Krawczyk, Bell)

Michelle Ruleman, S.A.

Kevin Fischer, S.A. (Holcomb)

Brenda Smith (Fulfillment Team Leader)

Crystal Owens & Danny Shutt, LAN Admin.

JIM BRADY, GEN. MGR., SERV.

DICK WELLS, TECH. SERV. MGR.

EXISTING BUILDING SALES

Marty Bare, EBS Sales Manager

Joe Brady, Solutions A.E.

Mike Koontz, EBS Sales

Mandy Moody, EBS Sales

Hank Henning, EBS Sales

Crystal Cole, NBD

Juanita Wheeler, NBD

Carroll Miller, Inside Sales

John Wilson, Controls Sales

FINANCE

WAYNE THOMPSON, CONTROLLER

RALEIGH, NC (F4)

GREENSBORO DISTRICT

(919) 781-0458

(800) 594-3010 – After Hours Emergency Service

FAX: (919) 781-9195

401 Kitty Hawk Drive

Morrisville, North Carolina 27560

ALFRED T. KUHNEMANN, SALES MGR. (Contact in Greensboro office)

RANDY KATZ, GENERAL MGR, RALEIGH AREA

Evan Bundros (F4-T02)

David McDaniel (F4-T28)

Jeff Mitchell (F4-T29) (Takeoff/Estimating)

Jeff Wotnosky (F4-T01)

JD Howard, N.A.J.C. (F4-T06)

Adam Sippel (F4-T37)

Dan Suchy, F4-T57

Rob Armstrong, Project Engineer

Elizabeth Arrington, S.A. (Wotnosky)

Janice Booker, S.A. (Bundros, McDaniel)

Pam Bradford, S.A. (Sippel)

To search: Click on “Edit” in tool bar and then “Find”.

Graham McNeil, S.A. (Howard, Suchy)
Crystal Owens & Danny Shutt, LAN Admin. (Contact in Greensboro office)

EXISTING BUILDING SALES/CONTROLS

(919) 828-9165

FAX: (919) 828-6841

401 Kitty Hawk Drive

Morrisville, NC 27560

Marty Bare, EBS Sales Mgr. (Contact in Greensboro office)

Tim Gasper, Solutions Engineer

Mike Bradley, EBS Sales

Mark Yeatts, EBS Sales

Brian Creede, EBS Sales

Janet Hall, NBD

Candy Skinner, NBD

John Hanes, Controls Sales

WILMINGTON, NC (F9)

GREENSBORO DISTRICT

(910) 792-0339

(800) 594-3010 – After Hours Emergency Service

FAX: (910) 792-0466

6736 Netherlands Dr., Suite A

Wilmington, North Carolina 28405

ALFRED T. KUHNEMANN, SALES MGR. (Contact in Greensboro office)

John Suggs (F9-W02)

Eric Cassidy, N.A.J.C. (F9-W06)

Brian Woodhouse (F9-W05) Inside Sales

Susanne Cox, S.A.

Crystal Owens & Danny Shutt, LAN Admin. (Contact in Greensboro office)

EXISTING BUILDING SALES

(910) 792-0233

(800) 594-3010 – After Hours Emergency Service

FAX: (910) 792-0722

201 Atilles Ct.

Wilmington, North Carolina 28405

Marty Bare, EBS Sales Mgr. (Contact in Greensboro Office)

Tim Copeland, EBS Sales

Jessica Blanton, EBS Sales

Debbie Brewer, NBD

PARTS CENTERS:

GREENSBORO, NC

Brady Trane Parts

(336) 379-0267

FAX: (336) 274-7149

3101 South Elm/Eugene Street

Greensboro, North Carolina 27406

Ken Qualls, Parts Mgr.

Chris Sharp, Store Mgr.

RALEIGH, NC

Trane Parts Center

(919) 828-9040

FAX: (919) 832-7434

4437 Beryl Road

Raleigh, North Carolina 27606

Mike McAllister, Store Mgr.

WILMINGTON, NC

Wilmington Parts – Brady

(910) 792-1498

(800) 604-4822

FAX: (910) 792-7777

6736 Netherlands Dr.

To search: Click on “Edit” in tool bar and then “Find”.

Suite B
Wilmington, North Carolina 28405
Teresa Haralson, Store Mgr.

FAYETTEVILLE, NC

(910) 323-5131

FAX: (910)-323-4644

626 Winslow St.

Fayetteville, North Carolina 28302

Mary Alice Wise, Store Mgr.

To search: Click on “Edit” in tool bar and then “Find”.

GULF SOUTH DISTRICT

Last updated April 1, 2012

NEW ORLEANS, LA (K4)

GULF SOUTH DISTRICT

(See also Baton Rouge, Gulfport, Mobile and Pensacola area offices and Parts Centers listed below)

(504) 733-6789

(504) 889-4823 – After Hours

FAX: (504) 731-0833

530 Elmwood Park Blvd.

Harahan, Louisiana 70123

ED FRENCH, DISTRICT MGR.

JASON EMERY, SALES MGR.

David Vienneau, Service Solutions Mgr.

NEW SYSTEMS SALES

Russell Bernard (K4-B18)

Kimberly Guerin (K4-B20)

Ryan Aucoin (K4-B30)

Tyler Schmitz

EXISTING BUILDING SALES

Michael Barbot (K4-B16)

Tim Goatley (K4-B22)

Nick Helinski

OPEN (K4-B31)

BAS and CONTRACTING

OPEN, Contracting Solutions Manager

Larry Larson, Team Leader

Sam Portera, Proj. Mgr.

SALES SUPPORT

Mike Determann, Equipment Solutions Mgr.

Kim McConnell

Bachar Chawki

HR Strategic Business Partner OPEN

BATON ROUGE, LA (K6)

GULF SOUTH DISTRICT

(225) 298-4280

(504) 889-4823 – After Hours

FAX: (225) 291-9472

11534 Cloverland (70809-4280)

Baton Rouge, Louisiana 70879-8158

NEW SYSTEMS SALES

Nelson Davenport, Team Leader (K6-B02)

Mike Basalla (K6-B08)

EXISTING BUILDING SALES

Chris Kirk (K4-B28)

Jeff Harrison

Casey Kirk

BAS AND CONTRACTING

Ja Kirkland, Proj. Mgr.

OPEN, Proj. Mgr.

SALES SUPPORT

Tiffany Kendrick

Rachel Lacinak

Renee Gidel (K6-B12)

MOBILE, AL (J5)

GULF SOUTH DISTRICT

(251) 665-2999

FAX: (251) 665-2920

4932 Tufts Road

Mobile, Alabama 36619

NEW SYSTEMS SALES

Chris Broders (J5-K19)

Matt Gurley (J5-K40)

To search: Click on “Edit” in tool bar and then “Find”.

Justin Moore
Kyle Hightower
SALES SUPPORT

James Rogers
Susan Daley
EXISTING BUILDING SALES

Joe Breland (J5-K38)

Bryan Hall
Jen Tyler
OPEN (J5-K41)

BAS and Contracting
John Nickerson, Proj. Mgr.
OPEN, Proj. Mgr.

Marketing/Training Leader
Krista Gagnet

PARTS CENTERS:

TODD SONNIER, PARTS MGR.

BATON ROUGE, LA (K6)

Baton Rouge Parts Center
(225) 298-4280
FAX: (225) 298-4295
11534 Cloverland
Baton Rouge, Louisiana 70809-4280
Jeff Taylor, Parts Store Mgr.
Mitch Fabacher
Arthur Braud
Rus Bahlinger, Outside Sales West

MOBILE, AL

Mobile Parts Center
(251) 665-2999
FAX: (251) 665-2936
4932 Tufts Road
Mobile, Alabama 36619
Alan Smith, Parts Store Mgr.
Ben Harris

NEW ORLEANS, LA

New Orleans Parts Center
(504) 733-6789
FAX: (504) 733-8601
530 Elmwood Park Blvd.
Harahan, Louisiana 70123
Guy Coniglio, Parts Store Mgr.
Milton West
Keith Lay
Brad Schaus – Outside Sales N.O. and MS Gulf Coast

GULFPORT, MS

Gulfport Parts Center
(228) 863-4445
FAX: (228) 863-4441
14231 Seaway Road
Building E, Unit 2
Gulfport, Mississippi 39503
Lawrence Misko, Parts Store Manager
Lydia Baker

PENSACOLA, FL

Pensacola Parts Center
(850) 473-3840
FAX: (850) 505-9915
580 East Burgess Road
Pensacola, Florida 32504

To search: Click on “Edit” in tool bar and then “Find”.

Kevin Legnon, Parts Store Mgr.

Zoel Williamson

Brian Connell, Parts Sales Manager/Outside Sales East

To search: Click on “Edit” in tool bar and then “Find”.

HALIFAX DISTRICT

Last updated April 1, 2012

HALIFAX, NOVA SCOTIA (CB)

HALIFAX DISTRICT

(See also St. John's Newfoundland & Saint John New Brunswick area offices and Parts Centers listed below)

(902) 835-7491

(902) 835-7491 – After Hours

FAX: (902) 835-0484

109 Williams Avenue, Suite 5

Dartmouth, Nova Scotia B3B 2E3

BRIAN CHIASSON, AREA FINANCIAL LEADER (902) 835-7491 (ext. 3044)

WAYNE CHIASSON, General Manager, P. ENG. SALES & OPERATIONS – NS (CB-C01) (902) 835-7491 (ext. 3042)

Shawn Dorosh, LAN Administrator

Brad Matheson, P.E. (CB-C10)

Jeff MacNeil, P.E.

Salah Khadra, EIT

Steven MacDougall, Account Manager

John Warren, Service Solutions Leader

SAINT JOHN, NEW BRUNSWICK

HALIFAX DISTRICT

Rob Carvell, P. Eng. S.E. & N.A.E. General Manager NB – Phone (506) 633-2303 – Fax (506) 633-2310

Lawrence McGrath, BAS NB – Phone (506) 633-2304 – Fax (506) 633-2310

Bob Ervin, EBS Sales – Phone (506) 633-2301 – Fax (506) 633-2310

John Allen, EBS Sales – Phone (506) 633-2302 – Fax (506) 633-2310

Craig Brown, Sales Engineer – Phone (506) 633-2307 – Fax (506) 633-2310

Dan Egilsson, Sales Engineer – Phone (506) 633-2306 – Fax (506) 633-2310

Jenna Lyons, EIT, PM Contracting – Phone (506) 633-2307 – Fax (506) 633-2310

Andrew Williamson, Sales Engineer – Phone (506) 633-2308 – Fax (506) 633-2310

Cathy Dochstader, P. Eng. EBS Sales – Phone (506) 633-2313

David Toner, P. Eng. Contracting – Phone (506) 633-2309

PARTS – Saint John, NB

Andrew Allen - Phone (506) 633-2300 – Fax (506) 633-2310

John Lagonikos – Phone (506) 633-2300 – Fax (506) 633-2310

FREDERICTON, NEW BRUNSWICK

Roger Drost, EBS Sales – Phone (506) 506-454-3555 – Fax (506) 633-2310

MONCTON, NEW BRUNSWICK

Eric Guimond, Phone – (506) 860-6644

ST. JOHN'S NEWFOUNDLAND (CA)

HALIFAX DISTRICT

Jon Hare, P. Eng., S.E. & N.A.E. Sales & Operation NL phone – (709) 753-8678 – Fax (709) 754-3029

1-866-338-7263 – After Hours

Roy Hollett, EBS Sales – Phone (709) 753-8678 – Fax- (709) 754-3029 (Cell) (709) 727-1284

Mailing Address:

46 Pippy Place, P.O. Box 13728

St. John's, Newfoundland A1B 4H7

PARTS CENTER:

HALIFAX, NOVA SCOTIA

Trane Parts Center

(902) 468-5885

FAX: (902) 468-0660

109 Williams Avenue, Suite 6

Dartmouth, Nova Scotia B3B 2E3

Chris Hopewell, Parts Solution Leader (PSL) Atlantic Canada

Susan Wayne, Parts Mgr.

To search: Click on “Edit” in tool bar and then “Find”.

Newfoundland Parts Center

(709) 753-8678

46 Pippy Place

St. John's, Newfoundland A1B 4H7

Saint John, New Brunswick Parts Center

(506) 633-2300

120 McDonald Street, Suite G

Saint John, New Brunswick E2J 1M5

To search: Click on “Edit” in tool bar and then “Find”.

HOUSTON DISTRICT

Last updated April 1, 2012

HOUSTON, TX (L4)

HOUSTON DISTRICT

(See also Parts Center listed below)

(713) 266-3900 – Equipment Sales

(713) 643-8336 – Service & After Hours

(713) 644-9296 – Specialty Products

(713) 266-3551 – Parts

FAX: (713) 266-7011 – Sales

FAX: (713) 640-2619 – Service/EBS

FAX: (713) 267-5752 – Parts

FAX: (713) 267-5718 – R.O. Hunton

10555 Westpark Drive

Houston, Texas 77042

RICHARD O. HUNTON, DISTRICT MGR. (L4-H00)

RICHARD HUNTON JR., President & COO

FAX: (713) 267-5763

Claire Hutchins, Asst. to the President

LARRY BOWER, V.P. & CFO

John Edwards, Credit & Collections Mgr.

Linda Padgett, Controller

Albert Mireles, HR Director

Stacy Westmoreland, HR Administration

Briony Gannon, Mktg. Coordinator

KEVIN MURPHY, VP & GM of APPLIED EQUIP. and ICS SALES (L4-H32)

Kurt McCullough, Sales Manager

Ben Federman, Operations Team Leader

Mark Westwood, Senior Systems Sales Engineer (L4-H35)

Greg McMeans, Systems Sales Engineer (L4-H25)

Jason Bishop, Systems Sales Engineer (L4-V48)

Elliott Sutter, Systems Sales Engineer (L4-V20)

Cory Grant, Systems Sales Engineer (L4-V36)

Jeff Armstrong, Systems Sales Engineer (L4-V41)

Kaleb Caldwell, Systems Sales Engineer (L4-V42)

Brett Lutz, Systems Sales Engineer (L4-V43)

Mark Minyard, Systems Sales Engineer (L4-V19)

Steve Knight, Inside Systems Engineer (pending)

Amanda Banker, Systems Sales Engineer (L4-V53)

Matt Quinlan, Systems Sales Engineer Trainee

Leslie Hendrex, Bid Coordinator & Admin. Assistant

Rick Moreno, Field Services Coordinator

SERVICE & SOLUTIONS

BRAD LACY, SR. V.P. & GENERAL MANAGER (L4-H28)

Stephanie Fry, Sr. Administrative Assistant

CONTRACTING SOLUTIONS

Kris Hardin, Solutions Leader

Kevin Beck, IAQ

SERVICE

Chris Toepfer, Service Manager

BAS

Klint Nunn, GM & Sales Manager

Tom Cooper, Operations Mgr.

SPECIALTY PRODUCTS

RON SHEPHERD, V.P. & GEN. MANAGER

DISTRIBUTOR PRODUCT SALES

(832) 747-2000

FAX: (832) 747-2197

CRAIG BECKER, PRESIDENT & GEN. MGR.

MIKE NEWMAN, HDG OPERATIONS MGR.

ROBERT TYLER, V.P. EQUIPMENT SALES

CHARLIE HUNTON, HOUSTON V.P. Dealer Development

Chris Stanziale, Houston Sales Manager

Steve Acker, Houston Sales Leader

Vincent Montalbano, LCU Territory Manager

To search: Click on “Edit” in tool bar and then “Find”.

Dennis Hansel, LCU Support Supervisor (L4-H48)
CARL D'ANGIO, OKLAHOMA CITY SALES MGR.
MATT RISTER, SALES MGR., WEST TEXAS
DAVID SEGURA, SALES MGR, EL PASO

PARTS SALES

JOHN DEARMAN, V.P. PARTS
JACK DENNIS – PARTS SALES MGR.

PARTS CENTER

Westpark Drive Parts Center
(713) 266-3551
FAX: (713) 267-5752
10555 Westpark Drive
Houston, Texas 77042
Mike Downey – Store Manager

Central Greens Blvd. Parts Center
(281) 443-4502
FAX: (281) 443-2231
16335 Central Greens Blvd
Houston, Texas 77032
Jack Dennis – Store Manager

Lubbock Office
(806) 788-1100
FAX (806) 795-0640
6020 43rd Street
Lubbock, Texas 79407
Matt Rister

Oklahoma City Office
(405) 949-7940
FAX (405) 949-7958
357 N. Harvard St.
Oklahoma City, Oklahoma 73127
Carl D'Angio (L4-H65)

To search: Click on “Edit” in tool bar and then “Find”.

INDIANAPOLIS DISTRICT

Last updated April 1, 2012

INDIANAPOLIS, IN (P1)

INDIANAPOLIS DISTRICT

(See also Ft. Wayne and South Bend area offices and Parts Centers listed below)

(317) 255-8777

(317) 255-0312 – After Hours

FAX: (317) 251-8556

5355 N. Post Road

Indianapolis, Indiana 46216

JOHN DORN, DISTRICT MGR. (P1-C00)

INDIRECT SALES

ROGER PENN, INDIRECT SALES MANAGER

Brad Auger, Indirect Sales (P1-C79)

Nick Baker, Indirect Sales

Tony Cornell, Indirect Sales (P1-C67)

Shane Labuzan, Indirect Sales (P1-C71)

Brian Lohman, Indirect Sales (P1-C65)

Brian Thorne, Indirect Sales (P1-C70)

DIRECT SALES

Ed Budreau, Direct Sales (P1-C84)

Mason Dangler, Direct Sales (P1-C75)

Clay Hacker, Direct Sales (P1-D02)

Lori Ramirez, Direct Sales (P1-C87)

Mark Sundstrom, Direct Sales (P1-C83)

PACT SALES

BRIAN PICKERING, COMPREHENSIVE SOLUTIONS MANAGER

Tim Garver

Ryan Beesley

Sen. Ron Alting

Michael Moorlag, Energy Engineer

CONTRACTING

DENNY LICHT, CONTROLS SALES MANAGER

NATE ALLEN, CONTROLS OPERATIONS MANAGER

EQUIPMENT FULFILLMENT

Diane Cameron, PM Equipment

Debra Cope, PA Contracts

Michell Dailey, PA Equipment

Jessica Staley, PA Equipment

Dave McCullaugh, Engineering Application Specialist

PARTS

FRED HESS, PARTS MANAGER

SERVICE

STEVE JENKINS, SERVICE SOLUTIONS MANAGER

Mike Smith, Service ASM

ENABLING

DENNY SCOTT, HR MANAGER

John Bartlett, LAN Administrator

PAUL JONES, DISTRICT FINANCIAL LEADER

Brittany Castner, Administrative Assistant/ Bid Coordinator

Becky Duke, Receptionist

MARKETING

Denise Slack, Marketing & Training Coordinator

FORT WAYNE, IN (N7)

INDIANAPOLIS DISTRICT

(260) 489-0884 – Sales

(260) 489-0984 – Parts

(260) 489-0884 – Service & After Hours

FAX: (260) 489-5117

6602 Innovation Blvd.

Fort Wayne, Indiana 46818

JOHN DORN, DISTRICT MANAGER

To search: Click on “Edit” in tool bar and then “Find”.

INDIRECT SALES

ROGER PENN, INDIRECT SALES MANAGER
Gerald Calengor, Indirect Sales (N7-A08)
David Jackson, Indirect Sales (N7-A11)
James Ruedebusch, N.A.J.C., Indirect Sales (N7-A07)

DIRECT SALES

Joan Garbaciak, Direct Sales (N7-A19)
Matt Manor, Direct Sales

EQUIPMENT FULFILLMENT

Kristen Hayden, Equipment Sales Estimator
Ken Kever, PM Equipment

MARKETING

Denise Slack, Marketing & Training Coordinator

SOUTH BEND, IN (P2)

INDIANAPOLIS DISTRICT

(574) 288-4914 – Sales

(574) 282-4880 – Service & After Hours

(574) 282-4914 – Parts

FAX: (574) 282-4874

2301 N. Bendix Drive, Suite 400

South Bend, Indiana 46628

JOHN DORN, DISTRICT MANAGER

INDIRECT SALES

ROGER PENN, INDIRECT SALES MANAGER
Kyle Moore, Indirect Sales (P2-A10)
Phil Nemeth, Indirect Sales (P2-A16)

DIRECT SALES

Tim Buss, Direct Sales (P2-A18)
Russ Fairburn, Direct Sales (P2-A17)

EQUIPMENT FULFILLMENT

Michael J. Schreiner, PM Equipment

MARKETING

Denise Slack, Marketing & Training Coordinator

PARTS CENTERS:

INDIANAPOLIS, IN

Central Indiana Parts

(800) 285-2487

FAX: (317) 466-3315

5355 N Post Road

Indianapolis, Indiana 46216

FRED HESS, PARTS MGR.

BLOOMINGTON, IN

Trane Parts Center

(800) 285-2487

2325 Industrial Drive

Bloomington, Indiana 47404

FRED HESS, PARTS MGR.

DALEVILLE, IN

Trane Parts Center

(800) 285-2487

14301 Commerce Drive

Daleville, Indiana 47334

FRED HESS, PARTS MGR.

FORT WAYNE, IN

Trane Parts Center

(800) 285-2487

FAX: (260) 489-5117

6602 Innovation Dr.

Fort Wayne, Indiana 46818

FRED HESS, PARTS MGR.

To search: Click on “Edit” in tool bar and then “Find”.

LAFAYETTE, IN

Trane Parts Center

(800) 285-2487

FAX: (765-448-6151

717 Farabee Court S

Lafayette, Indiana 47905

FRED HESS, PARTS MGR.

PLAINFIELD, IN

Trane Parts Center

(800) 285-2487

2363 Hadley Road, Suite 140

Plainfield, Indiana 46168

FRED HESS, PARTS MGR.

SOUTH BEND, IN

Trane Parts Center

(800) 285-2487

FAX: (574) 282-4874

2301 N. Bendix Drive, Suite 400

South Bend, Indiana 46628

FRED HESS, PARTS MGR.

To search: Click on “Edit” in tool bar and then “Find”.

JACKSON DISTRICT

Last updated January 1, 2012

JACKSON, MS (K1)

JACKSON DISTRICT

(See also Parts Center listed below)

(601) 956-9211

FAX: (601) 957-9340

Mailing address:

P.O. Box 1557

Ridgeland, Mississippi 39158

Office location:

746 S. Ridgewood Road

Ridgeland, Mississippi 39157

DENNY A. TERRY, DISTRICT MGR. (K1-T00)

FORD TERRY, OPERATIONS MGR. (K1-T07)

SHELBY WATTS, SALES MGR. (K1-T03)

Drew Godfrey, N.A.J.C. (K1-T04)

Stan Read (K1-T05)

Rob Thomas (K1-T10)

Joe Blalock, Inside Sales Engineer

Tim Chennault, Inside Sales

Elise Hunt, Sales Assistant

Angela Rogers, Sales Assistant

Nancy Jolly, LAN Admin.

EXISTING BUILDING SALES

Billy Boykin, EB Sales (K1-T09)

Mark Malley, EB Sales (K1-T11)

BAS

Sam Carruth, BAS Mgr. & N.A.E. (K1-T02)

SERVICE

David Jolly, Service Operations Mgr.

PARTS CENTER

Terry Trane Parts Center

(601) 956-9211

FAX: (601) 956-7717

P.O. Box 1557 (39158-1557)

746 South Ridgewood Road

Ridgeland, Mississippi 39157

To search: Click on “Edit” in tool bar and then “Find”.

KANSAS /NEBRASKA/OKLAHOMA DISTRICT

Last updated April 1, 2012

KANSAS CITY, KS (Q2)

KANSAS CITY DISTRICT

(See also Springfield, MO, Omaha, NE, Lincoln, NE, Oklahoma City, OK and Tulsa, OK area offices and Parts Centers listed below)

(913) 599-4664 – Sales/Service

(913) 599-4664 – After Hours

FAX: (913) 599-4669

8014 Flint

Lenexa, Kansas 66214

TREY FRUGÉ, DISTRICT MGR. (Q2-A20)

INDIRECT SALES/DIRECT SALES

TOBIN BAILEY, KANSAS CITY GENERAL SALES MANAGER (Q2-A88)

Team A

Robert Colombe, Team Leader (Q2-A84)

Greg Schnakenberg (Q2-A79)

Jeremy Lee (Q2-A85)

Phil Yates (Q2-A87)

Scott Yates (Q2-A86)

Team B

Sara Holmes, K-12 Specialist/Team Leader (Q2-A56)

Cory Powell (Q2-A89)

Noel Hankins (Q2-A91)

Chris Smith (Q2-A90)

Team C

Jeremy Brock Team Leader (Q2-A93)

Matt Kornfeind (Q2-A94)

David Hansen (Q2-A95)

Larry Cook (Q2-A-96)

Andrew Price (Q2-A97)

INSIDE SALES SUPPORT

Jenny Osipik, Proj. Admin. Team Lead

Gina Rudy, Project Manager & Team Leader

Tom O'Neill, Application Specialist

Joshua White, Project Manager Equipment

George Newton, Project Manager Equipment

Don Stapp, Equipment Estimator

CONTROLS SALES

Dan Ketelle (Q2-A46)

Albert Jones (Q2-A68)

Michael Gilbert

PACT SALES

Mike Hines, Sales Leader

Chad Remboldt (Q2-A81)

Keven Ward (Q2-A82)

ENABLING

LARRY JABARA, DISTRICT FINANCE MANAGER

WENDY HAWKINS, DISTRICT HR MANAGER

CONTRACTING

RICK KRAUSE, DISTRICT CONTRACTING SOLUTIONS MANAGER

, Proj. Mgr. & Team Leader

Shane Dempsey, Area Contracting Manager

Mark Rawson, Construction Proj. Mgr.

Todd Coleman, Proj. Mgr.

Kim Jochim, Proj. Eng.

Jeff Sherr, Proj. Eng.

Paul Sinclair, Proj. Eng.

Linda Kennedy, Proj. Admin.

Brandi Sweaton, Project Admin.

Mike Mahoney Team Lead, PE, Comprehensive Solutions

Randy Jameson, Project Developer

Chad Althouse, Project Developer

Brad VanArsdale, Project Energy Engineer

Paul Sinclair, Proj. Eng.

To search: Click on “Edit” in tool bar and then “Find”.

Nate Whitney, Proj. Mgr.

Greg Votaw, Proj. Mgr.

SERVICE

Scott Ullrich, District Service Solutions Leader

Jesse Pugh, Area Service Mgr.

Paul Wilson, Area Service Manager

ADMINISTRATION

Linda Willis, Receptionist

Stephanie Leslie, Admin./Marketing

Angie Gensler, PACT Marketing Coordinator

Connie Dent, Proj. Admin.

r Needs to be moved to Springfield

Tracie Austin, Service Coordinator

Cherie Thursby, Proj. Admin.

Mike Burger, Service Estimator

SPRINGFIELD, MO (Q8)

KANSAS CITY DISTRICT

(417) 863-2110

FAX: (417) 863-2111

540 N. Cedarbrook

Springfield, Missouri 65802-6324

Rich Branham, S.E. (Q8-A06)

Stewart Rogers, S.E. (Q8-A07)

Rick Baldwin, Direct Sales

Kristen Rippe, Equip. Proj. Mgr.

Jerrold Fox, Equipment Estimator

Kerry McCarthy, Service Coordinator

OMAHA, NE (Q4)

KANSAS CITY DISTRICT

(See also Lincoln area office and Parts Center listed below)

(402) 331-7111

(402) 331-7111 – After Hours

FAX: (402) 331-5200

5720 S. 77th Street

Ralston, Nebraska 68127-4202

TREY FRUGE, DISTRICT MGR. (Q4-A00) (ext. 201)

SALES

DANNY SZEGDA, AREA MANAGER

Jamie Klootwyk Omaha General Sales Manager

Al Grosskurth (Q4-M24) (ext. 203)

Scott Messing, BAS Sales

Erin Rau BAS Sales (Q2-A71)

Mike Sockrider, EBS

Kaylinn Nienhueser, EBS

Troy Gibler, EBS (ext. 239)

Doyle Gill, EBS (Q4-M03) (ext. 229)

Robin Gentry, Project Mgr. (ext. 215)

David Ellenburger, Area Service Manager

Mike McElligott, Service Estimator (ext. 217)

Dave Raymond, PACT

Jerry Hummel, Service Team Leader. Mgr. (ext.218)

Darryl Whisenhunt, Service Dispatcher (ext. 258)

BAS

Gary Stessman, NE Area Contracting Solutions Manager (ext. 223)

Tom Billingsley, Proj. Mgr.

Eric Buter, Proj. Eng.

Greg Winkelmann, Proj. Mgr.

Brent Jackson, Proj. Mgr.

Don Tabor, Proj. Mgr.

Jacob Klima, Proj. Eng.

MARKETING/SAFETY

Glynda Grap (ext. 204)

ADMINISTRATION

Richard Lochmiller, Contracting Proj. Admin.

To search: Click on “Edit” in tool bar and then “Find”.

Marieann Carpenter, Contracting Proj. Admin.
Danielle Schneekloth, Service Proj. Admin.
Wendy Bollig, Service Dispatcher

LINCOLN, NE (Q4)

OMAHA DISTRICT

(402) 438-9220

FAX: (402) 438-9221

7800 O Street, Suite 101

Lincoln, Nebraska 68540

SALES

Josh Clausen (Q4-M30) (ext. 209)

Stacey McWilliams (Q4-M29) (ext. 206)

Jan Madsen, Estimator

BAS

Gary Voss, Project Manager

OKLAHOMA CITY, OK (L1)

OKLAHOMA DISTRICT

(See also Tulsa area office and Parts Centers listed below)

(405) 787-2237

(405) 787-2237 – 24-Hour Service

FAX: (405) 787-0752 – Sales

FAX: (405) 789-0887 – Administrative

305 Hudiburg Circle

Oklahoma City, Oklahoma 73108

TREY FRUGE, DISTRICT MGR.

Wendell Rames, Sales Mgr. (405) 717-7600

NEW SYSTEM SALES

Bryan Garcia, Sales Engineer (N.A.J.C.) (L1-R52) (ext. 614)

Cathy Suffridge, S.A. (ext. 612)

Matt Price, Equipment Manager (ext. 613)

Tony Arango, Sales Engineer (L1-R66) (ext. 611)

EXISTING BUILDING SALES

Mike Clark (L1-R47) (ext. 605)

Rhonda Going, Service Admin./Dispatch (ext. 602)

BAS

Denise Myers, BAS Admin. Asst. (ext. 647)

PARTS

MICHAEL THOELE, OPERATIONS MANAGER, PARTS & SERVICE (972) 406-6079

MARKETING

KYM DENNIS, MARKETING LEADER (972) 406-3603

COMMERCIAL OPERATIONS

TODD SIMMONDS, CONTRACTING/CONTROLS LEADER (972) 406-6014

Denise Myers, Contracting Project Admin. (ext. 647)

FINANCE/ENABLING

NANNETTE HUNTER, FINANCE LEADER (972) 919-2353

Robert Peck, LAN Admin. (972) 406-6091

TULSA, OK (L2)

OKLAHOMA DISTRICT

(918) 250-5522

(918) 250-5522 – 24 Hour Service

FAX: (918) 250-5419

2201 N. Willow Avenue

Broken Arrow, Oklahoma 74012

TREY FRUGE, DISTRICT MGR.

Mike Presson, Sales Mgr. (ext. 226)

NEW SYSTEM SALES

Matt Price, Equipment Manager (405) 787-7613

Chad Marazas, Sales Engineer Leader (L2-R64) (ext. 230)

Scott Sherwood (ext. 231)

Donna Koepsel, S.A. (ext. 221)

EXISTING BUILDING SALES

Walter Pendleton (L2-R53) (ext. 232)

To search: Click on “Edit” in tool bar and then “Find”.

Matt Meier (ext. 247)

Rob Wullenweber, Proj. Manager (ext. 239)

PARTS

MICHAEL THOELE, OPERATIONS MANAGER, PARTS & SERVICE (972) 406-6079

MARKETING

KYM DENNIS, MARKETING LEADER (972) 406-3603

COMMERCIAL OPERATIONS

TODD SIMMONDS, CONTRACTING/CONTROLS LEADER (972) 406-6014

FINANCE/ENABLING

Robert Peck, LAN Admin. (972) 406-6091

PARTS CENTERS:

KANSAS CITY, KS

Trane Parts Center

(913) 281-4222

FAX: (913) 281-9865

2700 Bi-State Drive Suite 700

Kansas City, Missouri 64108

Tom Kirker, Store Mgr.

Todd Padgett

Dennis Yancey, Portable Cooling Specialist

Bradley Roberts, Warehouse/Inside Sales

Dina Ax, Inside Sales

Melissa Ward, Outside Parts Sales

SPRINGFIELD, MO

TPC of Springfield

(417) 863-8888

FAX: (417) 863-8898

540 N. Cedarbrook

Springfield, Missouri 65802-6324

Mike Hampton, Store Mgr.

Chuck Smith, Inside Sales

TOPEKA, KS

Topeka Trane Parts Center

(785) 234-1333

FAX: (785) 379-9000

3820 NW 14th St.

Topeka, Kansas 66618

Lee Collard, Customer Service Representative

Chris Cain, Inside Sales rep

OMAHA, NE

Nebraska Trane Parts Center

(402) 331-7111

FAX: (402) 331-5200

5720 S. 77th Street

Ralston, Nebraska 68127

STEVE MCCARTY, Parts Mgr. (ext. 229)

Don Schroeder, Store Mgr. (ext. 230)

Andrew Schutz, Inside Sales

Dave Ommen, Outside Sales

OKLAHOMA CITY, OK

Oklahoma Trane Parts Center

(405) 787-2354

FAX: (405) 789-5681

305 Hudiburg Circle

Oklahoma City, Oklahoma 73127

Jeremy Alcon, Store Manager (ext. 629)

To search: Click on “Edit” in tool bar and then “Find”.

TULSA, OK

Oklahoma Trane Parts Center

(918) 250-5522

FAX: (918) 250-5419

2201 N. Willow Avenue

Broken Arrow, Oklahoma 74012

Alan Kizer, Store Manager

To search: Click on “Edit” in tool bar and then “Find”.

LAS VEGAS DISTRICT

Last updated April 1, 2012

LAS VEGAS, NV (W4)

LAS VEGAS DISTRICT

(See also Parts Center listed below)

(702) 876-7530

(702) 876-5255 – After Hours

FAX: (702) 876-5106

3036 S. Valley View Blvd.

Las Vegas, Nevada 89102

THOMAS C. LAWYER, DISTRICT MANAGER (W4-R00)

JOHN KOTEK, SALES MANAGER, N.A.E. (W4-R12)

Jeff Austin, NSS Business Dev. (W4-R44)

Jay Nutting (W4-R35)

Bradd Robison (W4-R05)

Lance Robinson (W4-R27)

Mike Aslanides (W4-R46)

Justin Klunk, Inside S.E.

Kyle Schoen, Inside S.E.

BAS

Kwame “KC” Coleman

Chris Peterson, Proj. Mgr., LAN Admin.

Energy Services

Kwame “KC” Coleman

EXISTING BUILDING SALES

Paul Dugan

J.J. Jackson

Dennis Downing

Jackie Finley, S.A.

Sharon Linder, S.A.

SERVICE

Randy Tussing, Service Mgr.

Roger Derrick, Service Supervisor

Marketing

Marisa Finetti

FINANCE

William Luthy, Controller

PARTS CENTER

AC Systems Supply/Las Vegas Parts Center

William Luthy, Manager

Lauren Sardina, Outside Sales

(702) 257-2787

FAX: (702) 876-8714

3036 S. Valley View Boulevard

Las Vegas, Nevada 89102

To search: Click on “Edit” in tool bar and then “Find”.

LITTLE ROCK DISTRICT

Last updated May 1, 2012

LITTLE ROCK, AR (K3)

LITTLE ROCK DISTRICT

(See also Springdale area office and Parts Centers listed below)

(501) 661-0621

(501) 661-1058 – After Hours

FAX: (501) 661-9109

1501 Westpark Drive, Suite 9

Little Rock, Arkansas 72204-2482

WILLIAM A. HARRISON, DISTRICT MGR. (K3-H00) (ext. 3223)

MIKE McCLELLAN, GENERAL SALES MGR. (K3-H06) (ext. 3232)

Greg Blair, NSS Sales Team Leader (K3-H27) (ext. 3230)

Chris Ahne, NSS (K3-H28) (ext. 3256)

Melissa Freeman, NSS (K3-H31) (ext. 3246)

Bill Simpson, NSS (K3-H36) (ext. 3253)

Jake Skinner, NSS (K3-H42) (ext. 3255)

Coby Sutton, EBS (K3-H33) (ext. 3271)

Billy Lewis, EBS (K3-H37) (ext. 3240)

Glen Irvin, EBS (K3-H43) (ext. 3287)

David True, EBS (K3-H44) (ext. 3286)

Todd Castleberry, Inside Sales Team Leader (ext. 3237)

Mike Welborn, Inside Sales (ext. 3669)

Brian Swindle, CFO (ext. 3265)

Terry C. Thompson, Human Resources (ext. 3234)

Brett Bolan, LAN Admin. (ext. 3241)

Cortney Herbst, Marketing (ext. 3242)

Frank Mayfield, Energy Services Manager

Drew Harrison, Operations Manager

SPRINGDALE, AR (G5)

LITTLE ROCK DISTRICT

(479) 361-2030

(479) 361-5994 – After Hours

FAX: (479) 361-5977

2499 S. Maestri Road

Springdale, Arkansas 72762

James C. Bradford, Sales Team Leader (G5-H03) (ext. 224)

Sam Browning, NSS (G5-H21) (ext. 223)

Tom Calhoun, EBS (G5-H25) (ext. 236)

Ben Dye, BAS Sales (G5-H23) (ext. 230)

Shaun Penny, EBS (G5-H26) (ext. 240)

Anders Hallstrom, BAS Sales (G5-H28)

Mark Raabe, Inside Sales Team Leader, N.A.J.C. (ext. 227)

Adam Frankenberger, Inside Sales, LAN Admin. (ext. 244)

Shanna Harrington, Customer Service (ext. 228)

Frank Mayfield, Energy Services Manager (ext. 235)

Mike Franklin, Service Field Mgr. (ext. 231)

Sheldon Jensen, BAS Mgr. (ext. 233)

PARTS CENTERS:

Parts Center Admin. for all 4 Locations

1501 Westpark Drive, Ste 9

Little Rock, Arkansas 72204

(501) 661-0621

501-537-0678 – Fax

Virginia Green, Sales Manager

Doug King, Operations Manager

Brian Swindle, Finance Manager

Tracy Fort, Accounting

Tanya Martin, Warranty Administrator

To search: Click on “Edit” in tool bar and then “Find”.

LITTLE ROCK, AR

Trane HVAC Parts & Supplies

(501) 661-0667 (ext. 2 then 3)

FAX: (501) 666-2409

19 Colonel Glenn Plaza Drive, Ste 100

Little Rock, Arkansas 72210

Virginia Greene, Parts Manager (ext. 602)

Pam Gangluff, Store Manager

Anthony Slater, Warehouse Coordinator

Chris Noblett, Outside Sales & Rentals

Monroe Relford, Inside Sales

Bill Houston, Inside Sales

Brad Ratliff, Outside Sales

SPRINGDALE, AR

Trane HVAC Parts & Supplies

(479) 725-1390

FAX: (479) 725-1395

616 Madison Street

Springdale, Arkansas 72762

Josh Cannedy, Store Manager

David Chase, Outside Sales

FORT SMITH, AR

Trane HVAC Parts & Supplies

(479) 424-2444

FAX: (479) 424-2446

4500 Phoenix Avenue

Fort Smith, Arkansas 72903

Zachary Zitzmann, Store Manager

Tito Villarreal/Warehouse/Inside Sales

TEXARKANA, TX

Trane HVAC Parts & Supplies

(903) 838-0521

(903) 838-0522

FAX: (903) 838-0523

3101 West 7th

Texarkana, TX 75501

Andrew Brewer, Store Mgr.

B. J. Begoon/Warehouse/Inside Sales

To search: Click on “Edit” in tool bar and then “Find”.

LONDON DISTRICT

Last updated April 1, 2012

LONDON, ONTARIO (CM)

LONDON DISTRICT

(See also Windsor, ON area office listed below)

(519) 453-3010

(519) 453-3010 – After Hours

FAX: (519) 453-3024

8 Belleisle Court

London, Ontario N5V 4L2

NORM CLARKE, DISTRICT MGR. (CM-C07)

John Csoborko, S.E. (CM-C07)

Susan Freitas-Jaques S.A.

Greg Keyes, EBS

Dan Spiegelberg, Service Mgr.

Victor Bispo, BAS Mgr.

Bob Hayes, Parts Mgr.

Cheryl Anderson, Outside Parts Sales

Lisa Chomos, Inside Parts Sales

Nathan Brhelle, LAN Admin.

Sue Keating, Finance & Operations Manager

WINDSOR, ONTARIO (CM)

LONDON DISTRICT

(519) 256-7922

(519) 256-8519 – After Hours

FAX: (519) 256-4063

6210 Hawthorne Drive

Windsor, Ontario N8T 1J9

Herman Palmer, S.E. (CM-C09)

Josh Palubiski, S.E. (CM-C09)

Jon Palmer, S.E. (CM-C09)

Rebekah Macklin, S.A.

Anita Gatti, EBS

To search: Click on “Edit” in tool bar and then “Find”.

LOUISVILLE DISTRICT

Last updated April 1, 2012

LOUISVILLE, KY (P3)

LOUISVILLE DISTRICT

(See also Evansville & Lexington offices and Parts Centers listed below)

(502) 499-7000

(502) 499-0716 – Voice Mail

(502) 499-7003 – After Hours

FAX: (502) 499-7870

12700 Plantside Drive

Louisville, KY 40299-6387

W. FRANK HARSHAW, DISTRICT MGR. (P3-H00) (ext. 7757)

RICHARD PICKREN, VICE PRESIDENT – FINANCE (ext. 7839)

TOM ABELE, VICE PRESIDENT – BUSINESS DEV. (ext. 7700)

SYSTEMS BUSINESS

JEFF AKIN, AREA SALES MGR. (ext. 7743)

Jim Aigner, Sales Engr. (P3-H37) (ext. 7771)

Marty Cusick, N.A.E. (P3-H44) (ext. 7776)

Greg Faltin, Sales Engr. (P3-H52) (ext. 7779)

Jay Faltin, Sales Engr. (P3-H57) (ext. 7707)

Jonathan Henkel, Sales Engr. (ext. 7834)

Andy Bidwell, Inside Sales (ext. 7830)

Aaron Burgin, Inside Sales (ext. 7772)

Rick Speak, Inside Sales (ext. 7846)

Donna LaVon, N.A. Cust. Serv. Spec. (ext. 7780)

MARKETING

GINNY HARSHAW, VICE PRESIDENT – MARKETING (ext. 7768)

Laura Whitus, Marketing & Communications Leader (ext. 7770)

INFORMATION TECHNOLOGY

Chris Miller, IT Mgr. (ext. 7767)

SERVICE

RANDY CUMMINS, DISTRICT SERVICE MANAGER (ext. 7778)

DANNY TAYLOR, EBS SALES COACH. (ext. 7752)

Kurt Barrett, Serv. Sales (ext. 7744)

John Faith, Serv. Sales (ext. 7746)

Steve Hampton, Serv. Sales (ext. 7748)

Kyle Johnson, Serv. Sales (ext. 7749)

Christy McGuire, Sales Engr. (ext. 7797)

Lou Nasti, Serv. Sales (ext. 7792)

Candy Weddington, Serv. Sales (ext. 7722)

TRANE HVAC PARTS & SUPPLIES

RICK BURCH, PARTS CTR. MGR. (ext. 7851)

Jeromy Hobbs, Store Mgr. LVL (ext. 7808)

Tony Balmer, Outside Sales LVL (ext. 7850)

Keith Blanford, Outside Sales EVS (ext. 4610)

Marc Meshell, Outside Sales LVL (ext. 7856)

Brad Niehaus, Outside Sales EVS (ext. 5234)

Tim Richardson, Outside Sales BG (ext. 7610)

Andy Taylor, Outside Sales LVL (ext. 7868)

ENERGY SERVICES

TOM ABELE, VICE PRESIDENT – BUSINESS DEV. (ext. 7700)

Ty Vierling, Energy Services Business Leader (ext. 7847)

Joe Hatton, Controls Team Leader (ext. 7796)

Mark Begle, Sales Appl. Eng. (ext. 7701)

Jeff Carpenter, Project Developer (ext. 7774)

A J Grome, Acct. Mgr. (ext. 7789)

Kevin Heuser, Acct. Mgr. (ext. 7709)

Brian Kelly, Sales Appl. Eng. (ext. 7703)

Brandon Marcum, Sales Eng. (ext. 7705)

Ernie Tacogue, Sales Eng. (ext. 7708)

Glen Thomas, BAS Proj. Mgr. (ext. 7725)

Frank Weiss, Acct Mgr. (ext. 7786)

To search: Click on “Edit” in tool bar and then “Find”.

EVANSVILLE, IN (P6)

LOUISVILLE DISTRICT

(812) 421-8725

FAX: (812) 421-8735

1024 E. Sycamore Street

Evansville, Indiana 47714

Brad Barton, Sales Engr. (ext. 5206)

Matt Snow, Sales Engr. (ext. 5203)

Larry Davis, Serv. Sales (ext. 7463)

Jim Hirsch, Strategic Acct. Dev. (ext. 5204)

Darren Savage, Inside Sales & N.A.J.C. (ext. 5210)

LEXINGTON, KY (P5)

LOUISVILLE AREA OFFICE

LOUISVILLE DISTRICT

(859) 514-7000

FAX: (859) 514-7870

2350 Fortune Drive

Lexington, Kentucky 40509-4125

CHRIS DUCAS, AREA SALES MGR. (ext. 4024)

Scott Sandberg, Sales Engr. (ext. 4009)

Dawn Ecklar, Outside Sales Rep. (ext. 4039)

Eric Wilson, Sales Engr. (ext. 4043)

Doug Donaldson, Inside Sales & N.A.J.C. (ext. 4004)

Matt Ihle, Inside Sales (ext. 4041)

Jon Lehr, Serv. Sales (ext. 4019)

Joe Sykes, Serv. Sales (ext. 4003)

TRANE HVAC PARTS & SUPPLIES:

BOWLING GREEN, KY

Trane Parts Center

(270) 846-7611

FAX: (270) 846-7601

141 Center Street

Bowling Green, Kentucky 42101

Rick Burch, Parts Mgr.

EVANSVILLE, IN

Trane Parts Center

(812) 421-8700

FAX: (812) 421-8730

1024 E. Sycamore Street

Evansville, Indiana 47714

Rick Burch, Parts Mgr.

LEXINGTON, KY

Trane Parts Center

(859) 514-7011

FAX: (859) 514-7870

Turner Business Center

2350 Fortune Drive

Lexington, Kentucky 40509

Rick Burch, Parts Mgr.

LOUISVILLE, KY - EAST

The Trane Parts Center

(502) 499-7011

FAX: (502) 499-0307

12850 Plantside Drive

Louisville, Kentucky 40299

Rick Burch, Parts Mgr.

To search: Click on “Edit” in tool bar and then “Find”.

LOUISVILLE, KY – DOWNTOWN

The Trane Parts Center

(502) 410-7998

FAX: (502) 587-9850

1000 East Market Street, Suite B

Louisville, Kentucky 40206

Rick Burch, Parts Mgr.

To search: Click on “Edit” in tool bar and then “Find”.

MEMPHIS DISTRICT

Last updated April 1, 2012

MEMPHIS, TN (K2)

MEMPHIS DISTRICT

(See also Parts Centers listed below)

(901) 345-6000

(901) 345-6000 – After Hours & Voice Mail

FAX: (901) 345-2803

1775 Pyramid Place, Suite 100

Memphis, Tennessee 38132

BRIAN DURR, DISTRICT MANAGER – (410) 967-9837

JOEL WINSTEAD, SALES MANAGER (2822) (901) 568-6028

TAMEKA HOLDER, DISTRICT HUMAN RESOURCES MANAGER (615) 585-3514

SONDA LONG, DISTRICT FINANCE LEADER (615) 594-9470

MIKE BOEHM, DISTRICT EQUIPMENT SOLUTIONS MANAGER (615) 828-6446

MIKEL CARR DISTRICT SERVICE SOLUTIONS LEADER (804) 467-4714

ERIC SIMON DISTRICT CONTRACTING SOLUTIONS LEADER (615) 624-0586

DAVID VITT DISTRICT SAFETY LEADER (615) 406-9590

INDIRECT SALES

Russ Phillips (K2-H63) (ext. 2853)

Jeff McAlexander (K2-H12) (ext.2898)

Shawn Bodkin (K2-H31) (ext. 2825)

Ryan Stephens (ext. 2878)

Forrest Exley (ext. 2885)

Shanna Poe, Project Manager (ext. 2829)

OWNER DIRECT SALES

Martin Petrusek (K2-H70) (ext. 2832)

Jerry Barham (K2-H75) (ext. 2854)

Jim Crone (K2-H89) (ext. 2824)

Jeff Trimble (K2-H91) (ext. 2972)

Howell Evans (K2-H92) (ext.2993)

Andrew Oppenheim (ext. 2830)

Jamie Gerald, Area Service Manager (ext. 2817)

Bryan Shinault, Service Team Leader (ext. 2823)

Chris Trimble, Service Team Leader (ext. 2833)

Sharon Lucas, Service Estimator (ext. 2992)

Ida Johnston, Service Coordinator (ext. 2870)

Sara Joyner Project Administrator – Service (ext. 2856)

CONTRACTING SOLUTIONS

Todd Johnson, BAS Project Mgr. (ext. 2893)

Randy Miller, BAS Project Engineer (ext. 2871)

Garrett Reynolds, Contracting Project Admin. (ext. 2851)

Jason Kiper, Control Solutions Sales (ext.2849)

Maryam Acklin, Administrative Assistant (ext. 2000)

PARTS CENTERS:

SCOTT PARSONS – DISTRICT PARTS MANAGER – cell (901) 590-6592

Trane Parts Center of Memphis

(901) 345-6091

FAX: (901) 345-6092

5222 Pleasant View Road

Memphis, Tennessee 38134

Jamon Gabriel, Inside Sales (ext. 140)

Keith Nance, Inside Sales (ext. 135)

Caton Brooks, Inside Sales (ext. 141)

Nathan Dixon, Outside Sales (ext. 146)

Tray Spann, Outside Sales (ext. 145)

Terry Johnson, Warehouse Coordinator

To search: Click on “Edit” in tool bar and then “Find”.

Trane Parts Center of Jackson
(731) 424-0200
FAX: (731) 424-2077
333 Bellevue Road
Jackson, Tennessee 38301

Michael Holt, Inside Sales
Tracy Laster, Inside Sales

Trane Parts Center of Jonesboro
(870) 268-0281
FAX: (870) 268-6581
2905 Caprice Parkway
Jonesboro, Arkansas 72404
John Owens, Store Manager
Michael Poppleton, Outside Sales
Jeremy Vestal, Inside Sales

To search: Click on “Edit” in tool bar and then “Find”.

MIAMI DISTRICT

Last updated April 1, 2012

MIAMI, FL (H4)

MIAMI DISTRICT

(See also West Palm Beach area offices and Parts Centers listed below)

(305) 592-0672 (Dade)

(305) 592-0672+6 During Recording – After Hours

(954) 499-6900 (Broward)

(954) 499-6900+6 During Recording – After Hours

FAX: (954) 499-6901 – Main (Broward)

FAX: (305) 592-7373 – Main (Dade)

FAX: (305) 592-0221 – Sales

FAX: (305) 592-2969 – BAS

FAX: (305) 470-9318 – Service

Miramar Park of Commerce

2884 Corporate Way

Miramar, Florida 33025

LOU ZACCONE, DISTRICT MGR. (H4-T00) (ext. 71169)

Jack Walsh, Contracting Solutions Mgr. (ext. 71184)

Mike Levine, Service Solutions Mgr. (ext. 71146)

Nelson Ulloa, Sales Manager Controls (ext. 71107)

ACQUISITION – INDIRECT SALES

Fernando Lagomasino, Area Manager (ext. 171157)

Carlos Soberon, Controls Team Leader (ext. 71122)

Al Martinez, LCU Sales Spec. (ext. 71827)

Cherie Fleming-Erbrick, Acct. Mgr. (ext. 71123)

Jose Perez, Sr. Acct. Mgr. (H8-T66) (ext. 71197)

Mike Balko, Acct. Mgr. (ext. 71123)

Vivian Varela, LCU Sales Spec. (ext. 71821)

Renny Urdaneta, Acct. Mgr. (ext. 71152)

Michael Davidson, Acct. Mgr. (H4-T62) (ext. 71121)

Arman Pradhan, Acct. Mgr. (ext. 71757)

Rafael Del Valle, Acct. Mgr. (ext. 71134)

ACQUISITION – DIRECT SALES

Alvaro Hernandez, Acct. Mgr. (H8-T82) (ext. 71733)

Bernie Martinez, Acct. Mgr. (ext. 71735)

David Toll, Acct. Mgr. (H8-T92) (ext. 71104)

David Wills, Acct. Mgr. (ext. 71113)

Rick Becraft, Sr. Acct. Mgr. (H8-T70) (ext. 71118)

Roberto Masson, Acct. Mgr. (H8-T74) (ext. 71106)

Brad Ruzyski, Acct. Mgr. (ext. 71743)

Jeremy Caldwell, Acct. Mgr. (ext. 71128)

Brian Irvine, Acct. Mgr. (ext. 71725)

Tomas Vignale, Acct. Mgr. (ext. 71192)

Manny Vargas, Acc. Mgr. (ext. 71727)

Reed Frary, Acct Mgr. (ext. 71102)

BUSINESS DEVELOPMENT

Tom Graham, Business Development Leader (ext. 71179)

Stuart Podolnick, Business Development – Health Care (ext. 71180)

Dennis Blake, Acct. Mgr., (ext. 71105)

Steve Corson, Acct. Mgr. (H6-T47) (ext. 71731)

Bob Tronu, Acct. Executive

FINANCE & ADMINISTRATION

Roger Herzog, District Financial Leader (ext. 71141)

HUMAN RESOURCES

Selma Afong, District HR Mgr. (ext. 71153)

MARKETING/TRAINING

Ozzie Fortun, District Marketing/Training Mgr. (ext. 71191)

MIS

Laubner Siquiera, Office Infrastructure Services

Sales and Distribution IT/IS (ext. 71752)

To search: Click on “Edit” in tool bar and then “Find”.

WEST PALM BEACH, FL (H6)

MIAMI DISTRICT

(561) 683-1521

(561) 683-1521+6 During Recording – After Hours

FAX: (561) 697-8714

6965 Vista Parkway North

Suite 11

West Palm Beach, Florida 33411

ACQUISITION – INDIRECT SALES

Chris Cowling, Acct. Mgr. (H4-T62) (ext. 71340)

Joseph Neri, Acct. Mgr. (ext. 71304)

ACQUISITION – DIRECT SALES

Robert Lewis, Acct. Mgr. (ext. 71319)

Marty Moss, Acct. Mgr. (H6-T50) (ext. 71316)

James DeSousa, Acct. Mgr. (ext. 71321)

Jim Neveils, Acct. Mgr. (ext. 71315)

Kyle Del Piano, Acct. Mgr. (ext. 71305)

PARTS CENTERS:

Betsy Savino, Parts Mgr. (ext. 71142)

POMPANO BEACH, FL

Trane Parts Center of South Florida

(954) 360-7707

FAX: (954) 360-7666

2103 SW 3 Street

Pompano Beach, Florida 33069

Dan Cromer, Parts Store Leader (ext. 71252)

MIAMI, FL

Trane Parts Center of South Florida

(305) 470-2300

FAX: (305) 470-2319

2660 NW 89 Court

Miami, Florida 33172

Julio Ruiz, Parts Store Leader (ext. 71808)

WEST PALM BEACH, FL

Trane Parts Center of South Florida

(561) 683-3306

FAX: (561) 683-8805

6965 Vista Parkway North, Suite 11

West Palm Beach, Florida 33411

Jimmy Carden, Parts Store Mgr. (ext. 71345)

PORT ST. LUCIE, FL

Trane Parts Center of South Florida

(772) 621-3200

Fax: (772) 621-3201

400 NW Enterprise Drive

Port St. Lucie, Florida 34986

Jimmy Carden, Parts Store Mgr. (ext. 71003)

MIRAMAR, FL

Trane Parts Center of South Florida

(954) 447-6540

Fax: (954) 447-6555

11600 Miramar Parkway, Suite 500

Miramar, FL 33025

Craig McDonell, Parts Store Mgr. (ext. 71636)

To search: Click on “Edit” in tool bar and then “Find”.

MINNESOTA/DAKOTAS DISTRICT

Last updated April 1, 2012

TWIN CITIES, MN (S3)

MINNESOTA-DAKOTAS DISTRICT

(See also Fargo, Rapid City and Sioux Falls Areas Offices and Parts Centers listed below)

(651) 468-2700 – Main line

(651) 468-2700 – After Hours

(651) 468-2800 – Service

(651) 468-2710 – National Accounts

FAX: (651) 468-2720

775 Vandalia Street

St. Paul, MN 55114

MITCHELL FARRELL, DISTRICT MANAGER (ext. 2701)

KEVIN STOSS, DISTRICT FINANCIAL LEADER (ext. 2708)

Susan Antolik, Senior Accountant (ext. 2722)

Tara Russell, Safety Coordinator, HR, Payroll (ext. 2730)

Kimberly Fitzgerald, Executive Assistant (ext. 2702)

Jason Stein, LAN Administrator III (ext. 2751)

Tara Russell, District Human Resources Leader (ext. 2703)

INDIRECT SALES

Chris Tanaka, DISTRICT INDIRECT SALES LEADER (S3-S35) (ext. 2706)

Seth Degeest, Account Manager - Equipment (S3-T00) (ext. 2732)

Nate Illies, Equipment Fullfilment Team Lead - Equipment (ext. 2740)

Jim Kandels, Lead New Equipment Estimator (ext. 2744)

Jeff Peterson, Engineering Team Lead - Equipment (S3-P83) (ext. 2757)

Mark Rekowski, Account Manager - Equipment (S3-T00) (ext. 2761)

Randy Schock, Account Manager - Equipment (S3-T00) (ext. 2765)

, Lead New Equipment Estimator (ext. 2769)

, Account Manager - Equipment (S3-T01) (ext. 2771)

Rick Youngdahl, Account Manager - Equipment (S3-T01) (ext. 2778)

DIRECT SALES

Chris Tanaka, General Sales Manager (ext. 2783)

Denice Moen, Sales Administration Tem Lead, (ext.2754)

Jay Behnken, Sales Team Leed - Metro - Complex (S3-P78) (ext. 2715)

Randy Benedict, Account Manager - Turnkey (S3-S12) (ext. 2725)

Steve Grandelis, Equipment Solutions Leader (S3-P40) (ext. 2737)

Renae Holthaus, Project Manager - Equipment (ext. 2739)

Valerie MacAlpine, Project Developer – (ext. 2750)

Matt Medvec, Account Manager - Complex (S3-P77) (ext. 2716)

Russ Prososki, Account Manager - Own Dir. Ctrl. (S3-S41) (ext. 2759)

Jake Quinn, Account Manager - Turnkey (S3-S44) (ext. 2760)

John Sandok, Project Estimator – Controls (ext. 2763)

Sharon Schnittgen, Project Administrator - Controls (ext. 2764)

CONTRACTING AND SERVICE OPERATIONS

Rod Cook, Operations Leader (ext. 2788)

Bill Amann, Account Manager - Service (S3-S33) (ext. 2721)

David A. Bakke, Account Manager - Service (S3-S10) (ext. 2724)

Ed Zepeda, Sales Team Lead – surrounding area – Service (ext. 2717)

Michele Larson, Project Administrator – Service (ext. 2801)

Karen Burgett, Equipment Project Manager (ext. 2729)

Bob Johnson, Technical Support (West) (ext. 2742)

, Equipment Project Manager (ext. 2746)

Margaux George, Project Manager (ext. 2736)

Project Administrator – Contracting (ext. 2775)

Mike Witzel, Area Service Manager (East) (ext. 2776)

Marco Hunt, Account Manager (ext. 2733)

, BAS Controls (ext. 2728)

To search: Click on “Edit” in tool bar and then “Find”.

FARGO, ND (S1)

MINNESOTA-DAKOTA DISTRICT

(701) 235-0521

FAX: (701) 293-3136

300 45th Street So Suite 110

Fargo, North Dakota 58103

MITCHELL FARRELL, DISTRICT MANAGER

INDIRECT SALES

INDIRECT SOLUTIONS LEADER

Fargo Sales Team (S1-K18)

Scott Carlson, BAS Sales Account Manager

Sarah Franson, PM Equip. Appl. Specialist

Bryan Ficek, PM Account Manager

Clint Wolf, S.E. Account Manager

Rachel Vanderplaats, Equip. Project Manager

Shane Eskelson, Account Manager

Nancy Paulson, Service Coordinator

OWNER DIRECT SALES

DIRECT SOLUTIONS LEADER, OPEN

Dawn Brobst, Owner Sales, Account Manager

Doug Rapske, Owner Sales, Owner Direct Account Executive

SERVICE SOLUTIONS

SERVICE SOLUTIONS LEADER, BOB DAVIS

Russ Schell, Area Service Manager

CONTRACTING

CONTRACTING OPERATIONS LEADER, STAN DAVIS

Greg Mitzel, Project Manager

Jason Hemmer, Project Engineer, Contracting Engineer Specialist

FINANCE

Stacy Krabbenhoft, District Productivity Leader

RAPID CITY, SD (R6)

MINNESOTA-DAKOTA DISTRICT

(605) 342-7929

FAX: (605) 342-7930

6807 Sturgis Road

P O Box 469

Black Hawk, South Dakota 57718

MITCHELL FARRELL, DISTRICT MGR

TOM VAN WYHE, GENERAL MGR

Jason Duwenhoegger, Account Manager Indirect Sales

Curtis Strong, Account Manager

SIOUX FALLS, SD (R6)

MINNESOTA-DAKOTA DISTRICT

(605) 336-8500

(605) 336-8500 – After Hours

FAX: (605) 336-0824

3500 South First Avenue, Suite 150

Sioux Falls, South Dakota 57105

MITCHELL FARRELL, DISTRICT MGR

TOM VAN WYHE, GENERAL MGR

BRENT TJEERDSMA, SALES MGR. (R6-V04) (ext. 13)

Rob Marshall (R6-V04) (ext. 17)

Jeff Horstmeyer (R6-V04) (ext. 12)

Patrick Ellison, EBS (ext. 22)

Corey Ulrickson, EBS (ext. 14)

Kacie Schneider, Account Manager Indirect (ext. 27)

Cheryl Edblom, Rep. Prod. Sales (ext. 20)

Matthew Davelaar, Eqpt. Solutions Mgr. (ext. 29)

To search: Click on “Edit” in tool bar and then “Find”.

PARTS CENTERS

TWIN CITIES, MN

Trane Parts Center
(612) 861-1705
FAX: (952) 767-0436
7860 12th Avenue South
Bloomington, Minnesota 55425
Cheryl Hallum, Parts Store Manager (ext. 7306)
BILL STEWART, DISTRICT PARTS SOLUTIONS LEADER (ext. 7311)

Trane HVAC Parts and Supplies
(651) 468-2200
FAX: (651) 468-2237
720 Vandalia
St. Paul, MN 55114
Cheryl Hallum, Parts Store Manager

FARGO, ND

Trane
701-235-7290
FAX: 701-799-0813
300 45th St S
Fargo, North Dakota 58103
BILL STEWART, DISTRICT PARTS MANAGER (ext. 7311)
Al Hill
Baxter Pearson

SIOUX FALLS, SD

Trane Company of Sioux Falls
(605-373-8167
FAX: (605-334-4053
609 N. Kiwanis
Sioux Falls, South Dakota 57104
Curt Floyd, Store Mgr. (ext. 18)
Jerry Cross
BILL STEWART, DISTRICT PARTS MANAGER (ext. 7311)

To search: Click on “Edit” in tool bar and then “Find”.

NEW YORK_NEW JERSEY DISTRICT

Last updated April 1, 2012

NEW YORK, NY (B3)

NEW YORK_NEW JERSEY DISTRICT

(See also Long Island, North Jersey and Westchester area offices and Parts Centers listed below)

(718) 269-3600

FAX: (718) 269-3601

45-18 Court Square

Long Island City, New York 11101-4347

STEPHEN F. WEY – DISTRICT MANAGER

ALICE BLUME-YACKAVAGE, OPERATIONS LEADER

ANDREW MERRILL – INDIRECT TEAM LEADER

Stuart L. Gaffin (B3-A07)

Lisa Hawkins (B3-B08)

J. Timothy Lomax (B3-A50)

Anton Nicaj – Comprehensive Solutions Acct. Specialist

Stuart Gomez, City Desk (New York)

Grant B. Winston

Anthony Sannazzaro

Louis Martinelli

Ian Premak

Joseph Evangelista

Joey Schmitz

Kelli Kaskiw

Ben Santagata

Taylor Reese

Karl Rudow – ICS Sales

Erica Ocasio Bid Coordinator

Emily Caporale – PA/PM

Darnell Barton – PA/PM

Jamie Clifton – PA/PM

Jane A. Esposito, Marketing/Training Manager

John Christ BAS Operations Manager NY/NJ

Steve Treulich – BAS Service Operation Leader NY

Marc Murren – BAS Service Operation Leader NJ

NEW YORK SERVICE SALES

LAWRENCE BETTELLO, DIRECT TEAM LEADER

George J. Elia (B3-A39)

Peter J. Gunther (B3-A19)

Brandon Bennett

Anthony Carey

John M. Esposito

Lauren Spinnelli

Parrish Johnson

Lisa Sperling – PA/PM

Jacques Alexandre

Kevin Rodrigo - GTP

TODD COULARD – ENERGY SERVICE MANAGER

Paul M. Ramoino, S.E. (B3-A69) in Energy Services

John Campbell

Fred Limpert

SCOTT LEWIN – Comprehensive Solution Manager

Erin Lattalladi

Daniel Palino – Project Mgr. NY

Kurt Framhein – Project Mgr. NJ

William Coffey – Project Mgr. NY

Atul Gupta, NJ

Greg Fisher - Project Developer

Human Resources

THERESA MCGLINCHEY– HUMAN RESOURCE MANAGER

To search: Click on “Edit” in tool bar and then “Find”.

LONG ISLAND, NY (B4)

NEW YORK_NEW JERSEY DISTRICT

(718) 269-3600

FAX: (718) 269-3758

225 Oser Avenue

Hauppauge, New York 11788

RICHARD I. HALLEY, AREA MANAGER, LONG ISLAND

Andrew Wallace (B4-A64)

James Hanna, Account Manager

Monique Ortiz, PA/PM

Gregory Greig, Team Leader Fullfillment

Christopher Zacccone, Application Engr.

Yusuf Murat, Account Manager

Brian Daigle, Account Manager

Dan Cilla – Account Manager

John Reilly ICS Sales LI

Ron Kilcarr, ICS Sales LI

SERVICE SALES

Gary W. Anderson, Serv. Group Leader (B3-A18)

Christopher Teller, Acct. Mgr.

Steve Kropp

WESTCHESTER, NY (B5)

NEW YORK_NEW JERSEY DISTRICT

(914) 593-0303

FAX: (914) 593-7222

11 Clearbrook Road

Elmsford, New York 10523

Steve Obstein, Indirect Team Leader

Ed Szott – Westchester

Thomas Reyes – Account Manager (ext. 12121)

Beverly Brito, PM (ext. 109)

NORTH JERSEY, NJ (B6)

NEW YORK_NEW JERSEY DISTRICT

(973) 887-8800 – Sales & Service

(973) 887-8800 – After Hours

FAX: (973) 887-8844

4 Wood Hollow Road

Parsippany, New Jersey 07054

STEPHEN F. WEY – DISTRICT MANAGER

ALICE BLUME-YACKAVAGE, OPERATIONS LEADER

STEVE OBSTEIN INDIRECT SALES MANAGER

Don Reid – Water Treatment Specialist

Team 1

Thomas Reyes (B6-A69) (ext. 12121)

Faycal Sidhoum (B6-A88) (ext. 12177)

Team 3

James Kish (B6-A48) (ext. 12117)

Keith Jandora (B6-A16) (ext. 12128)

Jennifer Lavery, PM (ext. 12119)

Team 4

Al Metzger, A.E. (B6-A18) (ext. 12125)

Christopher Baker, A.E. (B6-A58) (ext. 12118)

Kevin Padnes (B6-A51) (ext. 12169)

Marie D'Arienzo, PM (ext. 12127)

Team 5 – Fulfillment Team

Beverly Brito, PM (ext. 12122)

Bernadette Halpin, PA (ext. 12129)

Jessica Italiano, PM (ext. 12133)

Karen Schulze, PM (ext. 12123) – Team Leader

Chiller Rental

Kirk Cerkowicz

To search: Click on “Edit” in tool bar and then “Find”.

Wally Macko

Application Engineering Team

Christopher Banko, Application Specialist (ext. 12182)

Kimberly Gould, Application Project Administrator (ext. 12154)

Philip Quense, New Equipment Sales Estimator (ext.

Chris Zimmermann, Application Spec. (ext. 12116)

OWNER DIRECT

Art Roberts, Direct Sales Leader, Energy Services Manager

Frank Barriero (B6-A62) (ext. 12159)

Steve Beaulieu (B6-A63) (ext. 12158)

Joe Biondi (B6-A) (ext. 12141)

Shannon Bongiorno (B6-A67) (ext. 12143)

Eric Girtanner (ext. 12156)

Greg Hueston (B6-A61) (ext. 12157)

Lewis Ischinger (B6-A92) (ext. 12185)

Lita Mitchell, PA (ext. 12142)

CONTRACTING SOLUTIONS – BAS/ICS

Marc Murren – Operations Team Leader

Wayne Gough, PM (ext. 12166)

Todd Hafer, PM. (ext. 12176)

Dan O'Connor, Account Mgr., Team Leader Project Developer Turnkey, Energy and PACT

Carmine Sammarco, Estimator (ext. 12165)

Kent Silveria, Account Mgr. (ext. 12120)

Tony Blunt, PM, Area Manager Service (ext. 12183)

Randall Post, Account Mgr. (ext. 12163)

Atul Mody, Team Leader, Operations and Productivity Controls

Brian Gilligan, PM (ext. 12174)

MARKETING & COMMUNICATIONS

Kristin Kubicki, Marketing Manager (ext. 12136)

COMPREHENSIVE SOLUTIONS

Jeff Koziol (ext. 13505)

Anton Nica

PARTS CENTERS:

NEW YORK

Trane New York Parts

(718) 269-3600

FAX: (718) 269-3684

45-18 Court Square

Long Island City, New York 11101-4347

John Stanchak, District Operations Parts Leader

Osland Borrowes – Team Leader

Timothy Waldron – Inside Sales

Anthony Minieri- Inside Sales

Ronald Poarangan – Outside Sales

Helen Hristoforatos – Outside Sales

Ben Bogan – Refrigeration Sales

Trane New York Parts

(914) 593-0303

FAX: (914) 593-7222

11 Clearbrook Road

Elmsford, New York 10523

Doug Witters, Team Leader

Eiton Kamelgarn, Inside Sales (ext. 103)

Trane New York Parts

(718) 269-3600

FAX: (718) 269-3758

225 Oser Ave., Suite 500

Hauppauge, New York 11788

John Patterson – Team Leader Parts

John A. Smith, Outside Sales

Kurt Paeper, Inside Sales

To search: Click on “Edit” in tool bar and then “Find”.

Greg Ludyny, Inside Sales

NEW JERSEY

Trane Parts Center of New Jersey

(973) 882-3220

FAX: (973) 882-5592

P. O. Box 154

26 Chapin Road

Pine Brook, New Jersey 07058

John Stanchak, District Operations Parts Leader

Bruce Hanna Manager of Pine Brook

Ken Burnett, City Desk (973) 882-1229

Robert White

Trane Parts Center of New Jersey

(908) 412-1001

FAX: (908) 412-1331

107 H Corporate Blvd.

South Plainfield, New Jersey 07080

Steve Mazzola, Parts Team Leader

Joseph Grego, Outside Sales

Trane Parts Center of New Jersey

(201) 489-9001

FAX: (201) 489-8429

375 North St., Unit J

Teterboro, New Jersey 07608

Adam Makarewicz, Parts Team Leader

To search: Click on “Edit” in tool bar and then “Find”.

NORFOLK DISTRICT

Last updated April 1, 2012

NORFOLK, VA (E5)

NORFOLK DISTRICT

(See also Parts Centers listed below)

(757) 558-0200

(757) 558-0200 – After Hours

FAX: (757) 558-9715

1100 Cavalier Blvd.

P.O. Box 6276

Chesapeake, Virginia 23323

DON DAMUTH, DISTRICT MGR. (E5-K00) (ext. 309)

CLINT DAMUTH, PRES./G.M. (E5-K17) (ext. 322)

Bill Mitchell, Chief Financial Officer (ext. 372)

Charles Mitchell, Information Technology Coordinator (ext. 350)

Jean Williamson, Mktg./Training Leader (ext. 306)

Sarah Mirkle, Human Resources (ext. 303)

INDIRECT SALES

DAVID C. WILKINS, INDIRECT TEAM LEADER (ext. 386)

Roger Damuth, S.E. (E5-K62) (ext. 416)

Joe F. DiPaola, S.E. (E5-K07) (ext. 417)

Eric Jones, S.E. & N.A.J. C. (E5-K78) (ext. 390)

David Morgan, S.E. (E5-K87) (ext. 349)

Mike Nifong, BAS Sales (ext. 365)

Joerg Paul, BAS Sales (E5-K64) (ext. 413)

Brandon Rouse, S.E. (E5-K74) (ext. 412)

Phil Rouse, S.E. (E5-K13) (ext. 411)

Todd Whitesell, S.E. (E5-K92) (ext. 355)

Jacob Spirer, S.E. (ext. 302)

Kim Landry, P.A. (ext. 421)

Christie Pettry, P.C. (ext. 425)

Annette Saylor, P.C. (ext. 418)

Nicole Waybright Ingham, P.C. (ext. 428)

Cathi Urick, P.C. (ext. 424)

Diane Casey, P.C. (ext. 430)

Melanie Meador, P.C. (ext. 388)

Amanda Garrenton, P.C. (ext. 321)

DIRECT SALES

PHIL DAMUTH, Direct Sales Team Leader (E5-K80) (ext. 415)

Roger Shull, Energy Solutions (E5-K15) (ext. 414)

Roy Black (ext. 333)

John Butler (E5-K61) (ext. 312)

Nick Clark (E5-K85) (ext. 407)

Buddy Hamblin (E5-K88) (ext. 410)

Keith Hopkins (E5-K60) (ext. 311)

David Peffley (E5-K72) (ext. 329)

David Washburn (E5-K73) (ext. 326)

Jay Wargo (ext. 327)

Kim Siddens (ext. 314)

Scott Rudd (ext. 375)

Katie Hulse, S.E. (E5-K96) (ext. 359)

Miriam DaSilva (ext. 429)

Jacinda Iadonisi, S.A. (ext. 405)

Shalyn Phillips, S.A. (ext. 379)

OPERATIONS

Bob Gunderson, Service Operations Manager (ext. 369)

Keith Forbes, Technical Center of Excellence (ext. 331)

Vince Constande, Safety Coordinator (ext. 391)

CONTRACTING

SERVICE

Mark Jennings, Field Team Leader (ext. 342)

Ray Steffens, Field Team Leader (ext. 338)

Joe Ingham, Field Team Leader (ext. 373)

To search: Click on “Edit” in tool bar and then “Find”.

PARTS CENTERS:

Trane HVAC Parts & Supplies
(757) 558-8585
FAX: (757) 558-9713
1104 Cavalier Blvd.
Chesapeake, Virginia 23323

Matt Kurz, Parts Manager
Angie Jones, Team Leader
Maria Merritt, Parts Distribution Product Sales

Trane Parts Center
(757) 490-2390
FAX: (757) 490-2937
230 Clearfield Avenue, Suite 126
Virginia Beach, Virginia 23462

Terry Thompson, Team Leader

Trane Parts Center
(757) 369-9400
FAX: (757) 369-9401
311 Ed Wright Lane, Suite E
Newport News, Virginia 23606

Terry Thompson, Team Leader

To search: Click on “Edit” in tool bar and then “Find”.

NORTHWEST/ALASKA/HAWAII DISTRICT

Last updated April 1, 2012

SEATTLE, WA (Y3)

NORTHWEST / ALASKA / HAWAII DISTRICT

(See also Anchorage area office, Honolulu Area Office and Parts Centers listed below)

(425) 643-4310

(425) 643-4317 – After Hours

FAX: (425) 643-4314

2021 152nd Avenue NE

Redmond, Washington 98052

WARREN MICHELSEN, DISTRICT MGR.

EQUIPMENT

DAVID HULL, INDIRECT SALES MANAGER (Y3-R11)

STEVE SAVORY, OPERATIONS MGR.

Chris Muench, Acct. Mgr. Equip. Controls (Y3-Y27)

Jeffery J. Meyer, Acct. Mgr. Equip. Controls (Y3-Y18)

Travis “Blake” Thedford, Acct. Mgr. Equip. Controls (Y3-Y30)

Eric Holmquist, Acct. Mgr. Equip. Controls (Y3-Y03)

Michael Woods, Acct. Mgr. Equip. Controls (Y3-Y31)

Frank Pawul, Acct. Mgr. Equip. Controls (Y3-Y25)

Michael Elger, Associate Account Manager (Y3-Y40)

Tiffany Zimmer, Acct. Mgr. Equip. Controls (Y3-Y36)

Jacob Klehr, Associate Account Manager

Trey Clemmer, Associate Account Manager

Kimberly Mace, Receptionist / Bid Coordinator

Meredith Darvie, Equip. PM/PA

Carol Slack, Equip. PM/PA

Katey Kearney, Equip. PM/PA

EXISTING BUILDING SALES

DON MITCHELL, STRATEGIC SALES LEADER

Angie Estey, Account Manager – Complex

Eric Bauer, Strategic Sales Executive

Jim Kershner, Acct. Mgr. Turnkey (Y3-Y16)

Andy Alcorn, N.A.E. & N.A.J.C. Acct. Mgr.-Team Leader (Y3-R23)

Brian Drake, Account Manager - Indirect I (Y3 – Y43)

Sarah Brown, Associate Account Manager

ALEXANDER PERAN, SALES MANAGER – OWNER DIRECT

Leo Messling, Acct. Mgr. Service (Y3-Y05)

Eric Jensen, Acct. Mgr. Owner Direct Controls (Y3-Y33)

Gabriel Winkler, Account Manager Service John Krick, Account Manager – Service

Scott Laidlaw, Account Manager - Controls

Rock Keller, Outside Parts Sales

STEVE SAVORY, SERVICE OPERATIONS MGR.

Dave Houston, Area Service Manager

Emily Riel, Project Manager – Service

Kelli Giovengo, Project Administrator - Controls

James Anderson, Service Estimator

Lisa Thomas, Service PA

Sherry King, Service PA

Perna Reagan, Service PA

Catherine Meehan, Service Coordinator

Stefanie Hendricks, Service Coordinator

CONTRACTING

SHAWN KELLEY, CONTRACTING SOLUTIONS LEADER

Andrew Palm, – Construction Project Manager I

Pat Collins – Estimator III - Turnkey

Tony Jackson, Engineering Specialist III

Chris Ruef, Estimator III – Controls (Y3-Y22)

John Fish, Controls Tech

Dave Fulton, Controls Tech

Tina Mlay, Project Admin. Contracting

Mary Hogan, Principal Engineering Specialist

Keith Doran, Construction Project Mgr II

Ben Vivanco, Construction Project Manager I

Scott Eisenhauer, Construction Project Mgr II

To search: Click on “Edit” in tool bar and then “Find”.

James Sutull, Construction Project Manager II
Eric Manchion, Proj Admin Controls
Matt Clark, Construction Project Specialist
Jessica Northrup – Engineering Specialist III
William Porter, Engineering Specialist II
Derek McClellan, Engineering Specialist I
Pam Whitelam, EQUIPMENT SOLUTIONS LEADER
Ashley Warnken, Project Manager – Equipment / Estimator – Controls
Peri Menees, Project Administrator - Contracting
Carol Slack, Project Administrator – Equipment
Meredith Darvie, Project Administrator - Equipment
HUMAN RESOURCES & FINANCE
Kathleen Norton, Human Resources Leader
Michael Feinstein, Finance Leader
Brad Swanson, Environmental, Health & Safety Leader

ANCHORAGE, AK (Y8)

NORTHWEST / ALASKA / HAWAII DISTRICT

(907) 267-7400

FAX: (907) 267-7481

12101 Industry Way, Bldg. C1

Anchorage, Alaska 99515

RON HANDRAN, SALES MANAGER (Y8-Y02)

Jordan Privoznik, Acct. Mgr. Equip. Controls (Y8-Y03)

Mike Burgess, Project Manager – Controls

Kody Bull – Controls Technician

HONOLULU, HI (W1)

NORTHWEST / ALASKA / HAWAII DISTRICT

(See also Parts Center listed below)

(808) 845-6662 – Sales

(808) 845-9791 – Service & After Hours

(808) 845-6061 – Parts

FAX: (808) 845-2168 – Sales

FAX: (808) 842-4006 – Service

FAX: (808) 847-2219 – Parts

330 Sand Island Access Road, Ste 103

Honolulu, Hawaii 96819-2269

WARREN MICHELSEN, DISTRICT MGR.

STEVE SAVORY, OPERATIONS MGR.

TRACY KELLER, PARTS SOLUTIONS LEADER

SALES

DEAN OAKLEY, GENERAL SALES MANAGER

Indirect Sales

Mark Hashimoto Account Manager - Equipment (W1-M17) (ext. 250)

Daryl Kitagawa, Account Manager - Equipment (W1-M09) (ext. 249)

Matt Liang, Account Manager - Equipment (W1-M23) (ext. 246)

Herman Siu, Account Manager - Equipment (W1-M13) (ext. 248)

Sheryl Lucena, Project Specialist - Equipment (ext. 255)

Direct Sales

Masen Nakasone (ext. 236)

William Tanruther (ext. 235)

Pam Roth (ext. 227)

Kevin Saito (ext. 230)

Paul deQuiroz, Inside Sales/Customer Service - Direct

Control Sales

David Hill, Account Manager - Controls (W1-M29) (ext. 233)

SERVICE

Tom Moody, Area Service Manager (W1-M20) (ext. 223)

CONTRACTING

R.J. RITTER, AREA CONTRACTING MANAGER & LAN ADMIN. (W1-M19) (ext. 243)

Steve Steiner, Construction Project Manager II (ext. 241)

Wyatt Apple, Construction Project Manager II (ext. 247).

To search: Click on “Edit” in tool bar and then “Find”.

PARTS CENTERS

Trane Parts Center of the Northwest
(425) 455-4148
FAX: (425) 451-1248
12031 N. E. Northup Way
Suite 106
Bellevue, Washington 98005
TRACY KELLER, PARTS SOLUTIONS LEADER
John Saito, Bellevue Parts Store Team Leader
Brandon Maxfield, Inside Parts Sales
Bryant Case, Inside Parts Sales

Trane Parts Center of the Northwest
(206) 748-0500
FAX: (206) 447-0171
4408 4th Avenue South
Seattle, Washington 98134
Daniel Pewtress, Seattle Parts Store Team Leader
Dave Wright, Inside Parts Sales
Jim Beckman, Inside Parts Sales

Trane Parts Center of the Northwest
(253) 896-0550
5009 Pacific Highway East #5
Fife, Washington 98424
Adam Niemeyer, Tacoma Parts Store Team Leader
Orv Saylor, Inside Parts Sales

Trane Distribution Center
(808) 845-6061
FAX: (808) 847-2219
330 Sand Island Access Road, Ste 103
Honolulu, Hawaii 96819-2269
LaVerne Behic, Account Manager - Parts
Shawna Huddy, Parts Store Team Leader
Loren Okamura, Inside Parts Sales
Bryce Okimoto, Inside Parts Sales

To search: Click on “Edit” in tool bar and then “Find”.

OHIO DISTRICT

Last updated April 1, 2012

COLUMBUS, OH (N4)

OHIO - DETROIT DISTRICT

(See also Cincinnati, Detroit and Toledo offices and Parts Centers listed below)

(614) 473-3500

(614) 473-3400 – Service

FAX: (614) 473-3501

2300 CityGate Drive

Suite 100

Columbus, Ohio 43219-3652

MARK WAGNER, DISTRICT GENERAL MGR. (ext. 5100) **(717)-756-8076**

JOHN HOFMANN, GENERAL SALES MANAGER (614) 783-7156

MARY CRESPI, DISTRICT MARKETING DIRECTOR/TRAINING (ext. 5202) (614) 202-7151

David Kaiser, P.E. LEED AP, CEM, Controls Account Manager (ext. 5612)

Rod Mayo, Sr., Acct. Mgr. (N4-B58) (ext. 5103)

Brian McGann, LEED AP, Acct. Mgr. (N4-B61) (ext. 5125)

Leah Richie, Event /Training Coordinator (ext. 5226)

Mike Robinson, Acct. Mgr. (N4-B86) (ext. 5110)

Tim Sample, LEED AP, Engineering Team Leader. (N4-B81) (ext. 5199)

Drew Sherman, LEED AP, Applications Specialist – Bid Coordinator (ext. 5143)

Patty Strohm, Project Mgr. (ext. 5112)

Andrew Walsh, LEED AP, Acct. Mgr. (N4-B78) (ext. 5107)

KEVIN HUBERT, TRANE INTELLIGENT SERVICES/BAS CHAMPION – (513) 748-4815

NATIONAL ACCTS TEAM

JOHN HOFMANN, EQUIP. SOL'NS LEADER NATIONAL ACCOUNTS (ext. 8267)

Jim Hoovler, LEED AP, N.A.E. & N.A.J.C. (N4-B21) (ext. 5121)

John D'Agostino, Project Manager (ext. 5124)

Donna Lavon, Project Manager (502-753-7780)

Ruthann McCracken, Proj. Administrator (502) 753-7784

Chris Oliver, Project Manager (ext. 5227)

Sarah Schest, Project Specialist (ext. 5201)

Jody Sowers, Applications Specialist (ext. 5217)

Natalie Smith, Proj. Administrator (ext. 5149)

EXISTING BUILDING SALES

Tim Bugg, LEED AP, EBS Acct. Manager (N4-B79) (ext. 5122)

Mark DiDonato, EBS Acct. Mgr. (N4-B85) (ext. 5148)

Blake Moore, LEED AP, CEM, EBS Acct. Mgr. (N4-B64) (ext. 5150)

Bill Whitmeyer, CEM, LEED AP EBS Acct. Mgr. (N4-B41) (ext. 5141)

Mark Witte, P.E., LEED AP EBS Acct. Mgr. (N4-B23) (ext. 5123)

CONTRACTING

SAM PARISE, PE, PMP, DISTRICT CONTRACTING OPERATIONS LEADER (734) 890-9252

Timothy Belknap, Contracting Turnkey Project Manager (ext. 5144)

Rob Bell, Proj. Tech.

Jerry Cox, Proj. Tech. (ext. 5609)

Becky Cummings, Estimator (ext. 5605)

Gina Gary, Proj. Admin. (ext. 5600)

Jeremy Rex, P.E. Project Engineering Team Leader (ext. 5604)

Garry Ryan, Proj. Engineer (ext. 5606)

Nate Whitt, Proj. Tech.

Joe Yaney, Project Manager (ext. 5601)

PROJECT DEVELOPMENT

JIM PABST, CEM, SOLUTIONS SALES MANAGER (N4-B90) (ext. 5611) (614) 419-0134

Richard Daedelow, Project Developer Manager (ext. 5142)

Lee Hill Adamcik, LEED AP, CEM, Project Developer – Energy Engineering (ext. 2426) (513) 426-4198

Jim Zavesky, Vertical Market Leader – Education and Government (N4-B45) (ext. 5128)

John Hambel, LAN Admin. (ext. 5220)

SERVICE

BOB HUCKABONE LEED AP, DISTRICT OPERATIONS LEADER (ext. 8267) (248) 521-9022

Kenneth Schlaegel, Area Service Manager (ext. 5522)

Becky Cummings, Service Estimator (ext. 5605)

To search: Click on “Edit” in tool bar and then “Find”.

Johnna Harris, Resource Coordinator (ext. 5502)
Colleen Phillips, Proj. Administrator (ext. 5209)
Doug Webb, Proj. Administrator (ext. 5550)

ENABLING

TERRY D'AGOSTINO, DISTRICT FINANCE LEADER (ext. 5208) (614) 419-8105
EILEEN PICOTTE, DISTRICT HUMAN RESOURCES

Jeff Martin, Environmental Health & Safety Manager (ext. 5159)

CINCINNATI, OH (N2)

OHIO DISTRICT

(513) 771-8884

FAX: (513) 772-7281
10300 Springfield Pike
Cincinnati, Ohio 45215-1118

MARK WAGNER, DISTRICT GENERAL MGR.

JOHN HOFMANN, GENERAL SALES MANAGER (614) 783-7156
KEVIN HUBERT, TRANE INTELLIGENT SERVICES/BAS CHAMPION – Cincinnati (ext. 2451)
MARY CRESPIY, DISTRICT MARKETING DIRECTOR (ext. 2465) (614) 202-7151
Jeff Betz, Acct. Mgr. (N2-A50) (ext. 2467)
Nathan Hull, LEED AP, Acct. Mgr. (N2-A62) (ext. 2433)
Brett Harpel, LEED AP, Acct. Mgr. - Controls
David M. Patterson, Acct. Mgr. (N2-A48) (ext. 2423)
Steve Simpson, LEED AP, Acct. Mgr. (N2-A53) (ext. 2421)
Dan Schondelmayer, LEED AP BD+C, Sr. Project Manager (ext. 2422)
Scott Stevenson, Applications Specialist (ext. 2489)
Linda Brune, Proj. Administrator (ext. 2430)
Patty Smith, Training Coordinator/Event Coordinator (ext. 2428)

NATIONAL ACCTS TEAM

JOHN HOFMANN, EQUIP. SOL'NS LEADER NATIONAL ACCOUNTS (ext.)
Scott Crabtree, LEED AP, N.A.E. (N2-A05) (ext. 2429)
John D'Agostino, Project Manager (ext. 5124)
Donna Lavon, Project Manager (502-753-7780)
Ruthann McCracken, Proj. Administrator (502) 753-7784
Chris Oliver, Project Manager (ext. 5227)
Sarah Schest, Project Specialist (ext. 5201)
Jody Sowers, Applications Specialist (ext. 5217)
Natalie Smith, Proj. Administrator (ext. 5149)

EXISTING BUILDING SALES

Bob Haun, LEED AP, CEM, EBS Acct. Mgr. (N2-A41) (ext. 2438)
Tom Imhoff, LEED AP, EBS Acct. Mgr. (N2-A29) (ext. 2439)
Jay Roark, EBS Acct. Mgr. (N2-A69) (ext. 2432)
Kevin Taylor, EBS Acct. Mgr. (N2-A70) (ext. 2436)
Donald W. Webber, LEED AP, CEM, EBS Acct. Mgr. (N2-A27) (ext. 2437)
Bob Walters, EBS Acct. Mgr. (N2-A57) (ext. 2493)

SERVICE

BOB HUCKABONE, LEED AP, DISTRICT OPERATIONS LEADER (248) 521-9022
Jack Yeazel, Area Service Manager (ext. 2495)
Joe Clay, Service Coordinator (ext. 2457)
Dan Haag, Service Estimator (ext. 2425)
Sarah Owen, Proj. Administrator (ext. 2475)

CONTRACTING

SAM PARISE, PE, PMP, DISTRICT CONTRACTING OPERATIONS LEADER (734) 890-9252

Jeremy Rex, Engineering Team Leader (614) 419-0135
Dave Batdorf, Contracting Turnkey Project Manager (ext. 2462)
Bob Cartwright, Proj. Mgr. (ext. 2492)
Clint Sharp, Proj. Mgr. (ext. 2461) (513) 200-6941
Joe Alexander, Proj. Tech. (ext. 2460) (513) 254-6370
Kyle Hurtt, Proj. Tech.
Tom Schulten, Proj. Tech. (ext. 2456) (513) 616-1604
Gina Gary, Proj. Admin. (ext. 5600)

PROJECT DEVELOPMENT GROUP

JIM PABST, CEM, SOLUTIONS SALES MANAGER (ext. 5611) (614) 419-0134
Richard Daedelow, Project Development Manager (ext. 5142)
Bob Haun, LEED AP, CEM, Acct. Mgr. (N2-A41) (ext. 2438)
Lee Hill Adamcik, LEED AP, CEM, Project Developer – Energy Engineering (ext. 2426) (513) 426-4198

To search: Click on “Edit” in tool bar and then “Find”.

Jim Zavesky, Vertical Market Leader – Public and Education (N4-B45) (ext. 5128)

ENABLING

TERRY D'AGOSTINO, DISTRICT FINANCE LEADER (ext. 5208) (614) 419-8105

EILEEN PICOTTE, DISTRICT HUMAN RESOURCES

Jeff Martin, Environmental Health & Safety Manager (ext. 5159)

DETROIT, MI (M1)

OHIO - DETROIT DISTRICT

(See also Toledo office and Parts Centers listed below)

(734) 452-2000

(FAX: (734) 452-2020 - Sales

FAX: (734) 452-2055 - Service

37001 Industrial Road

Livonia, Michigan 48150-1146

MARK WAGNER, DISTRICT GENERAL MANAGER (ext. 2001) (717)-756-8076

SETH ROTHEY, PE, CEM, LEED AP, GENERAL SALES MANAGER, (614) 203-3087

Jeff Krieg, Engineering Sales Team Leader (M1-D33) (ext. 2040)

Shawn Green, LEED AP, Indirect Sales (M1-D53) (ext. 2042)

Ken Lawrence, LEED AP, Indirect Sales (M1-D17) (ext. 2054)

Yerko Sepulveda, LEED AP, Account Manager Indirect Sales-Contractor Connections (ext. 2079)

Mike Smith, Indirect Sales (M1-D42) (ext. 2011)

Brian Snyder (M1-D61) (ext. 0157)

Mark Sufnar, Indirect Sales (M1-D39) (ext. 2027)

Brian Hedman, LEED AP, Controls Acct. Mngr. (ext. 2003)

Contractor Connection (M1-D39)

Scott Clements, Project Manager (ext. 2060)

Rochelle Hill Project Manager (ext. 2082)

Marc Platt Equipment Estimating (ext. 2046)

Meredith Frederick, Marketing/Training Coordinator (ext. 2069)

MARY CRESPI, DISTRICT MARKETING DIRECTOR (ext. 2061) (614) 202-7151

KEVIN HUBERT, TRANE INTELLIGENT SERVICES/BAS CHAMPION – (513) 748-4815

EXISTING BUILDING SALES

Mike Hogg, Direct Sales Leader (M1-D14) (ext. 2019) (313) 999-8006

Greg Densmore, LEED AP, CEM, Account Manager Direct Sales (M1-D05) (ext. 2044)

John McIntosh, LEED AP, Account Manager Direct Sales (ext.2058)

Kathleen Taylor, Account Manager Direct Sales (M1-D38) (ext. 2018)

Blair Zajac, LEED AP, Account Manager Direct Sales (M1-D56) (ext. 2021)

SERVICE

BOB HUCKABONE, LEED AP, DISTRICT OPERATIONS LEADER (ext. 2006) (734) 452-2050

Syd Chapman, Area Service Manager (ext. 2045) (248) 521-9005

Keith Hawkins, Area Service Manager (ext. 2034)

Jim Stedman, CEM, Service Estimator (ext. 2024)

Linda Harwood, Resource Coordinator (ext. 2023)

Jeanette Jones, Resource Coordinator (ext. 2010)

Maureen Wisner, Proj. Administrator (ext. 2035)

CONTRACTING

SAM PARISE, PE, PMP, DISTRICT CONTRACTING OPERATIONS LEADER (ext. 2068) (734) 890-9252

Aaron Bain, Area Contracting Mgr. (ext. 2081) (248) 521-9043

Pam Bergeson, Project Administrator (ext. 2033)

Tom Gillig, CPS Project Technician (ext. 2028)

Mark Karas, Project Technician (ext. 2084)

Rick Perkins, Project Manager (ext. 2032)

Jeremy Rex, Engineering Team Leader (614) 419-0135

Tom Roosien, Project Engineer (ext. 2071)

PROJECT DEVELOPMENT COMPLEX SOLUTIONS

JIM PABST, CEM, SOLUTIONS SALES MANAGER (N4-B90) (614) 419-0134

Ed Cihonski, Project Developer (ext. 2026)

ENABLING

TERRY D'AGOSTINO, DISTRICT FINANCIAL LEADER (ext. 2002) (614) 473-3162

EILEEN PICOTTE, DISTRICT HR (ext. 2070) (248) 417-9815

Jeff Martin, Environmental Health & Safety Manager

LYNN PETERSON, PARTS LEADER (586) 292-0731

Shawn Lubhan, LAN Admin. (ext. 2073)

To search: Click on “Edit” in tool bar and then “Find”.

TOLEDO, OH (N6)

DETROIT DISTRICT

(419) 491-2280

FAX: (419) 491-2279

1001 Hamilton Drive

Holland, Ohio 43528

MARK WAGNER, DISTRICT GENERAL MANAGER (717)-756-8076

MARY CRESPIY, DISTRICT MARKETING DIRECTOR/TRAINING (614) 202-7151

Dennis Goldsmith, Indirect Sales Team Leader (N6-A10) (ext. 2252)

Bill Antcliff, Account Manager Indirect Sales (M1-D30) (ext. 2275)

Ross Bredeweg, LEED AP, Account Manager Indirect Sales (MI-D57) (ext. 2274)

Debbie Egan, Proj. Administrator (ext. 2250)

Michael Forshaw, Account Manager Controls (ext. 2270)

Paul Douglas, Equipment Estimating (ext. 2273)

KEVIN HUBERT, TRANE INTELLIGENT SERVICES/BAS CHAMPION – (513) 748-4815

EXISTING BUILDING SALES

Mike Hogg, Direct Sales Leader (M1-D14) (ext. 619) (313) 999-8006

Dan Gust, Account Manager Direct Sales (N6-A09) (ext. 2251)

SERVICE

BOB HUCKABONE, LEED AP, DISTRICT OPERATIONS LEADER (ext. 2006) (248) 521-9022

Syd Chapman, Area Service Manager (248) 521-9005 (ext. 2045)

Keith Hawkins, Area Service Manager (ext. 2034)

Jim Stedman, Service Estimator (ext. 2024)

Linda Harwood, Resource Coordinator (ext. 2023)

Jeanette Jones, Resource Coordinator (ext. 2010)

Maureen Wisner, Proj. Administrator (ext. 2035)

CONTRACTING

SAM PARISE, PE, PMP, DISTRICT CONTRACTING OPERATIONS LEADER (ext. 2068) (734) 890-9252

Aaron Bain, Area Contracting Manager (ext. 2081) (248) 521-9043

Jeremy Rex, District Engineering Team Leader (614) 419-0135

Pam Bergeson, Project Administrator (ext. 2033)

Dennis Landwehr, Project Manager (ext. 2260)

David Smith, Project Technician (ext. 2258)

PROJECT DEVELOPMENT COMPLEX SOLUTIONS

JIM PABST, CEM, SOLUTIONS SALES MANAGER (N4-B90) (614) 419-0134

Steve Fryzlewicz, Account Manager (N6-A13) (ext. 2246)

Ed Cihonski, Project Developer (ext. 2026)

ENABLING

TERRY D'AGOSTINO, DISTRICT FINANCIAL LEADER (614) 473-3162

EIILEEN PICOTTE, DISTRICT HR (248) 417-9815

Jeff Martin, Environmental Health & Safety Manager (ext. 5159)

Shawn Lubhan, LAN Admin (ext. 2073)

PARTS CENTERS:

TIM HANCOCK, PARTS LEADER (ext. 2445) (513) 200-6598

CINCINNATI, OH

Trane HVAC Parts & Supplies

(513) 771-8997

FAX: (513) 772-7286

10300 Springfield Pike

Cincinnati, Ohio 45215-1118

Todd Eger, Store Manager (ext. 2424)

COLUMBUS, OH

Trane HVAC Parts & Supplies

(614) 473-3131

FAX: (614) 473-3141

Suite 100

2300 CityGate Drive

Columbus, Ohio 43219-3652

Dan Lacey, Store Manager (ext. 5309)

To search: Click on “Edit” in tool bar and then “Find”.

LYNN PETERSON, PARTS LEADER (586) 292-0731

DETROIT, MI

Trane HVAC Parts & Supplies
(248) 577-0277
FAX: (248) 577-0266
251 Executive Drive
Troy, Michigan 48083
Alistair Milne, Parts Store Manager

LYNN PETERSON, PARTS LEADER (586) 292-0731

Trane HVAC Parts & Supplies
(734) 222-3600
FAX: (734) 222-3605
1947 S Industrial Hwy
Ann Arbor, Michigan 48104
Steve Davanzo, Parts Store Manager

LYNN PETERSON, PARTS LEADER (586) 292-0731

Trane HVAC Parts & Supplies
(734) 367-0700
FAX: (734) 367-7135
33725 Schoolcraft
Livonia, Michigan 48150
Ken Schuster, Parts Store Manager

LYNN PETERSON, PARTS LEADER (586) 292-0731

Trane HVAC Parts & Supplies
(313) 357-0202
FAX: (313) 357-0233
1500 John A Paplas Dr.
Lincoln Park, Michigan 48146
Bruce Mitchell, Parts Store Manager

LYNN PETERSON, PARTS LEADER (586) 292-0731

TOLEDO, OH

Trane HVAC Parts & Supplies
(419) 491-2278
FAX: 419-491-2277
1001 Hamilton Drive
Holland, Ohio 43528
Jaysen Binegar, Parts Store Manager

LYNN PETERSON, PARTS LEADER (586) 292-0731

To search: Click on “Edit” in tool bar and then “Find”.

ONTARIO DISTRICT

Last updated April 1, 2012

CENTRAL ONTARIO (CH)

ONTARIO DISTRICT

(See also Hamilton, Mississauga, Ottawa and Parts Centers listed below)

(416) 499-3600 – Sales/Service

(416) 499-5124 – 24 Hour Emergency

FAX: (416) 499-3615

4051 Gordon Baker Road

Scarborough, Ontario M1W 2P3

SEAN HUGHES, ONTARIO AREA MANAGER (ext. 2913)

Andrew Kolbin, Area Finance Leader (ext. 2811)

Frank Mesicek – Contracting Solutions Manager (ext. 2873)

Steve Butt, Operations Manager – Service (ext. 2813)

Paul Davignon, General Manager/r Connection Leader (ext. 2820)

David Franks, Direct Sales Manager (ext. 2819)

Sales Team 1

Jonathan Badov, Senior Team Leader (ext. 2825)

Haitham Nayfeh (ext. 2848)

Sales Team #2

Alan Porter Senior Team Leader (ext. 2836)

Stephen Scott (ext. 2859)

David Titus (ext. 2891)

Matthew Stockley (ext. 2879)

Indirect Sales Hamilton

110 Lancing Drive, Building 1, Unit 3,

Hamilton, Ontario, L8M 3A1 (905) 308-7780

(416) 499-5124 – 24 Hours Emergency

Team 21

Carmine Bozzo, Team Leader, Systems (ext. 24)

John Freeman (ext. 21)

Indirect Sales, Kitchener, Waterloo

(519) 570-1118

Paul Wallace, Team Leader, Systems (519) 580-0395

Owner Direct Sales, Toronto

Darcy Mulrooney, Account Executive, Owner Direct Sales (ext. 2847)

Cameron Golberg, Account Manager, Owner Direct Sales (ext. 2805)

Philip Keall, Account Manager, Owner Direct Sales (ext. 2888)

Ahmed El Nady, Account Executive, Owner Direct Sales (ext. 2827)

Charlie DiPietro, Team Leader, Owner Direct Sales (ext. 2822)

Jeff Scheniman, Account Manager, Owner Direct Sales (ext. 2858)

Scott Da Cambra, Account Manager, Owner Direct Sales (ext. 2882)

Greg Asada, Account Manager, Owner Direct Sales (ext. 2889)

Chad Sokolyk, Account Manager, Owner Direct Sales (ext. 2826)

Darren O'Neill, Account Manager, Owner Direct Sales (ext. 2802)

Jeff Weir, Account Executive, Comprehensive Solutions (ext. 2832)

MISSISSAUGA, ONTARIO (CH)

ONTARIO DISTRICT

905-238-2900

FAX: (905) 238-2888

1600 Aimco Blvd., Unit # 9

Mississauga, Ontario L4W 1V1

Contractor Connection

To search: Click on “Edit” in tool bar and then “Find”.

OTTAWA, ONTARIO (CG)

ONTARIO DISTRICT

(613) 820-8111

(613) 820-8111 – After Hours

FAX: (613) 820-1414

1024 Morrison Drive

Ottawa, Ontario K2H 8K7

SEAN HUGHES, ONTARIO AREA MANAGER

Andrew Kolbin, Area Finance Leader

Jim Boyce, Sales Manager - Central Ontario, Indirect Sales

Steve Butt, Operations Manager – Service

Paul Davignon, Parts & Contractor Connection Leader

Chris Coligan, Account Manager, Direct

TRANE PARTS CENTRES:

Toronto (Scarborough Trane Parts Centre)

(416) 499-1616

FAX: (416) 499-6507

4051 Gordon Baker Road

Scarborough, Ontario M1W 2P3

Toronto (Mississauga Trane Parts Centre)

(905) 238-2900

FAX: (905) 238-2888

1600 Aimco Blvd., Unit # 9

Mississauga, Ontario L4W 1V1

(905) 238-7407

Alwyn Mendes, Store Manager

Ottawa West

(613) 820-8111

FAX: (613) 820-1414

1024 Morrison Drive

Ottawa, Ontario K2H 8K7

Tim Kilmartin, Store Manager

Ottawa East

(613)-744-5396

FAX: 613-744-2773

1257 Algoma Rd. Unit 2

Ottawa, Ontario K1B 3W7

To search: Click on “Edit” in tool bar and then “Find”.

PENNSYLVANIA DISTRICT

Last updated April 1, 2012

PITTSBURGH, PA (D3)

PENNSYLVANIA DISTRICT

(See also Harrisburg, Johnstown area offices and Parts Centers listed individually below)

(412) 747-3000

(412) 747-3000 – After Hours

FAX: (412) 747-4550

400 Business Center Dr.

Pittsburgh, Pennsylvania 15205

DANIEL SWEET, DISTRICT MGR.

Denise Yocum, District Human Resources Leader (ext. 4573)

Mike Cassino, District EHS Manager 443-286-6786

Dennis Shaw, District Finance Leader (ext. 4565)

Laura Worker, Marketing Leader

Indirect Sales

Ross Kladakis, Indirect / BAS Sales Manager (ext. 4568)

Kevin Kass, NSS (D3-A86) (ext. 4563)

Jim O'Kelly, NSS (D3-A03) (ext. 4558)

Jim Kusick, NSS (D3-A197) (ext. 4551)

Kevin Rohner, BAS Sales Leader (D3-A79) (ext. 4566)

Julia Rees, BAS Sales (D3-A76) (ext. 4571)

Tyler Haak, BAS Sales (D3-A83) (ext. 4535)

CONTRACTOR CONNECTION – Ron Scaccia (D3-A20) (ext. 4562)

ENGINEERING CENTER OF EXCELLENCE – Steve Alauzen (D3-A06) (ext. 4559)

Direct Sales

Tim White, Sales Manager Complex (ext. 4564)

Comprehensive Solutions Business Developer – Dennis Morelli (ext. 4589)

Joe Burgunder, EBS (D3-A30) (ext. 4549)

Douglas Campbell, EBS (D3-A37) (ext. 4553)

Matt Evans, EBS (D3-A84) (ext. 3551)

Bill Gordon, Complex (D3-A34) (ext. 4554)

Gary Hill, EBS (D3-A55) (ext. 4582)

Jake Luthi, EBS (D3-A77) (ext. 4557)

Frank Gillespie (D3-A87) (ext. 3549)

EQUIPMENT FULFILLMENT

Ross Kladakis, Equipment Fulfillment Leader (ext. 4568)

Greg Basinger, Project Manager /Estimator NSS and Controls (ext. 4527)

Alex Rossi, Estimator NSS

Amy Reckner, Project Administrator NSS (ext. 4572)

Customer Service/Inside Sales

Amy Sumner –Direct (ext. 4533)

Nancy Richardson – Indirect (ext. 4534)

SERVICE

Eric Archinal Service Solutions Leader (ext. 4531)

Erik Hess, Area Service Manager (ext. 1019)

CONTRACTING SOLUTIONS

Bill Moore, Contracting Solutions Leader – 717-585-7710

Bob Musgrave, Area Contracting Manager (ext. 4548)

Donna Singleton, Project Administrator (ext. 4577)

Bob Macio, Project Mgr. – Controls (ext. 4546)

Randy Blacharczyk, Project Mgr. – BAS (ext. 4532)

Bob Kovalan, Project Mgr., Turnkey

Joe Dezamits, Project Developer/Energy Engineer (ext. 4552)

To search: Click on “Edit” in tool bar and then “Find”.

HARRISBURG, PA (D1)

PENNSYLVANIA DISTRICT

(717) 561-5400

FAX: (717) 561-5499

3909 TecPort Drive

Harrisburg, Pennsylvania 17111

DANIEL SWEET, DISTRICT MGR.

Denise Yocum, District Human Resources Leader (ext. 5414)

Dennis Shaw, District Finance Leader

Mike Cassino, District EHS Manager 443-286-6786

Laura Worker, Marketing Leader

Alicia Moore, Executive Administrative Assistant (ext. 5405)

SALES

Joel Gerace, Indirect / BAS Sales Manager (ext. 5404)

Michael Ulsh, Team Leader (D1-G17) (ext. 5417)

Lisa A. Goodyear, NSS (D1-G06) (ext. 5416)

John Linn (D1-G30) (ext. 5464)

Pat Doyle, NSS (D1-G37) (ext. 5407)

Jeff Leggett (D1-G69) (ext. 5409)

Kim Kauffman, Customer Service/Inside Sales (ext. 5414)

Jack Gornik, Team Leader/Control Sales (D1-G29) (ext. 5430)

Keith Dougherty, BAS Sales (D4-J29) (ext. 5445)

Vertical Market Team

Tim White, Sales Manager Complex 412-728-6581

Ron Koch, PACT Sales (D1-G28) (ext. 5451)

Frank Troy, Sales Manager Direct 410-403-2200

Donna Snyder, EBS (D1-G32) (ext. 5466)

Dennis Rumsey (ext. 5418)

Robert Fornataro (ext. 5413)

Lori Findley (D1-G71) (ext. 5468)

Charles Odell (D1-G74) (ext. 5442)

Chris Jones (D1-G73) (ext. 5411)

Equipment Fulfillment Team

Joel Gerace, Equipment Fulfillment Leader (ext. 5404)

Jonathon Weaver, Project Manager, NSS (ext. 5424)

Ross Smith, Estimator (D1-G22) (ext. 5420)

Leesa Quarry, Project Administrator NSS (ext. 5409)

SERVICE

Eric Archinal Service Solutions Leader (ext. 5461)

Gary Weiss, Area Service Manager (ext. 6717)

Rick McNeal, Area Service Manager (ext. 6720)

Contracting Solutions

Bill Moore, Contracting Solutions Leader 717-585-7710

Karen Gummo, Contracting Project Administrator (ext. 5434)

Matthew Kressley, Estimator (ext. 5424)

Brian Miller, Project Mgr. – Turnkey (ext. 5462)

To search: Click on “Edit” in tool bar and then “Find”.

JOHNSTOWN, PA (D7)

PENNSYLVANIA DISTRICT

(814) 266-3020

FAX: (814) 266-3015

Johnstown Sales Team D7-C01

Cory Eberhart, NSS (D7-D07)

Michael Weatherston, EBS (D7-A02)

PARTS CENTERS

– District Parts Leader

HARRISBURG, PA

Trane Parts Center

(717) 541-1570

FAX: (717) 541-1577

493 Blue Eagle Ave., Suite G

Harrisburg, Pennsylvania 17112

Lee Hunt, Parts Store Mgr. (ext. 302)

PITTSBURGH, PA

Pittsburgh Trane

(412) 394-9030

FAX: (412) 394-9031

3042 New Beaver Avenue

Pittsburgh, Pennsylvania 15233

Brian Sellev, Parts Store Manager

NORTH HUNTINGDON, PA

Trane Parts Center

(412) 816-1701

FAX: (412) 823-8389

15091 Rt. 30

North Huntingdon, Pennsylvania 15642

Todd Weaver, Parts Store Team Leader

TIMONIUM STORE

(410) 252-9550

FAX: (410) 252-9436

2208 Greenspring Drive

Timonium, Maryland 21093

Erik Smith, Parts Store Manager

Dave Case, Store Team Leader

MILLERSVILLE STORE

(410) 729-4230

FAX: (866) 788-5383

8229 Cloverleaf Drive

Bldg. 5 Ste. 455

Millersville, Maryland 21108

Erik Smith, Parts Store Manager

Greg Heck, Store Team Leader

To search: Click on “Edit” in tool bar and then “Find”.

PEORIA DISTRICT

Last updated April 1, 2012

PEORIA, IL (R3)

PEORIA DISTRICT

(See also Parts Center listed below)

(309) 691-4224 – Sales

(309) 691-3052 – Service & After Hours

FAX: (309) 691-1366

8718 N. University

Peoria, Illinois 61615-1681

MIKE HUNZEKER, DISTRICT MGR. & N.A.J.C. (R3-A00) (ext. 236)

JOHN BROSE, GENERAL MGR., N.A.E. (R3-A09) (ext. 214)

Tom Loos – BAS Sales/Estimator (ext. 242)

Jeff Thompson – BAS Sales/Estimator (ext. 234)

Thomas Boelens – BAS Sales (ext. 241)

Roger Devore NES (R3-A13) (ext. 237)

Tara Binder, S.A. (ext. 226)

Steve Mourisse NES (R3-A16) (ext. 232)

Michelle Lane, S.A. (ext. 215)

Al Sanders, Serv. Mgr. (ext. 227)

EXISTING BUILDING SALES

Kirt Abbott (ext. 228)

Jeff Strong (ext. 259)

PARTS CENTER:

Peoria Trane Parts Center

(309) 691-6147

FAX: (309) 691-4244

8720 North University

Peoria, Illinois 61615

Randy Hunzeker, Parts Mgr. (ext. 247)

To search: Click on “Edit” in tool bar and then “Find”.

PHILADELPHIA DISTRICT

Last updated April 1, 2012

PHILADELPHIA, PA (TSO) (D2)

PHILADELPHIA DISTRICT

(See also Parts Center listed below)

(610) 962-1600

(610) 962-8186 – After Hours

FAX: (610) 962-0230, 0231

3606 Horizon Drive

P.O. Box 1549

King of Prussia, Pennsylvania 19406

DOUGLAS O. TOZOUR, DISTRICT MANAGER (D2-T00) (ext. 1686)

KEVIN DUFFY, President (ext.1693)

C.J White, Administrative Assistant (ext. 1632)

John O'Rourke, LAN Admin, IT (ext. 1726)

LAUREN SCHMITZ, HUMAN RESOURCE MANAGER (ext. 1757)

DAVE WAGNER, CONTROLLER (ext. 1608)

Mike Roseman, Assistant Controller (ext. 1692)

Stet Erhardt-Haley, Marketing Leader (ext. 1689)

FRANK LASTER – PARTS AND SUPPLIES MANAGER (ext. 1646)

WILLIAM J. ARTOSKY, DIRECT SALES MANAGER (D2-T29) (ext. 1661)

DAEEN SALAM, INDIRECT SALES MANAGER (D2-T74) (ext.1165)

JOSH COSTELL, GM ENERGY SERVICES DIVISION (ext. 1679)

DIRECT

Rich Palardy, Executive Account Manager (D2-T77) (ext. 1609)

Mark Thiel, Executive Account Manager (ext. 1687)

Mary Hall, Executive Account Manager (ext. 1630)

Don Theobald, BAS Sales Engineer – Controls (ext. 1766)

Jeff Norton, BAS Sales Engineer – Controls (ext. 1672)

David Yanoff, BAS Sales Engineer – Controls (ext. 1628)

Matt Rawlik, Service Sales Engineer (D2-T62) (ext. 1784)

Tim Andrel, Service Sales Engineer (ext. 1694)

Katie Sandy, Service Sales Engineer (ext. 1174)

Ashley Borrelli, New Business Development (ext. 1644)

Patrick Downs, New Business Development (ext. 5881)

Gina Gould, New Business Development (ext. 1675)

Brian Peifer, Senior Energy Analyst (ext. 1697)

Kevin Keenan, Manager, Energy Professional Services (ext. 1163)

Robert Ventriglia, Energy Business Development (ext. 1619)

Michael Phillips, Energy Project Development Manager (ext. 1638)

Brian Lavin, Energy Analyst (ext. 1688)

INDIRECT

Andy Bees, Sales Engineer (D2-T92) (ext. 1649)

Dean Karagiannis, Sales Engineer (ext. 1654)

Scott Kincaid, Sales Engineer (ext. 1620)

Nabil Khouri, Sales Engineer – Consultants (D2-T82) (ext.1636)

Paul Lynch, Sales Engineer (D2-T16) (ext.1614)

Matthew McDowell, Sales Engineer (D2-T06) (ext. 1626)

Matthew Nealon, Sales Engineer (ext. 1648)

Shaun Stephens, Sales Engineer (ext. 1695)

Chris VanSant, Sales Engineer (ext. 1623)

Nicholas Lupisella, Sales Engineer (ext. 1699)

INSIDE SALES – (800) 220-7666

LEE M. WILLEMIN, MGR. TECHNICAL SUPPORT TEAM (D2-T18) (ext. 1624)

Andy Gomez, Inside Sales (ext. 1618)

Mike Hennessey, Inside Sales (ext. 1660)

Pam Pasko, Inside Sales Coordinator (ext. 1694) Technical Support Team (TST)

Bill Condon, Sales Project Manager (ext. 1643)

Scott Scholz, Sales Project Manager (ext. 1607)

Joe Allen, Sales Project Manager (ext.1639)

Matthew Zierold, Engineering Support (ext. 1671)

Patricia Rigg, Customer Coordinator (ext. 1169)

Donna Major, Sopa/Bid Desk – 610-994-9406

Kim Murray, Customer Coordinator. (ext. 1610)

SERVICE

To search: Click on “Edit” in tool bar and then “Find”.

Frank Rhea, VP Service & Contracting (ext. 1680)
William Dial, Sustainability Services Manager (ext. 1622)
John McDermott, Area Service Manager (ext. 1616)
Bob Stralis, Area Service Manager (ext. 1696)
Scott Drain, Technical Advisor (ext. 1171)
Sara McDowell, Customer Care Coordinator. (ext. 1662)
Diana Corabi, Client Service Rep. (ext. 1633)
Tara Leri, Client Service Rep (ext. 1629)
Jessica Norris, Client Service Rep (ext. 1645)
Bob Carr, Director of Services (ext. 1606)
Marcy Guerra, Service Area Supervisor. (ext. 1674)
Eve Fay, Business Service Supervisor. (ext. 1621)
Bill Boady, Service Estimator (ext. 1657)
Becki Cheri, SRC (ext. 1674)
Lee Mattern, SRC (ext. 1668)
TJ Szerlik, SRC (ext. 1666)
Crystal Iannozzi, SRC (ext. 1901)
Diana Comber, Service Business Administrator (ext. 1621)
Helene Laurusevage, Environmental Health & Safety Officer (ext. 1691)
Valentine Soribe, Energy Project Manager (ext. 1617)

BAS/CONTROLS

Steve Earnest, BAS Team Lead (ext. 1642)
Stephen Gursky, BAS Technical Specialist (ext. 1162)
Dave Miller, Project Manager (ext. 1612)
Michael Engle, Project Manager (ext. 1607)
Steve Gaspar, Project Manager (ext. 1673)
Bob Sonnefeld, BAS Design Engineer (ext. 1641)
Will Trinks, BAS Design Engineer (ext. 1721)
Genesee Roseman, BAS Admin (ext. 1630)
Terry Goldman, BAS Admin (ext. 1682)

PARTS CENTER

Tozour Trane
(610) 962-1601
FAX: (610) 992-9579
480 Drew Court
King of Prussia, Pennsylvania 19406

(856) 380-1602
2 Executive Drive – Suite 5
Moorestown, New Jersey 08057

(609) 568-2999
900 West Adams Avenue
Suite 202
Pleasantville, NJ 08232

To search: Click on “Edit” in tool bar and then “Find”.

PORTLAND DISTRICT

Last updated April 1, 2012

PORTLAND, OR (Y2)

PORTLAND DISTRICT

(See also Parts Center listed below)

(503) 620-8031

(503) 620-8031 – After Hours

FAX: (503) 639-1454

Mailing Address:

P.O. Box 23579

Tigard, Oregon 97281

Office Location:

7257 SW Kable Lane – STE 300

Portland, Oregon 97224

ROBERT G. DAVIS, DISTRICT MGR. (Y2-D00)

TAMMY NELSON, CFO/GENERAL OPERATIONS MGR.

STAN MCINTYRE, GENERAL SALES MGR.

NSS

Dave Havelick, A.E. (Y2-D20)

Greg Korkowski, A.E. (Y2-D15)

Matt O'Banion, A.E. (Y2-D70)

Steve Welch, A.E. (Y2-D44)

Daniel Driver, A.E. (Y2-D72)

David Strasser, A.E. (Y2-D77)

Pete Kramer, BAS Sales Eng.

Matt Travis, BAS Sales Eng.

Giorgina Castillo, Energy Analyst

Cindy Bjorge, Proj. Coord.

Lin Hollowell, Proj. Coord.

Pam Varney, Proj. Coord.

Wanda Slavik, New Job Coord.

NATIONAL ACCOUNTS

Anton Mogilevsky, Mgr. N.A.E. & N.A.J.C. (Y2-D24)

EXISTING BUILDING

TAMMY NELSON, SERVICE OPERATIONS MGR.

DAVE VOLONTE, EBS TEAM LEADER

Bret Davis, Serv. Acct. Mgr.

Matt Foertsch, Serv. Acct. Mgr.

Dave Volonte, Serv. Acct. Mgr.

Andy Teachman, Serv. Acct. Mgr.

Tom Baxter, Serv. Acct. Mgr.

BAS

Mark Yarbrough, Proj. Mgr./BAS Team Leader

Victor Wagner, Proj. Eng.

Joel Munson, Proj.Eng.

Amanda Ziemann-Crabbtree, Proj. Coordinator

CONTRACTING SOLUTIONS

Stan McIntyre, A.E. (D-13)

FINANCE & ADMINISTRATION

TAMMY NELSON, CFO

Shelby McCarthy, Controller/LAN Administrator

MARKETING & TRAINING

Kacie Jederberg, Mktg. & Training Coord.

PARTS CENTER

Trane Oregon HVAC Parts & Supply

(503) 431-2500

FAX: (503) 639-1454

7257 SW Kable Lane #100

Portland, Oregon 97224

Jene' VanBaest, Parts Team Leader

To search: Click on “Edit” in tool bar and then “Find”.

QUEBEC DISTRICT

Last updated April 1, 2012

MONTREAL, QUEBEC (CF)

QUEBEC DISTRICT

(See also Quebec City and Parts Centers listed below)

(514) 337-3321

(514) 337-3321 – After Hours

FAX: (514) 337-3880

3535 Pitfield Blvd.

Saint-Laurent, P.Q. H4S 1H3

PETER HOEMBERG, DISTRICT MGR.

RAYMOND GAGNON, AREA MANAGER (ext. 203)

FI-NEW YOUNG-KEN-SIVE, FINANCIAL MGR. (ext. 323)

LENITA BARREIRA, H.R. MGR. (ext. 202)

Jean-Guy Audet, LAN Admin. (ext. 205)

INDIRECT SALES

PERRY ATTORRE, SALES MGR. (CF-D46) (ext. 321)

Rafael Courtemanche (ext. 238)

Glenn Jones (CF-D44) (ext. 211)

Jean-Philippe Zyromski (CF-D50) (ext. 214)

Steeve Messier (CF-D38) (ext. 264)

Patrick Trudel (CF-D49) (ext. 251)

Olivier Gagnon (CF-D61) (ext. 248)

ECONERGETICS

Thierry Salem (ext. 279)

Angelo Lazaris (ext. 210)

Simon Caine (ext. 243)

BAS

Controls

DIRECT SALES

LUC NADEAU, SALES MGR. (ext. 268)

Daniel Therrien (CF-D34) (ext. 282)

Mihaela Tritean (CF-D54) (ext. 208)

Catherine Brassard (CF-D22) (ext. 231)

Jonathan Lussier (CF-D65) (ext. 262)

Marc Brizard, Team Leader Engineering and Technical Solutions (CF-D23) (ext. 287)

PARTS

LOUIS-PHILIPPE BLOUIN, DISTRICT PARTS SOLUTIONS MGR. (ext. 278)

QUEBEC CITY, QUEBEC (CE)

QUEBEC DISTRICT

(418) 622-5300

(418) 622-4132 – After Hours

FAX: (418) 622-0987

850, Pierre Bertrand Blvd., local 310

Québec, QC G1M 3K8

PETER HOEMBERG, DISTRICT MGR.

RAYMOND GAGNON, AREA MANAGER (ext. 203)

FI-NEW YOUNG-KEN-SIVE, FINANCIAL MGR.

LENITA BARREIRA, H.R. MGR. (ext. 202)

Jean-Guy Audet, LAN Admin. (ext. 205)

LOUIS-PHILIPPE BLOUIN, DISTRICT PARTS SOLUTIONS MGR. (ext. 231)

Alain Chouinard (CE-R07) (ext. 225)

David Gauvin (CE-R38) (ext. 233)

STEVE ROY, AREA MGR. (CE-R37) (ext. 229)

Martin Préfontaine (CE-R39) (ext. 248)

To search: Click on “Edit” in tool bar and then “Find”.

PARTS CENTERS

MONTREAL, QUEBEC

(See also Laval, Longueuil and Quebec City)

(514) 337-3321

(514) 337-3321 – After Hours

FAX: (514) 337-6103

3535 Pitfield Blvd.

Saint-Laurent, P.Q. H4S 1H3

LOUIS-PHILIPPE BLOUIN, DISTRICT PARTS SOLUTIONS MGR. (ext. 231)

QUEBEC CITY, QUEBEC

(See also Laval, Longueuil and Montreal)

(418) 622-5300

(418) 622-4132 – After Hours

FAX: (418) 622-0987

850, Pierre Bertrand Blvd, local 310

Québec, QC. G1M 3K8

LOUIS-PHILIPPE BLOUIN, DISTRICT PARTS SOLUTIONS MGR. (ext. 231)

SYLVAIN AREL, STORE MGR. (ext. 228)

Steve Gravel, Inside Sales Rep. (ext.235)

François Villeneuve, Inside Sales Rep. (ext. 240)

Alexandre Damiens, Inside Sales Rep. (ext. 222)

Philippe Girard, Outside Sales Rep.

LAVAL, QUEBEC

(See also Montreal, Longueuil and Quebec City)

(450) 667-0179

(450) 667-0179 – After Hours

FAX: (450) 667-7108

3424 Francis Hughes

Laval, P.Q. H7L 5A8

LOUIS-PHILIPPE BLOUIN, DISTRICT PARTS SOLUTIONS MGR. (ext. 231)

ROCH LAVOIE, STORE MGR. (ext. 227)

Marco Raffaele, Outside Sales Rep. (ext. 228)

Olivier Gagnon, LCU Specialist (ext. 226)

Nathaniel Bell, Inside Sales Rep. (ext. 246)

Pierre Bray, Inside Sales Rep. (ext. 245)

Dany Gaudette, Inside Sales Rep. (ext.241)

Richard Saucier, Inside Sales Rep. (ext.223)

LONGUEUIL, QUEBEC

(See also Montreal, Laval and Quebec)

(450) 670-0353

FAX: (450) 670-1243

677, rue Giffard

Longueuil QC J4G 1Y3

LOUIS-PHILIPPE BLOUIN, DISTRICT PARTS SOLUTIONS MGR. (ext. 231)

FRANÇOIS BÉLISLE, STORE MGR.

Patrick McManus, Outside Sales Rep.

To search: Click on “Edit” in tool bar and then “Find”.

ROCKY MOUNTAIN DISTRICT

Last updated April 1, 2012

DENVER, CO (V5)

ROCKY MOUNTAIN DISTRICT

(See also Colorado Springs, Fort Collins, Grand Junction, Boise, ID and Salt Lake City, UT area offices and Parts Centers listed below)

(303) 228-3300

(303) 426-3195 – After Hours

FAX: (303) 228-2828

445 Bryant St., Unit 5

Denver, Colorado 80204

STACEY HIEB, DISTRICT GENERAL MGR. (V5-S00, V6-S00, V4-U01) (ext. 2817)

David Golden, HR Leader (ext. 2824)

Diane Dale, Training Coordinator (ext. 3229)

EQUIPMENT FULFILLMENT

Brady Woolley, Equip Solutions Mgr. (ext. 3228)

Brandy McNeill (ext. 3232)

Sara Colvin, P.M. (ext. 2877)

Gayle Beauchamp, P.M. (ext. 2829)

Josh Furman, Application Engineer (ext. 2846)

Ryan Nedbalski, Application Engineer (ext. 2819)

Sheri Oline, Project Administrator (ext. 2849)

JIM OETKEN, PARTS GENERAL MGR. (ext. 2835)

EXISTING BUILDING SALES

SCOTT LAGANA, DIRECT SALES LEADER (V5-S67) (ext. 2843)

Dan Torres, Direct Sales Account Manager (ext. 2807)

Ray Marshall, Direct Sales Account Manager (ext. 2809)

David Huber, Direct Sales Account Manager (ext. 2876)

Jed Mallard, Direct Sales Account Manager (ext. 2880)

Gus Lester, Direct Sales Account Manager (ext. 2870)

Scott Korth, Direct Sales Account Manager (ext. 2851)

Rich Zydzik, Inside Account Manager (ext. 2857)

Pat Prewitt, Inside Sales (ext. 3243)

Jim Kaylor, (ext. 3243)

NEW EQUIPMENT SALES

Amanda Gabbert, Application Engineer (ext. 2897)

TIMOTHY JONES, SALES MGR./ORDER ACQUISITION (V5-S64) (ext. 2866) (303) 901-2684

Cheryl Sykes, Contractor Connection (ext. 2827) (303) 358-1122

Dean Beech, BAS/Controls Account Manager (V5-S90) (ext. 2801) (303) 548-0875

Evan Eitemiller, Product Manager – Represented Products (ext. 3221) (720) 434-7223

Gavin Chapman, Account Manager (V5-S77) (ext. 2810) (303) 548-9729

Gerry Boarman, Account Executive (V5-S02) (ext. 2830) (303) 877-3578

Jake James Account Manager (V5-S76) (ext. 2884) (303) 358-6164

Mark Redman, Account Executive (V5-S04) (ext. 2842) (303) 594-3020

Matt Diehl, Account Executive (V5-S08) (ext. 2832) (303) 589-3372

Michael Schwenk, Sales Engineer (ext. 2891) (303) 594-7546

Mike Levison, BAS/Controls Account Manager (V5-S84) (ext. 2814) (303) 915-1759

Sid Simkowski Account Manager (V5-S82) (ext. 2841) (303) 803-8754

Tony Fischels Sales Engineer (V5-T07) (ext. 3239) (303) 653-6728

Tony Lanphier BAS/Controls Account Manager (ext. 2815) (303) 889-9237

Troy Rippe Account Manager (V5-S85) (ext. 2855) (970) 412-9558

CHARLES BENNETT, BUSINESS DEVELOPMENT LEADER (V5-S87) (ext. 2816)

STRATEGIC SALES

Eric Koehler, Strategic Sales Leader (ext. 2886)

Chris Berry, Sustainability Solutions Business Development Manager (ext. 3229)

Kim Ketchum, Comprehensive Solutions Account Executive

Jake Sloan, Serv. A.E. (V5-S86) (ext. 2883)

Jed Mallard (ext. 2880)

Zed Brooks, Project Manager-Turnkey (ext. 2853)

NATIONAL ACCOUNTS

Jason Bradley, Project Manager National Accounts (ext. 2852)

Justin Barnes, N.A.E. & N.A.J.C. (V5-S28) (ext. 2896)

Paul Minock, N.A.P.M. (ext. 2838)

To search: Click on “Edit” in tool bar and then “Find”.

SERVICE

MIKE LIMKE, GENERAL SERVICE MGR. (ext. 2854)
FLOYD BRUNS, AREA SERVICE MGR. (ext. 2865)
Brooke Cornish, Resource Coordinator
Eric Tenerove, HVAC Field Supervisor (ext. 2858)
Erin Bratton
Ken Gonzales, HVAC Field Supervisor (ext.
Kenda Schwartz
Lindsey Schumer (ext. 2856)
Matt Hunter
Morgan Flenthrope (ext. 2805)
Shirlee O'Hearn, Business Process Manager for Service for the District (ext. 2864)

CONTRACTING

DEREK MCPHERREN, BAS MGR. (ext. 2833)
Dan Marshall, P.M. (ext. 2847)
Brian Strandjord, P.E. (ext. 3242)
Brian Lee (ext. 3258)
Cathie Brailey, Contracting Project Administrator (ext. 2861)
Chris Hantke, Engr. Supv. (ext. 2860)
Dave Slowey, BAS Controls Estimator (ext. 2845)
Matt Jones, Project Engineer (ext. 2859)
Megan Campbell (ext. 2848)

BOISE, ID (U2)

ROCKY MOUNTAIN DISTRICT
(208) 362-0916 Sales & Service
FAX: (208) 362-7463
351 N. Mitchell, Suite 100
Boise, Idaho 83704
Gordon Shields, Account Manager (ext. 2102)
Kurt Wynn, Area Service Manager (ext. 2107)

EXISTING BUILDING SALES

Craig Hereau, Direct Sales Account Manager (ext. 2103)
Jim Miller, Direct Sales Account Manager (ext. 2108)
.

COLORADO SPRINGS, CO (V6)

ROCKY MOUNTAIN DISTRICT
(719) 599-3900
(719) 599-3900 – After Hours
FAX: (719) 268-0200
4242 N. Nevada Ave.
Colorado Springs, Colorado 80907
Kathy Bullock, P.M. (ext. 7906)
Jeff Gaither, Account Manager (V6-S14) (ext. 7903) (719) 641-0967
Steve Schedlbauer, Account Executive (V6-S02) (ext. 7908) (719) 337-8898
Steve Black, Account Manager-Controls (ext. 7905)

EXISTING BUILDING SALES

Joel Copley, Direct Sales Account Manager (V6-S12) (ext. 7902)
John Harrington, Direct Sales Account Manager (V6-S08) (ext. 7904)

David Headings, Direct Sales Account Manager (ext. 7926)
Josh Willms
Judy Roe, Inside Sales (ext. 7912)

FORT COLLINS, CO (V7)

ROCKY MOUNTAIN DISTRICT
(970) 490-1052
(970) 221-8040 – After Hours
FAX: (970) 490-1191
2416 Donella Court, Unit D
Fort Collins, Colorado 80524

To search: Click on “Edit” in tool bar and then “Find”.

EXISTING BUILDING SALES

CRAIG COOPER, AREA SERVICE MANAGER

Susan Christian, Service Coordinator (ext.

Matt Horner, Direct Sales Account Manager (ext. 7265)

Lyle Smith, Direct Sales Account Manager (ext. 7242)

Tony Fischels Sales Engineer (V5-T07) (ext. 3239) (303) 653-6728

Tony Lanphier BAS/Controls Account Manager (ext. 2815) (303) 889-9237

Troy Rippe Account Manager (V5-S85) (ext. 2855) (970) 412-9558

(Sorry –I can’t get this format correctly –these 3 guys(Tony, Tony, Troy) assist Ft Collins area customers but they are located in the Denver office)

GRAND JUNCTION, CO (V9)

ROCKY MOUNTAIN DISTRICT

(970) 242-4361

FAX: (970) 242-4566

2387 River Road, Unit 110

Grand Junction, Colorado 81505

Dean Beech, BAS/Controls Account Manager (V5-S90) (ext. 2801) (303) 548-0875 (located in Denver)

Keith Clark, Area Service Mgr. (ext. 3945)

EXISTING BUILDING SALES

Mark Redman, Account Executive (V5-S04) (ext. 2842) (303) 594-3020 (located in Denver)

Ron Hall, Direct Sales Account Manager (V5-S78) (ext. 3941)

Wes Greenwalt, Contracting P.M. (ext. 3953)

SALT LAKE CITY, UT (V4)

ROCKY MOUNTAIN DISTRICT

(801) 486-0500 – Sales & Service

(801) 486-0500 – After Hours

(801) 486-8808 – Parts

FAX: (801) 486-0752

2817 South 1030 West

Salt Lake City, Utah 84119

MIKE ANDERSON, SALES MGR./ORDER ACQUISITION (V4-U03) (ext. 2021)

Belinda Marek, PA (ext. 2033)

Brian Connolly, BAS S.E. (ext. 2029)

Dan Goulding NES (V4-U41) (ext. 2027)

Eric Thatcher, Comprehensive Solutions Account Executive

Naji Khoury, NES (V4-U04) (ext. 2028)

David Hall, Area Service Manager (ext.

Kris Henline, Service Coordinator (ext.

EXISTING BUILDING SALES

SCOTT LAGANA, DIRECT SALES LEADER (V5-S67) (ext. 2843) (located in Denver)

Gary Morgan, Direct Sales Account Manager (V4-U21) (ext. 2018)

Heather Hawkins, PM (ext. 2035)

Jeff Kay, Direct Sales Account Manager (ext. 2048)

Ashli Bessey, Inside Sales (ext. 2047)

Julie Scovil, Contractor Connection (ext. 2036)

Kody Vos, PM (ext. 2053)

Jason Bradford, Account Manager Indirect (ext. 2046)

BAS

Scott McDonald, Engr./Tech. (V4-U08) (ext. 2061)

Jeff Anderson, Controls Tech.

Jeremy Kerr, PM. (ext. 2031)

Dustin Juback (ext. 2062)

PARTS CENTERS:

COLORADO SPRINGS, CO

Rocky Mountain Trane Parts Center

(719) 266-8800

FAX: (719) 266-8866

4242 N. Nevada Ave.

To search: Click on “Edit” in tool bar and then “Find”.

Colorado Springs, Colorado 80907
Dennis Joy, Parts Store Mgr. (ext. 7919)
Steve Blanchard

DENVER, CO

Rocky Mountain Trane Parts Center
(303) 228-3310
FAX: (303) 228-2898
445 Bryant St., Unit 5
Denver, Colorado 80204
Chuck Weeks, OTC Sales (ext. 2844)
Dale Hurd, Parts Store Manager (ext. 3231)
Dan Urioste, Outside Sales (ext. 2889)
Jerry Mosher, Warehouse (ext. 7254)
Jim Vashon, OTC Sales (2887)
Lisa Farrell, Inside Parts Sales
Rick Lontin, OTC Sales (ext. 2869)
Robert Bell, Outside Sales (ext. 2802)
Tony McGeehan, OTC Sales (ext. 3227)

FORT COLLINS, CO

Rocky Mountain Trane Parts Center
(970) 484.4139
FAX: (970) 490-1195
2416 Donella Court, Unit D
Fort Collins, Colorado 80524

Severin Lee

GRAND JUNCTION, CO

Rocky Mountain Trane Parts Center
(970) 242-4438
Fax: (970) 248-3959
2387 River Road, Unit 110
Grand Junction, Colorado 81505
Russ Herre, Parts Store Mgr. (ext. 3948)
Sara Hollingsworth, OTC Sales (ext. 3949)

BAS

Amy Fry, Project Administrator

SALT LAKE CITY, UT

Salt Lake City Trane Parts Center
(801) 972-3352
FAX: (801) 972-3353
2817 South 1030 West
Salt Lake City, Utah 84119
David Bills, Parts Store Mgr. (ext. 2044)
Robert Underwood, Warehouse (ext. 2224)

BOISE, ID

Boise Trane Parts Center
(208) 362.0916
FAX: (208) 362-7463
351 N. Mitchell, Suite 100
Boise, Idaho 83704
Earl Pfeiffer, OTC Sales (ext. 2113)

To search: Click on “Edit” in tool bar and then “Find”.

SACRAMENTO DISTRICT

Last updated January 1, 2012

SACRAMENTO, CA (X2)

SACRAMENTO SUB-OFFICE TO CALIFORNIA DISTRICT

(See also Fresno and Reno area offices and Parts Centers)

(916) 577-1100

(916) 577-1100 – After Hours

FAX: (916) 577-1175

4145 Del Mar Road

Rocklin, California 95677

DALE WHITE, AREA MGR. (X2-C00)

Peter Hugenroth, Healthcare Business Development Leader (X2-C67)

Tim Sisson, Education Business Development Leader (X2-C53)

John Burdette, Business Development Leader (X2-D24)

Tom Hall, Indirect Sales (X2-D21)

Todd Brooks, Indirect Sales (X2-D16)

Keit Tan, Indirect Sales (X2-D23)

Cathy Simi, Indirect Sales (X2-D17)

Nick Hinz, Direct Sales (X2-D18)

Bill Watson, Direct Sales (X2-D19)

Keith Smith, Direct Sales (X2-D40)

Richard Swank, Turnkey Sales (X2-D45)

John Connerton, Controls Sales (X2-D46)

Florylynn Takahashi, HR Generalist

BAS/CONTRACTING

JOHN REINER, OPERATIONS MANAGER

Eric Svensson, Proj. Eng.

Garrett Schlegel, Proj. Mgr.

Jeffrey Lemke, Proj. Mgr.

Eileen North, Contracting PA

Cora de Jesus, Contracting PA

SERVICE

JOHN REINER, OPERATIONS MANAGER

CHAD CASTEEL, AREA SERVICE MANAGER

Lincoln Scafe, Service Estimator

Tiffany Vincent, Service Coordinator

Rebecca Riggs, Service Coordinator

Connie Iacono, Service PA

Debbie Zofcin, Service PA

Kari Corbett, Service PA

PARTS

WAYNE ARENDT, DISTRICT PARTS LEADER

FRESNO, CA (X3)

SACRAMENTO SUB-OFFICE TO CALIFORNIA DISTRICT

(559) 271-4625

(559) 271-4625 – After Hours

FAX: (559) 271-4630

5599 N. Golden State Blvd.

Fresno, California 93722

MATT HALSEY, SALES TEAM LEADER (X3-B04)

Jason Moskowitz, Direct Sales (X3-B22)

Chan Kim, Direct Sales (X2-D41)

Russ DeJohn, Applications Specialist & LAN Admin.

BAS/CONTRACTING

Tony Nguyen, Proj. Mgr.

PARTS

DON MILLER, PARTS STORE TEAM LEADER

To search: Click on “Edit” in tool bar and then “Find”.

RENO, NV (C8)

SACRAMENTO SUB-OFFICE TO CALIFORNIA DISTRICT

(775) 856-3343

FAX: (775) 856-1704

5595 Equity Avenue, Suite 100

Reno, Nevada 89502

Adam Loeffler, Direct Sales (X2-D42)

BAS/CONTRACTING

PARTS CENTERS:

FRESNO, CA

Trane Parts Center #3

(559) 271-4625

FAX: (559) 271-4632

5599 N. Golden State Blvd.

Fresno, California 93722

DON MILLER, PARTS STORE TEAM LEADER

SACRAMENTO, CA

Trane Parts Center #1

(916) 577-1100

(800) 247-2050

FAX: (916) 577-1185

4145 Del Mar Road

Rocklin, California 95677

BILL ALLISON, PARTS STORE TEAM LEADER

SOUTH SACRAMENTO, CA

Trane Parts Center #2

(916) 577-1180

(866) 543-5929

Fax: (916) 388-0163

5440 Florin Perkins Road

Sacramento, California 95826

TAMMY DUNLOP, PARTS STORE TEAM LEADER

To search: Click on “Edit” in tool bar and then “Find”.

SAN FRANCISCO DISTRICT

Last updated April 1, 2012

SAN FRANCISCO, CA (TSO) (X1)

SAN FRANCISCO DISTRICT

(See also Oakland and Santa Rosa area offices and Parts Center listed below)

(408) 481-3600

(408) 481-3700 – Service & After Hours

FAX: (408) 481-3666

310 Soquel Way

Sunnyvale, California 94085-4101

DONALD S. DRUYANOFF, DISTRICT MGR. (X1-D00) (ext. 3616)

BOB JEFFRYES, GEN. MGR. (ext. 3614)

DAN HALL, GEN. SALES MGR. & (X1-E14) (ext. 3619)

DAVE SCHULTHEIS, ASSIST. SALES MGR. (X1-D48) (ext. 3690)

James Poole, Applied Mktg. Mgr. /Global Accounts, N.A.E. (X1-D07) (ext. 3628)

Gary Rich, Unitary Mktg. Mgr. & N.A.E. (X1-E14) (ext. 3620)

Dan Neitz (X1-E01) (ext. 3673)

Charles Ivins (X1-D74) (ext. 3629)

Steve Johnson, A.E., N.A.E. (X1-D74) (ext. 3624)

Drew Osborn, N.A.E. (X1-E14) (ext. 3734)

Rob Battiston (X1-03) (ext. 3639)

Adrian Giovenco (X1-E02) (ext. 3659)

Steve Toney, N.A.E. (X1-D74) (ext. 3657)

Matt Walker (X1-D74) (ext. 3626)

Walter Ying, A.E. (X1-D74) (ext. 3627)

Kathi Croffoot, S.A. Proj. Mgr. (ext. 3618)

Jason Lykam, S.E. Intern (ext. 3677)

Jason Ivy, Proj. Mgr. (3643)

Becky Hollenshead, S.A. (ext. 3609)

Luana Medar, S.A. (ext. 3636)

Treva Estrada, S.A. /Bid Coord. (ext. 3774)

Peter Carmel, Inside S.E. (ext. 3758)

Frank Ruzich, Inside S.E. (ext. 3622)

John Wagner, Inside S.E. (ext. 3652)

Luis Densing, Inside S.E. (ext. 3635)

Danielle Kirchner, S.A. (ext. 3634)

Tara Rodgers, S.A. (ext. 3653)

Susan Youngblood, S.A. (ext. 3640)

Amanda Morin, S.A. (ext. 3673)

MICHAEL J. WOOD, CFO (ext. 3710)

Edgar Yao, Controller (ext. 3711)

Jeff O'Connell, Credit Mgr. (ext. 3728)

Jean Regala, Human Resource Mgr. (ext. 3714)

Steve Southard, LAN Admin. (ext. 3722)

Sen Kironde, LAN Admin. (ext. 3632)

Carroll Portier, Office Admin. (ext. 3661)

EXISTING BUILDING SALES

MIKE LABARGE, GEN. SERV. MGR. (ext. 3751)

DON THOMAS, EBS SALES MGR. (ext. 3747)

DAVID GAUS, SERV. FULFILLMENT, OPER. MGR. (ext. 3744)

Janice Avery, EBS Sales (ext. 3630)

Jay Blatchford, EBS Sales (ext. 3696)

Gus Meyner, EBS Sales (ext. 3746)

Rene Reyes, EBS Sales (ext. 3695)

Dave Werolin, EBS Sales (ext. 3669)

Brett Wright, EBS Sales (ext. 3755)

Kathy Holm, EBS Inside Sales, Service (ext. 3738)

Jeff LaBarge, EBS Inside Sales, Controls (ext. 3650)

CONTRACTING/BAS

GREG CLEMENTE, Contracting Solutions Mgr. (ext. 3649)

Amy Chan, Sr. Appl. Eng. (ext. 3646)

Ernest Ramirez, Sr. BAS Project Mgr. (ext. 3730)

John Jordan, Oper. Coord. (ext. 3644)

Rick Romero, Sr. Proj. Mgr. (ext. 3648)

Dino Dattolico, CAD Operator (ext. 3660)

To search: Click on “Edit” in tool bar and then “Find”.

Rajendra Shah, Sr. Proj. Eng. (ext. 3637)
Charles Feng, Sr. Proj. Mgr. (ext. 3621)
Mark Diven, Proj. Mgr. (ext. 3694)
Mike Madani, Proj. Mgr. (ext. 3784)
Howard Nakamura, Proj. Mgr. (ext. 3680)
Bob Mierz, Sr. Proj. Mgr. (ext. 3633)
Sean Osborn, Sr. Proj. Mgr.
Jeff Bova, Sr. Proj. Mgr. (3662)

Randy Silva, Proj. Mgr. 3651)
Tom Dreiling, Proj, Engr. (VM. 694)
Riley Robbins, BAS Appl. Eng. (ext. 3688)
Fernando Aguilar, Field Support (ext. 3642)
Bruce Sarubin, BAS A.E. (X1-D97) (ext. 3612)
Grant Paedon, BAS A.E. (X1-D98) (ext. 3623)
Frank Robutz, BAS Estimator (ext. 3617)
Mike Cleary, BAS S. E. (ext. 3706)
Russ Eckstrom, Project Administrator (ext. 3735)
Jamie Campbell, Project Administrator (ext. 3749)
Irina Gilliam, Project Administrator (ext. 3687)
Monica Cook, Project Administrator (ext. 3647)
Linda Gerritse, BAS S.A. (ext. 3786)
Julina Sinyard, BAS S.A. (ext. 3671)

Marketing & Training

Fawn Davis, Marketing & Training Director (ext. 3655)

Dealer Marketing Division, Benicia Office

Laura Birch, Business Development & Marketing Mgr. (707-746-4876)

Dealer Training & HVAC Voc Institute, INC.

Larry Andreson

DEALER SALES

SPECIALTY A/C PRODUCTS, INC.

5250 East 2nd Street

Benicia, California 94510

(707) 746-4949

LARRY ANDRESON, RESIDENTIAL MARKETING & DISTRIBUTION MGR.

STUART IVERSON, OPER. MGR.

Cody Besler FSR

Dan Forney (X1-B14)

Richard Wolfe (X1-B13)

Ed Saincome (X1-B30)

Tim Ireland (X1-B70)

Dave Mavity (C09)

301 Soquel Way

Sunnyvale, California 94085

408-481-3600

OAKLAND, CA (X6)

SAN FRANCISCO DISTRICT

(510) 433-8940

FAX: (510) 433-8954

383 4th Street, Suite 202

Oakland, California 94607

TODD ELMGREN, AREA MGR. & N.A.E (X6-O12)

Nick Huetter (X6-O14) (ext. 943)

Kim Tan (X6-O11) (ext. 944)

Kurt Wessels (X6-O16) (ext. 953)

Oakland Team (X6-O08)

Candace Alcantara, Proj. Mgr. (ext. 955)

Corey Lindsey, Admin. Assistant (ext. 8940)

Steve Southard, LAN Admin.

Sen Kironde, LAN Admin.

SANTA ROSA, CA (X8)

SAN FRANCISCO DISTRICT

(707) 542-4213 or 4214

To search: Click on “Edit” in tool bar and then “Find”.

FAX: (707) 542-9206
987 Airway Court, #18
Santa Rosa, California 95403
THOMAS W. KARBOWSKI, SO MGR. (X8-R04)
Lois Karbowski, S.A.

PARTS CENTER

SAN JOSE, CA

FIX AIR
(408) 437-0390
FAX: (408) 437-9163
890 Service Street, Unit A
San Jose, California 95112
DICK MUETZE, PARTS MGR.

BENICIA, CA

SPECIALTY HVAC PARTS
(800) 404-0247
FAX: (707) 746-6781
5250 E. 2nd Street
Benicia, California 94510
KEN WIBLE, PARTS MGR.

To search: Click on “Edit” in tool bar and then “Find”.

SASKATCHEWAN DISTRICT

Last updated April 1, 2012

REGINA, SASKATCHEWAN (CP)

REGINA DISTRICT

(See also area office Saskatoon listed below)

(306) 525-0745

FAX: (306) 525-0746

109 Hodsman Road

Regina, Saskatchewan S4N 5W5

CRAIG NELSON, DISTRICT MGR. & N.A.J.C. (CP-N01)

Glen Smith, LAN Admin.

SASKATOON, SASKATCHEWAN (CW)

REGINA DISTRICT

(306) 652-5022

FAX: (306) 244-1106

Bay #4 – 301 Pakwa Place

Saskatoon, Saskatchewan S7L 6A3

CRAIG NELSON, DISTRICT MGR. (CW-N01) (Contact in Regina Office)

Debbie Haanen, Oper. Mgr.

Ward Payton (CW-N05)

To search: Click on “Edit” in tool bar and then “Find”.

SHREVEPORT DISTRICT

Last updated April 1, 2012

SHREVEPORT, LA (K7)

SHREVEPORT DISTRICT

(See also Parts Centers listed below)

(318) 865-1466

FAX: (318) 861-8481

P.O. Box 6761 (zip 71136)

504 W. 67th Street

Shreveport, Louisiana 71106

HUBERT E. STORER, DISTRICT MGR. (K7-D00)

CRAIG STORER, GEN. MGR. (K7-D17)

Josh Trahan, Controller

Karen McDonald, Human Resource Manager

Kelly Roberts, Business Development & Mktg

Debbie Fitzpatrick, Training, Development & Benefits Coord

Rod Anthony, Sales Leader (K7-D23)

Marcus Harmon, Sales Engineer (K7-D28)

Johnny Deloach, Sales Engineer (K7-D26)

Melissa Goldman, S.A. Team Leader, N.A.J.C. (K7-D27)

Paul King, Admin, S.A.

Gary Patrick, Admin, S.A.

Jeannie McCall, Admin, S.A.

Eddie Conrad, IT & LAN Admin.

EXISTING BUILDING SALES

Al Cannon, Parts and Service Business Manager

Mark Stevens, Storer Building Services Operations Manager

Charlie Ford, Service Operations Manager

Dan Weir, EBS

Mike Temple, EBS

Greg Coates, EBS

Kelly Irvin, EBS

Deen Golihar, EBS

Scott Fleming, EBS

Gary Moore, EBS Estimator

BAS

Russ Hoppe, Manager

Roger Murray, Proj. Mgr.

Aaron Storer, Sales Leader

Keenan Jennings, Appl. Eng.

Mike Shoemaker, Proj. Mgr.

Jason Crigger, Programmer.

Richard Wood, Programmer.

Tommy Delrie, Proj. Mgr.

Keith Thompson, Proj. Mgr.

Beverly Boyett, Contract Admin

PARTS CENTER:

Storer Parts Center

(318) 865-5663

FAX: (318) 861-8483

438 West 67th Street

Shreveport, Louisiana 71106

Al Cannon, Parts and Service Business Manager

Debbie Waggoner

David Allen

Michael Taylor

David Gott

Aaron Linn

Robert Ross, Parts Sales

Rachel Bass, Parts Sales

C. B. Redwine, Parts Sales

To search: Click on “Edit” in tool bar and then “Find”.

Dennis Montgomery, Parts Sales
Brandon VanTiem

To search: Click on “Edit” in tool bar and then “Find”.

SOUTHERN CALIFORNIA DISTRICT

Last updated April 1, 2012

LOS ANGELES, CA (W2)

(See also San Diego area office and Parts Centers listed below)

(626) 913-7123 – Sales

(626) 913-7913 – Service & After Hours

FAX: (626) 913-7153 – Sales

FAX: (626) 913-7923 – Service

17760 Rowland Street

City of Industry, California 91748

TYLER K. CLEMMER, DISTRICT MANAGER (W2-D01) (ext. 1188) (714) 493-6579

Louise Rasmussen, HR Strategic Business Partner (ext. 1129) (626) 890-0832

Tim Dorsey - Finance Manager California (ext. 1131) (626) 222-1996

Erik Stone, LAN Administrator (ext. 1139) (213) 321-9852

Katherine Drewes, Marketing Manager California (ext. 1168) (626) 498-5615

Sharon Estes, Receptionist (626) 435-1110

INDIRECT SALES AQUISITION

PATRICK BRONSON, INDIRECT SALES MANAGER (W2-E38) (ext. 1176) (949) 279-6200

Contracting Team 11

Allen E. Knopf, N.A.E. (W2-E27) (ext. 1147) (714) 269-9755

Mitch Hagen (W2-E26) (ext. 1161) (714) 319-1204

Jeff Swanson (W2-E34) (ext. 1143) (626) 945-6049

Contracting Team 12

Kevin Nolan, Team Leader (W2-E29) (ext. 1189) (818) 581-9561

Roger Rhoades, (ext. 1183) (949) 315-5506

Jose Velazquez (W2-E30) (ext. 1196) (909) 675-9893

Engineering Team 13

Arthur Weber, Team Leader (W2-E36) (ext. 1141) (818) 416-1088

Dan Hill (W2-E37) (ext. 1120) (714) 376-1019

Engineering Team 14

Kenyon Holmes, Team Leader (W2-E40) (ext. 1153) (323) 841-5303

Omar Chamma (W2-E41) (ext. 1164) (626) 255-3170

Sunil Isaac (W2-E42) (ext. 1149) (626) 641-9394

Somac Roy, (ext. 1137)

Jason Okajima, (ext. 1154) (559) 313-0380

Neil Alexnder, (ext. 1112) (310) 614-4648

Patrick Wilkinson, (ext. 1169) (310) 990-0526

Vince Priolo, (ext. 1187) ((805) 550-4298

Doug White, (ext. 1160) (760) 271-9021

Other Account Managers

Grant Brown (W2-E44) (ext. 1173) (310) 654-7218

Business Development Leader – Retail Market

Ed Rembecky (W2-D30) (ext. 1103) (909) 559-9629

Contractor Connection

John Sather (W2-E45) (ext. 1130) (626) 712-0730

Technical Inside Sales

John H. Hult, Applications Manager (W2-E46) (ext. 1191)

Oscar Penalzoa Application Specialist (ext. 1166)

Mitch Chuong, Application Specialist (ext. 1128)

Michael Smith Estimator (ext. 1163)

LCU – Inside Sales

Frank Lulli (ext. 1181) (714) 348-9801

Admin. Equipment Fulfillment

Tara Potter, Equipment Solutions Manager (ext. 1124) (626) 705-0017

Cindy Taft Project Manager (ext. 1102)

Maria G. Garcia Project Manager (ext. 1115)

Kathy Neiheisel Project Manager (ext. 1193)

Sandra Carte Project Manager (ext. 1134)

Elizabeth James Project Administrator (ext. 1180)

Tonya Richardson Project Administrator (ext. 1106)

Bid Coordinator

Gina Zelaya (ext. 1135)

Training

Tim Muckey Training Manager (ext. 1177) (310) 702-9023

To search: Click on “Edit” in tool bar and then “Find”.

Becky Perrusquia, Training Coordinator (ext. 1133)
Environmental Health & Safety, EHS Jeryy Wolfe, Manager
Jim Ramos, Safety Coordinator (ext. 1107) (626) 255-2691

To search: Click on “Edit” in tool bar and then “Find”.

DIRECT SALES ACQUISITION

ADAM WITTMER DIRECT SALES MANAGER(W2-E23) (ext.1162) (626) 890-5294 Doug Walker (W2-E21) (ext. 1172) (949) 337-0684
Robert Huebner (W2-E22 (ext. 1192) (818) 253-5757
Lee Ostrander (W2-E15) (ext. 1165) (818) 253-5823
JoAnn Shebby (W2-E18) (ext. 1114) (626) 945-5707
Kerry Frank (W2-E20) (ext. 1111) (818) 391-4656
Stefanie Goltiao (W2-E17) (ext. 1132) (626) 890-0860
Jack Ladwig (ext. 1179) (310) 486-2587
Lindsey Clement (ext. 1116) (903) 235-8107
Peter Morris (ext. 1123) (949) 230-3169
Phil Armstrong (ext. 1122) (541) 221-9132
Shayan Shakiba (ext. 1125) (865) 679-1150
Sean Nachtigall (ext. 1101) (661) 619-6408
Tony Russomanno, Honda National Account Manager (W2-D79) (ext. 1157) (818) 262-2436
Dominik Musiol, Account Manager/Inside Sales (ext. 1127) (323) 580-2977
Doug White, Account Manager – Complex Solutions (ext.1160) (626) 705-9780
Brad Donnelly, Account Manager (ext. 1119) (949) 412-5790
Butch Wiltshire, Estimator (ext. 1156) (818) 822-0729

Strategic Sales

Harvey Katzen (W2-E05) (858) 775-5484

CONTRACTING SALES ACQUISITION

JOHNNY BROWN, CONTRACTING SALES AREA MANAGER (EXT.1190) (949) 468-7307
GALE VAN NOSTERN, CONTROLS SALES LEADER CALIFORNIA, (W3-T33) (619) 572-2094
Scott McDonald, BASD Account Manager (W2-E19) ext. 1151) (714) 746-4178
Andrew Lemanczyk, BASD Account Manager (ext. 1148) (909) 578-2983
Justin Keough, BASD Account Manager (ext. 1167) (818) 652-1566
Johnny Modica, BASD Estimator (ext. 1104) (619) 770-7346

Contracting

RUSSELL SVETIC, CONTRACTING SOLUTIONS MANAGER (ext. 1174) (310) 930-4023
David Fasig, Project Manager (ext. 1142) (818) 253-6932
Duane Hampton, Project Manager (ext. 1118) (626) 255-5468
Mike Harmon, Project Manager (ext. 1179) 6(26) 392-2294
Ronald Miller Project Manager – Turnkey (ext. 1403) (818) 674-9780
Chris Weems, Project Manager – Turnkey (ext. 1178) (626) 536-1068
Nhuan Nguyen Project Engineer Team Leader (ext. 1195) (626) 255-5334
Long Nguyen, Project Engineer (ext. 1184) (626) 712-1426
Travis Sturges, Controls Technical Leader, (ext. 1155) (818) 391-4653

Admin. Contracting

Lisa Redden, Project Manager (ext. 1121)
Colleen Bevans (ext. 1150)
La Verne Yadao (ext. 1182)

Service

JOHN LEHMAN, SERVICE SOLUTIONS MANAGER (ext. 1401) (626) 488-9260
Scott Koenen, Area Service Manager (ext. 1136)
Freddie Kobzoff, Area Service Manager (ext. 1100)
Joyce Bres Raisor, Project Administrator (ext. 1109)
Jeanine Rodriguez, Project Administrator (ext. 1117)
Bruce Harshfield, Project Administrator (ext. 1140)
Veronica Crestejo, Project Administrator (ext. 1194)
Terry Shanley, Service Coordinator (ext. 1113)
Mary Cowan, Service Coordinator (ext. 1175)
Heather Buchanan, Service Coordinator (ext. 1143)
Tony Browner, HVAC Field Technician Team Leader
Steve Hitt, HVAC Field Technician Team Leader
Phil Jeffrey, HVAC Field Technician Team Leader

SAN DIEGO, CA (W3)

SOUTHERN CALIFORNIA DISTRICT

(858) 576-2500

(858) 576-2555 – After Hours

FAX: (858) 576-2554

FAX: (858) 268-4202

3565 Corporate Court

San Diego, California 92123

TYLER CLEMMER, DISTRICT MANAGER

To search: Click on “Edit” in tool bar and then “Find”.

JENNIFER FELSBURG, AREA MANAGER, (ext. 2517) (916) 997-5243

Tim Dorsey - Finance Leader , (626) 222-1996

Marylú Ramirez, Office Administration, (ext. 2513)

Louise Rasmussen, HR Strategic Business Partner, (626) 890-0832

Erik Stone, LAN Admin.(626) 435-1139

INDIRECT SALES ACQUISITION

DAVID T. TROYAN, ACCOUNT MGR. TEAM LEADER (W3-T41)

Rahn Beck, Indirect Acct. Mgr. (W3-T42)

Clinton Losey, Indirect Acct. Mgr. (W3-T44)

Jeff Trattner, Indirect Acct. Mgr. (W3-T43)

Andrea Pavlick, Indirect Acct. Manager (W3-

Mike Techner, Indirect Acct. Manager (W3-

Anita Young Dailey, Estimator/Bid Desk (ext. 2522)

DIRECT SALES ACQUISITION

Scott Haines, Acct. Mgr. Team Leader (W3-T46)

Ernie Ortiz, Direct Acct. Mgr. (W3-T48)

Steve Webster, Acct. Mgr. (W3-T60)

Brian Bloker, Acct Manager

BASD ACCOUNT MANAGER

GALE VAN NOSTERN, CONTROLS SALES LEADER CALIFORNIA (W3-T33)

CS Project Developer (West Territory Leadership Team)

John Gabbard Design and Engineering (619) 778-3836

LCU – INSIDE SALES

Sherman Kwan, Inside Sales Support

EQUIPMENT

TARA POTTER, EQUIPMENT SOLUTIONS MANAGER

SERVICE

JOHN LEHMAN, SERV. SOLUTIONS MGR. (626) 488-9260

Tim Hill, Area Service Mgr. (858) 212-5288

Jessica Moore, Serv. Coord.

Deb Pryor, Serv. Coord.

Jesse Lopez, Serv. Estimator

Gloria Juarez, Proj. Administrator

CONTRACTING

RUSSELL SVETIC, CONTRACTING SOLUTIONS MANAGER

Paul Roeder, Project Manager

Bill Bischel, Project Engineer Libby Williams, Proj. Administrator

PARTS CENTERS

City of Industry

17760 Rowland Street

City of Industry, California 91748

(626) 913-7913

FAX: (626) 913-9673

David Green, Parts Store Manager (ext. 1004)

WAYNE ARENDT, SOUTHERN CALIFORNIA PARTS OPERATIONS MANAGER (ext. 1108)

Glendale

3631 San Fernando Road

Glendale, California 91204

(818) 662-5096

FAX: (818) 662-9068

JOHNNY URIAS, PARTS STORE LEADER (ext. 1301)

Tustin

1451 Edinger Ave. Ste. E

Tustin, California 92780

(714) 258-7403

FAX: (714) 258-7471

CECILIA PEREZ, PARTS STORE LEADER (ext. 5586)

To search: Click on “Edit” in tool bar and then “Find”.

Riverside

2222 Kansas Street, Ste. C
Riverside, California 92507
(951) 801-6020
FAX: (951) 248-0520
TY TARVIN, PARTS STORE LEADER (ext. 1603)

Long Beach

1930 E. Carson Street, Ste. 101
Long Beach, CA 90810
(310) 971-4555
FAX: (310) 971-4537
LUIS CHACON, PARTS STORE LEADER

San Diego

3565 Corporate Court
San Diego, California 92123
(858) 292-0833
FAX: (858) 292-8952
TONY PEREZ, PARTS STORE LEADER

To search: Click on “Edit” in tool bar and then “Find”.

SOUTHWEST TRANE DISTRICT

Last updated April 1, 2012

SOUTHWEST TRANE DISTRICT

PHOENIX AREA: (CSO 113)

(480) 333-2870 – Safety
(602) 258-9600 – Sales
(602) 258-9595 – Service
(877) 507-4411 – Service
(602) 252-9100 – Parts
(602) 253-3801 – Sales Fax
(602) 258-5908 – Service Fax
(480) 333-2945 – Parts Fax

850 West Southern Avenue
Tempe, Arizona 85282

TUCSON AREA: (CSO 118)

(480) 333-2870 – Safety
(520) 748-1234 – Sales
(520) 748-1234 – Service
(877) 507-4411 – Service
(520) 748-9594 – Parts
(520) 748-1492 – Sales Fax
(520) 748-1260 – Parts Fax

4520 South Coach Drive
Tucson, Arizona 85714

ALBUQUERQUE AREA: (CSO 111)

(480) 333-2870 – Safety
(505) 884-2044 – Sales
(505) 341-7934 – Service
(505) 883-0630 – Parts
(505) 884-2449 – Sales Fax
(505) 884-2449 – Service Fax
(505) 830-0747 – Parts Fax

5501 San Diego Avenue NE
Albuquerque, NM 87113

EL PASO AREA: (CSO 112)

(480) 333-2870 – Safety
(915) 593-3484 – Sales
(915) 593-3484 – Service
(915) 593-3484 – Parts
(915) 593-3490 – Sales Fax
(915) 593-1457 – Parts Fax

1405 Vanderbilt Drive
El Paso, Texas 79935

TERRY STEVENS, DISTRICT MANAGER

ERICK JOHNSON, AREA MANAGER (V1-T00) (ext. 3745 (Albuquerque and El Paso)

ENABLING SERVICES – PHOENIX

CINDY MCCANN, HUMAN RESOURCES LEADER (ext. 2855)
RYAN NORONHA, DISTRICT FINANCE LEADER (ext. 2857)
DAVE PALTY, BUSINESS DEVELOPMENT MANAGER (ext. 2863)
NATHEN BRILL, EH&S LEADER (ext. 2870)
Shaunna Arenas, Marketing & Training Leader (ext. 2914)
Kenny Brockman, LAN Administrator (ext. 2856)

INDIRECT SALES – PHOENIX

KEN EGGERS, DISTRICT INDIRECT SALES MANAGER (V3-A75) (ext. 2869)

To search: Click on “Edit” in tool bar and then “Find”.

Bob Alford, Account Manager Building System Sales (V3-A34) (ext. 2882)
Jim G. Nelson, Account Manager Building System Sales (V3-A10) (ext. 2885)
Wes Mierau, Account Manager Building System Sales (V3-A20) (ext. 2896)
Dean Petersen, Account Manager Building System Sales (V3-A70) (ext. 2880)
Ryan Moore, Account Manager Building System Sales (V3-A81) (ext. 2889)
Nancy Dall, Account Manager Building System Sales (V3-A82) (ext. 2891)
Chad Barnett, Account Manager Building System Sales (ext. 2912)
Mike Sullivan, BAS Sales-Controls (ext. 2922)
Robert Wax, Account Manager Building System Sales (ext. 2886)
Kyle Buono, Account Manager Building System Sales (ext. 2886)

INDIRECT SALES – TUCSON

Mark Balboni, Account Manager Building System Sales N.A.J.C. (V8-A08) (ext. 101)
Richard Mills, Account Manager Building System Sales (ext. 120)

INDIRECT SALES – ALBUQUERQUE

KEN EGGERS, DISTRICT INDIRECT SALES MANAGER. (V3-A75) (ext. 2869)
Deward Stegall, New Equipment Sales Engineer (V1-T12) (ext. 3735)
Don Schedlbauer, Account Manager Building System Sales (V1-T02) (ext. 3733)
Stephen Forner, Account Manager Building System Sales (ext. 3766)

INDIRECT SALES – EL PASO

Martin Elmquist, Account Manager Building System Sales N.A.J.C. (V2-T06) (ext. 229)
Rogelio Garcia, Account Manager Building System Sales (V2-T05) (ext. 223)
Russell Ortiz, Account Manager Building System Sales (V2-T11) (ext. 225)

OWNER DIRECT SALES/SERVICE/CCS – PHOENIX

BRUCE MARTZ, DISTRICT STRATEGIC SALES MANAGER (V3-A14) (ext. 2868)
Rocky Tarcola, Account Manager Existing Building Sales (V3-A36) (ext. 2873)
Dan Skiba, Account Manager Existing Building Sales (V3-A40) (ext. 2894)
George Kotselas, Account Manager Healthcare Solutions (V3-A79) (ext. 2913)
Jamie Batsell, Account Manager Existing Building Sales (V3-A73) (ext. 2898)
Marshall Kauffman, Account Manager Existing Building Sales (V3-A67) (ext. 2870)
Gloria Cater, Account Manager Existing Building Sales (V3-A80) (ext. 2911)
William Mote, Account Manager Existing Building Sales (V3-A77) (ext. 2908)
Bruce Locke, Account Manager Existing Building Sales (V3-A86) (ext. 2871)
George Sterling, Healthcare Business Development (ext. 2902)
Mary Ann Ulik, District Education and Vertical Market Leader (ext. 3754) *(located in ALB office)
Jeff Mundell, Project Development Manager (ext. 2872)

OWNER DIRECT SALES/SERVICE/CCS – TUCSON

Brian Callahan, Account Manager Existing Building Sales (V3-A18) (ext. 108)
Pete Jacobs, Account Manager Existing Building Sales (V8-A21) (ext. 105)

OWNER DIRECT SALES/SERVICE/CCS – ALBUQUERQUE

ERICK JOHNSON, AREA MANAGER (V1-T00) (ext. 3745) (Albuquerque and El Paso)
Eric Webster, Account Manager Existing Building Sales (V1-T22) (ext. 3738)
Jackie Putney, Account Manager Existing Building Sales (V1-T18) (ext. 3731)
Christopher Lewis, Account Manager Existing Building Sales (V1-T19) (ext. 3742)
Joe Perea, Account Manager Existing Building Sales (V1-T20) (ext. 3743)
Mark Fafard, Account Manager Existing Building Sales (V1-T21) (ext. 3736)

OWNER DIRECT SALES/SERVICE/CCS – EL PASO

Jorge Polanco, Account Manager Existing Building Sales (V2-T13) (ext. 224)
George Hernandez, Account Manager Existing Building Sales (V2-T12) (ext. 222)

CONTRACTING – PHOENIX

BRUCE ALLEN, CONTRACTING SOLUTIONS LEADER (ext. 3717)
Andy St. Clair, Turnkey Project Manager (ext. 2892)
Susan Kleinfeld, Contracting Project Administrator II (ext. 2860)

CONTRACTING – TUCSON

CONTRACTING – ALBUQUERQUE

Linh Thai, Contracting Project Administrator (ext. 3736)
Lacey Ayers, Contracting Project Administrator (ext. 3720)

To search: Click on “Edit” in tool bar and then “Find”.

Terry Reeve, Turnkey Project Manager (ext. 3732)
Glen Gatlin, Turnkey Project Manager (ext. 3724)

CONTRACTING – EL PASO

Jose L. Valenzuela, Project Manager BASD, (ext. 231) cell (915-593-3484)
Eddie Bueno, Turnkey Project Manager, (ext. 233) cell (915-490-1848)
Jose Velasquez, Project Manager (ext. 242)
Corina Snyder, Contracting Project Administrator (ext. 237)

BAS - CONTROLS – PHOENIX

David Reid, Contracting Solutions Estimator (ext. 2918) (for Phoenix and Tucson)

BAS - CONTROLS – ALBUQUERQUE

Steve Rorabracher, Turnkey Estimator III (ext. 3740)
Richard Wartick, Project Engineer (ext. 3737)
Greg Breshears, Project Manager – Controls II (ext. 3741)
Stephen Benavidez, Project Manager – Controls II (ext. 3739)

BAS - CONTROLS – EL PASO

Bill Svensson, Project Engineer (ext. 252), cell (915-208-9562)

SERVICE - PHOENIX

TIM DONAHOO, DISTRICT SERVICE SOLUTIONS MANAGER (For Phoenix, Tucson, Albuquerque, and El Paso)
Jason Cater, Area Service Manager-Contracts (ext. 2910)
Bruce Lenth, Area Service Manager-Repair (ext. 2890)
Anna Watson, Service Project Administrator (ext. 2858)
Lorena Robles, Service Administrative Assistant (ext. 2875)
Annie To, Service Coordinator (ext. 2905)
Doug Hamilton, Service Team Leader-Contracting, cell (602-725-4554)
Bill Perkins, Service Team Leader -Repair, cell (602-725-3080)
Anthony Pellegrino, Service Team Leader -Repair, cell (602-725-8860)

SERVICE – TUCSON

Bernie Popken, Area Service Manager (ext. 107)

SERVICE – ALBUQUERQUE

Brian Garton, Area Service Manager (ext.3723)
Mike Earnest, Area Service Manager (ext. 3721)
Raney Lopez, HVAC Technician
Ray Brittain, Service Engineer, cell (505-239-4509)

SERVICE – EL PASO

Robert Escudero, Area Service Manager (ext. 226)
Saranda Hurst, Project Administrator (ext. 227)
Anna Sanders, Project Administrator (ext. 240)
Marcos Marquez, Field Technical Supervisor, cell (915-491-9549)
Albert Bazan, Field Technical Supervisor, cell (915-490-0712)
Byron Beddo, Contract Project Manager, cell (915-526-6131)
David Molina, cell (915-525-5522)
Gilbert Mijarez, cell (915-471-5292)
Javier Villalobos, cell (915-471-5291)
Genaro Jimenez, cell (915-491-4140)
Johnny Paz, cell (915-526-1457)
Ray Fraire, cell (915-637-5092)
Rick Rodriguez, cell (915-487-9436)
Victor Medina, cell (915-471-3015)
Adan Ramos, cell (915-526-4852)
Alex Aguilar, cell (915-208-9696)
Armando Diaz, cell (915-487-5031)
Cesar Leyva, cell (915-491-5296)

EQUIPMENT FULFILLMENT– PHOENIX

RYAN PEARSON, Equipment SOLUTIONS LEADER (ext. 2919 (for Phoenix and Tucson)
Audrey Laffan, Equipment Fulfillment Team Leader (ext. 2883)
Tim Van Vlack, Project Manager (ext. 2850)
Wendy Hennings, Project Manager (ext. 2895)

To search: Click on “Edit” in tool bar and then “Find”.

Judy Vetter, Bid Coordinator & CRM L.O.C. (ext. 2888)

EQUIPMENT FULFILLMENT – TUCSON

Karen Scrimshaw, Equipment Fulfillment Team Leader (ext. 102)

Rose-Mary Tuschen, Project Manager (ext. 123)

EQUIPMENT FULFILLMENT – ALBUQUERQUE

MARIO RUIZ – EQUIPMENT SOLUTIONS LEADER (ext. 239) (for Albuquerque and El Paso)

Terry Latin, Project Manager for Equipment Fulfillment (ext. 3728)

Shannon Crouch, Equipment Fulfillment Application Specialist (ext. 3720)

Tracey McKane, Bid Coordinator (ext. 3729)

EQUIPMENT FULFILLMENT – EL PASO

Inez Mota, Equipment Project Administrator

PARTS CENTERS:

BRENNAN MORGAN, DISTRICT PARTS LEADER (ext. 2903)

PHOENIX - PARTS CENTER

HVAC PARTS & SUPPLIES

(602) 252-9100 – PARTS

(480) 333-2945 – PARTS FAX

850 West Southern Avenue

Tempe, Arizona 85282

Denice Ballou, Inside Sales (ext. 9100)

Andrew Leon, Inside Sales (ext. 9100)

Kerry Hellums, Inside Sales (ext. 9100)

Bob Beechey, Inside Sales (ext. 9100)

Dale W. Strong II, Outside Sales cell (602-430-1653)

N. PHOENIX - PARTS CENTER

HVAC PARTS & SUPPLIES CENTER

(623) 687-2256/2236 – PARTS

(623) 780-2593 – PARTS FAX

21415 North 15th Lane, Building E, Suite# 118

Phoenix, Arizona 85027

Randy Thompson, Parts Store Team Leader (ext. 2256)

Mark Farina, Inside Sales (ext. 2236)

Matt Mony, Inside Sales – Warehouse (ext. 2220)

Jeff Jones, Outside Sales, cell (602-725-8835)

PARTS CENTER - TOLLESON

HVAC Parts & Supplies Center

(623) 478-0073 or (623) 478-0447 – PARTS

(623) 907-0412 – PARTS FAX

407 S. 107th Avenue, Building A, Suite# 2

Tolleson, AZ 85353

Ernie Watson, Parts Store Team Leader (ext. 0073)

Trevor Fuller, Inside Sales (ext. 0447)

Jim Lenhart, Portable Cooling Specialist

PARTS CENTER – TUCSON

HVAC PARTS & SUPPLIES CENTER

(520) 748-9594 – PARTS

(520) 748-1260 – PARTS FAX

4520 S. Coach Drive

Tucson, Arizona 85714

Alan Heaton, Parts Store Team Leader (ext. 112)

Gary Peercy, Inside Sales (ext. 113)

Joe Loughney, Outside Sales cell (520-631-7573)

To search: Click on “Edit” in tool bar and then “Find”.

PARTS CENTER – ALBUQUERQUE

HVAC PARTS & SUPPLIES CENTER
(505) 883-0630 – PARTS
(505) 830-0747 – PARTS FAX
5501 San Diego Avenue NE
Albuquerque, NM 87113

Jim Herbert, Parts Store Team Leader
Ruben Garcia, Inside Sales
Paul Kasper, Inside Sales

PARTS CENTER – EL PASO

HVAC PARTS & SUPPLIES CENTER
(915) 593-3484 – PARTS
(915) 593-1457 – PARTS FAX
1405 Vanderbilt Dr.
El Paso, Texas 79935

Jim Herbert, Parts Store Team Leader
Martin Monedero, Inside Sales (ext. 245)

To search: Click on “Edit” in tool bar and then “Find”.

SPOKANE DISTRICT

Last updated April 1, 2012

SPOKANE, WA (Y4)

SPOKANE DISTRICT

(See also Parts Center listed below)

(509) 535-9057

(509) 535-9057 – After Hours

FAX: (509) 535-4354

715 N. Hogan

Box 3304

Spokane, Washington 99220

CHARLES A. BULLOCK, DISTRICT MGR. (Y4-H00)

Donald G. Townshend (Y4-H07)

Catherine H. Sander (Y4-H11)

Gerri Lockwood, Parts

Kevin Moon, Service.

PARTS CENTER

Bullock Trane Parts Center

(509) 535-9057

FAX: (509) 535-4354

715 N. Hogan

P.O. Box 3304

Spokane, Washington 99220

Gerri Lockwood, Parts Mgr.

To search: Click on “Edit” in tool bar and then “Find”.

ST. LOUIS/DAVENPORT DISTRICT

Last updated April 1, 2012

ST. LOUIS, MO (SALES OFFICE) (Q3)

ST. LOUIS DISTRICT

(See also Cape Girardeau Service area office and Parts Centers listed below)

(636) 305-3600 – Sales

(636) 576-9269 – After Hours

FAX: (636) 349-0601 – Sales

FAX: (636) 343-0463 – Parts

FAX: (877) 367-8726 – Service (toll free)

101 Matrix Commons Drive

Fenton, Missouri 63026

RANDALL W. KRAMPE, DISTRICT MGR. (Q3-A04) (ext. 652)

INDIRECT SALES

Bill Bourne, Controls Sales Team Leader. (ext. 654)

Dan Crooks, N.A.E. & N.A.J.C. (Q3-A51) (ext. 736)

Scott Lucykow (Q3-A74) (ext. 693)

Scott Hunke (Q3-A42) (ext. 641)

Shawn Kitchen (Q3-A45) (ext. 667)

District Indirect Sales Leader) (ext. 611)

Joe Zweifel (Q3-A52) (ext. 651)

Paul Quatmann (Q3-A62) (ext. 737)

Aaron Eilers (ext. 771)

EQUIPMENT FULFILLMENT

Jon Fair, Equipment PM (Q3-A50) (ext. 643)

Paul Oblein, Equipment Fulfillment Team Leader (ext. 617)

Kathy Corso, Project Administrator (ext. 640)

Scott Eversgerd, Project Manager (ext. 715)

Nancy Jenkinson, Project Administrator (ext. 642)

Amy Odehnal, Project Administrator (ext. 639)

Peter Vas, Equipment Fulfillment Team Leader (ext. 695)

Loretta Turley, Project Administrator (ext. 607)

Theresa Edris, Bid Coordinator (ext. 629)

DIRECT SALES

Mike Rolfes, Direct Sales Mgr. (Q3-A36) (ext. 615)

Cari Schroeder, Project Manager – Service (ext. 606)

Jason Brenton, Direct Sales (ext. 716)

Corby Hawkins, Direct Sales (ext. 724)

Jim Salsman, Direct Sales (ext. 614)

Chad Wunsch, Direct Sales (ext. 616)

Tim Smith, BAS Direct Sales (ext. 671)

BAS OPERATIONS

Dennis Goodwin, District Contracting Leader (Q3-A12) (ext. 634)

Bill Carroll, Project Manager (ext. 633)

Joe Crist, Project Manager (ext. 637)

Gary Sang, Project Manager (ext. 630)

David Hartmann, Estimator - Controls (ext. 733)

Carolyn Baker, Project Administrator (ext. 719)

COMPREHENSIVE SOLUTIONS

Scott Hardwick, PACT & Turnkey Sales Team Leader (ext. 646)

Sam Clemens, PACT Account Manager (ext. 661)

Jeff Ahlbrand, PACT & Turnkey Operations Manager (ext. 621)

Jennifer Anders, PACT Account Manager (ext. 723)

Tiffany Duncan, PACT Marketing & Sales Support (ext. 764)

Tina Little, PACT Administrator (ext. 644)

Rick Gabrielson, PACT Energy Engineer (ext. 659)

PARTS

Fred Gump, District Parts Leader

Larry Moderhack, Sr. Account Manager (ext. 653)

Mike Siebert, Rental Sales Manager (ext. 675)

ENABLING

K.C. Schute, District Finance Leader (ext. 622)

Brittany Collymore, District Human Resources Leader (ext. 687)

Hollie Medlin, EH&S Manager (913-827-3482)

MARKETING & TRAINING

To search: Click on “Edit” in tool bar and then “Find”.

Stacey Carroll, Marketing & Training Coordinator (ext. 610)
H. R. & SAFETY COORDINATOR

CAPE GIRARDEAU, MO (Q5)

ST. LOUIS DISTRICT

(573) 334-0591

FAX: (573) 334-0680

1078 Wolverine Lane #D

Cape Girardeau, Missouri 63701

DIRECT SALES

Kathy Gaulding, Direct Sales (ext. 181)

Nancy Inman, Project Coordinator

PARTS CENTERS

Trane Supply

(636) 343-5577

FAX: (636) 343-0463

125 Matrix Commons Drive

Fenton, Missouri 63026

Ron Stogsdill, Store Manager (ext. 161)

Donna Winkleman, Inside Sales (ext. 162)

Tim Hummel, Inside Sales (ext. 163)

Matt Zack, Warehouse Coordinator (ext. 605)

Trane Supply

(314) 513 9322

FAX: (636) 305-3678

3663 Corporate Trail Drive

Earth City, MO 63045

Marc McClellan, Store Manager (ext. 156)

Walley Radake, Inside Sales (ext. 157)

Keith Meyer, Inside Sales (ext. 158)

Donnie House, Warehouse Coordinator (ext. 672)

Garry Byrd, Account Manager (314) 223 4137

Thomas Weatherley, Delivery Sales Customer Service

Trane Metro St. Louis

(314) 898-4960

FAX: (314) 898-4970

4929 Manchester Road

St. Louis, Missouri 63110

Jeff Keller, Store Manager (ext. 105)

Michael Hall, Inside Sales (ext. 106)

Gil Newberry, Account Manager (636-305-3767)

Trane Supply

(866) 898-3230

FAX: (217) 402-9146

301 Mercury Drive

Champaign, Illinois 61822

Shane Halcomb, Store Manager

Bryan Maury, Inside Sales

Kevin Miller, Warehouse Coordinator

Mike Gordon, Account Manager

Trane Supply

(618) 606 9009

1605 Eastport Plaza Dr., Suite 129

Collinsville, IL 62234

Dean Rahn, Store Manager (ext. 166)

David Pitchers, Account Manager

Jerry Stolze, Inside Sales (ext. 167)

Steve Claytor, Warehouse Coordinator

To search: Click on “Edit” in tool bar and then “Find”.

DAVENPORT, IA (R4)

DAVENPORT OFFICE

(See also Parts Center listed below)

(563) 468-4900

(563) 468-4900 – After Hours

FAX: (563) 391-0277 – Sales

FAX: (563) 391-1973 – Service & Parts

109 W 55th Street

Davenport, Iowa 52806

RANDALL W. KRAMPE. DISTRICT MGR. (Q3-A04) (636-305-3652)

NEW SYSTEM SALES

SALES TEAM (R4-D05)

Paul T. Ebeling, Account Manager (ext. 4912)

Mike J. Loehr, Team Leader/Account Manager (ext. 4914)

Chris G. Seberg, Account Manager (ext. 4911)

Craig H. Sorensen, Account Manager (ext. 4913)

SALES OPERATIONS

Paul Tremmel, Project Manager (ext. 4917)

SERVICE & CONTRACTING SOLUTIONS

Eric Brasel, Area Service Manager (ext. 4918)

Vickie Aguilar, Service Project Administrator

Nikki Sampson, Service Resource Coordinator (ext. 4962)

Tammy McFarland, BAS Project Administrator (ext. 4954)

Mike Overstake, Contracting Operations Manager (ext. 4945)

Josh Rouse, Contracting Solutions Project Manager (ext. 4953)

Joyce Whitt, Service Project Administrator (ext. 4961)

EBS SERVICES & SOLUTIONS

Shey Bauer, EBS Account Manager (ext. 4942)

Bob Blackburn, Jr., EBS Estimating (ext. 4966)

PARTS CENTER

Trane Parts Center -Davenport

(563) 468-4900

FAX: (563) 391-1973

109 W 55th Street

Davenport, Iowa 52806

Fred Gump, District Parts Leader

Mike Hines, Parts Store Mgr. (ext. 4932)

Mark Duncan, Warehouse Coordinator (ext. 4941)

Sharon Kueter-Steger, Parts Account Manager (ext. 4915)

Jeff Langrehr, Inside Parts Sales (ext. 4933)

To search: Click on “Edit” in tool bar and then “Find”.

TAMPA DISTRICT

Last updated April 1, 2012

TAMPA, FL (H5)

TAMPA DISTRICT

(See also Fort Myers area office and Parts Centers listed below)

(813) 877-8251 – 7:00 a.m. – 5:30 p.m.

(813) 877-8256 – After Hours

(800) 966-8251 – Florida Toll Free

After hours you will still be able to contact individuals who are in the office by dialing the after hours number and entering their extension.

FAX: (813) 877-8257

902 N. Himes Avenue (33609)

P.O. Box 18547 (33679)

Tampa, Florida

DOUGLAS B. COHN, DISTRICT MGR. & CHIEF EXECUTIVE OFFICER, TBT (H5-N00) (ext. 1202)

JAY ALLISON, PRESIDENT & CHIEF OPERATING OFFICER, TBT (H5-N21) (ext. 1251)

ROBERT GARCIA, SENIOR VICE PRESIDENT, BUSINESS DEVELOPMENT, TBT (H5-N22) (ext. 1204)

STEPHEN KOONTZ, Vice President of Business Development (H5-N67) (ext. 1220)

JOHN HODSON, CHIEF FINANCIAL OFFICER, TBT (ext. 1650)

HUMAN RESOURCES

MICHELLE GUERNNERO, HUMAN RESOURCES MANAGER (ext. 1609)

MANAGEMENT INFORMATION SYSTEMS

MIKE MENDELSON, INFORMATION TECHNOLOGY MANAGER (ext. 1617)

Dan Duque, Information Technology (ext. 1614)

MARKETING/TRAINING

SANDY TULECKI, MARKETING/TRAINING LEADER (ext. 1252)

Lauryn Oser, Marketing/Training Coordinator (ext. 1258)

NEW SYSTEM SOLUTIONS (NSS) SALES

SCOTT JAEHNE, GENERAL SALES MANAGER (ext. 1620)

CHIP BROOKS, CONTRACTING TEAM LEADER (H5-N96) (ext. 1206)

Michael Leach, Sales Engineer (ext. 1228)

Tony Moreland, Sales Engineer (H5-N04) (ext. 1262)

Jim Sparling, Sales Engineer (H5-N23) (ext. 1211)

JOHN SIEGENTHALER, ENGINEERING TEAM LEADER (H5-N09) (ext. 1229)

Robert Barton, Sales Engineer (H5-N93) (ext. 1224)

Luis Chaumont, Sales Engineer (H5-N39) (ext. 1205)

Keenan Sanz, Sales Engineer (H5-N24) (ext. 1221)

RICHARD NARZINSKY, INSIDE SALES TEAM LEADER (H5-N66) (ext. 1227)

Jim Foley, Inside Sales Engineer (H5-N49) (ext. 1226)

Spiro Kalogeropolous, Inside Sales Engineer (ext. 1257)

Naomi Bhim, Literature Coordinator (ext. 1213)

Suzie Shelly, Lead Project Manager (ext. 1231)

TRANE BUILDING SERVICES (TBS)

SCOTT JAEHNE, GENERAL SALES MANAGER (ext. 1620)

JEFFREY WATSON, TBS SALES MANAGER (ext. 1655)

Mike Canavan, Account Manager (H5-N36) (ext. 1254)

Rick Gerun, Account Executive (H5-N75) (ext. 1272)

Ziggy Krupa, Account Executive (H5-N42) (ext. 1260)

Alex Rangel, Account Executive (H5-N17) (ext. 1236)

Briana Scott, Account Executive (H5-N25) (ext. 1207)

Gregory Solomon, Account Executive (H5-N27) (ext. 1265)

Josh Wand, Account Executive (H5-N08) (ext. 1223)

Doug Gillespie, Owner Direct Sales Engineer (H5-N46) (ext. 1253)

Cecily Willis, Lead Customer Service Representative (ext. 1286)

Shannon McCall, Customer Service Representative (ext. 1277)

ENERGY SOLUTIONS SERVICES (ESS)

Casey Vaughan, Energy Services Business Leader (ext. 1208)

George Barbari, Energy Services Engineer (ext. 1250)

Gary Denton, Energy Services Auditor (ext. 1255)

Jim Crum, Energy Services, Project Manager (ext. 1263)

FIELD SERVICE OPERATIONS

TIM BARNES, SERVICE OPERATIONS MANAGER (ext. 1310)

AMY HINKLEY, SERVICE TEAM LEADER (ext. 1281)

Jeff Sears, North Team Supervisor - Pasco/Hernando

To search: Click on “Edit” in tool bar and then “Find”.

Ricky Betts, North Team Supervisor - Pinellas
Mike Poirson, East Team Supervisor - Hillsborough
Jim Tuckerman, East Team Supervisor – Polk/Highlands/Hardee
Ron Jacobs, Training Coordinator
Scott Ferguson, Service Estimator (ext. 1303)
Matt Joy, Service Estimator (ext. 1304)
Ashley Binder, Contract Administrator (ext. 1606)
CONTRACTING SOLUTIONS SERVICES (CSS)
DAVID HETZEL, CONTRACTING SOLUTIONS MANAGER (H5-N88) (ext. 1135)
Bob Beran, Estimating & Sales Support Engineer (ext. 1130)
Richard Brock, Controls Engineer
Joe Elovich, Controls Engineer (H5-N06) (ext. 1218)
KELLY LUSTIC, PROJECT MANAGER LEADER (ext. 1266)
Shane Helmer, Project Manager (ext. 1268)
Bill Merritt, Project Manager (ext. 1273)
Todd Saylor, North Team Supervisor - Pasco/Hernando/Pinellas (ext. 1141)
Keith Lynn, East Team Supervisor - Hillsborough/Polk/Highlands/Hardee (ext. 1132)
Patty Keller, Administrative Supervisor (ext. 1131)
Elaine Haywood, Contracting Administrative Assistant (ext. 1133)

FORT MYERS, FL (H9)

TAMPA DISTRICT

(239) 275-9420

FAX: (239) 275-9775

Toll Free: (888) 484-9420

6461 Topaz Court

Fort Myers, Florida 33966

NEW SYSTEM SOLUTIONS (NSS) SALES

Jason Allen, Sales Engineer (H9-A01) (ext. 2207)

Stacey Perkins, Project Manager (ext. 2206)

TRANE BUILDING SERVICES (TBS)

Mike Brousil, Account Manager (H9-A02) (ext. 2211)

Amber Randall, Account Manager

FIELD SERVICE OPERATIONS

MIKE OLOIER, SERVICE OPERATIONS MANAGER (ext. 2210)

Andy Bell, South Team Supervisor - Sarasota/Manatee/DeSoto

Yuri Dziarnowski, South Team Supervisor - Lee/Collier/Charlotte (ext. 2208)

CONTRACTING SOLUTIONS SERVICES (CSS)

Bob Kelly, South Team Supervisor - Sarasota/Manatee/DeSoto/Lee/Collier/Charlotte

TRANE HVAC PARTS AND SUPPLIES:

TIM LANE, PARTS MANAGER (ext. 2107)

PAULA DESANTIS-TARRIS, PARTS SALES MANAGER (ext. 1290)

Amy Cardona, Purchasing/Inventory Manager (ext. 2110)

HUDSON, FL

Trane HVAC Parts & Supplies

(727) 245-1320

FAX: (727) 245-1321

16520 Scheer Blvd.

Hudson, Florida 34667

Eric Mendez, Store Manager (ext. 2800)

TAMPA, FL

Trane HVAC Parts and Supplies

(813) 877-8253

FAX: (813) 876-4778

3911 W. Cypress Street

Tampa, Florida 33607

Lisa Barnes, Store Manager (ext. 2101)

CLEARWATER, FL

Trane HVAC Parts & Supplies

(727) 572-8255

FAX: (727) 573-1604

11577 U.S. Highway 19 North

To search: Click on “Edit” in tool bar and then “Find”.

Clearwater, Florida 33764
Bill Barlow, Store Manager (ext. 2301)

SARASOTA, FL

Trane HVAC Parts & Supplies
(941) 360-0010
FAX: (941) 358-0032
2224 72nd Terrace E.
Sarasota, Florida 34243
Mark Morreale, Store Manager (ext. 2401)

FORT MYERS, FL

Trane HVAC Parts & Supplies
(239) 275-9577
FAX: (239) 278-5502
6461 Topaz Court
Ft. Myers, Florida 33966
Ruben Lopez, Store Manager (ext. 2202)

NAPLES, FL

Trane HVAC Parts & Supplies
(239) 384-5400
FAX: (239) 384-5401
544 Commercial Blvd.
Naples, Florida 34104
Michael Swartz, Store Manager (ext. 2701)

To search: Click on “Edit” in tool bar and then “Find”.

TENNESSEE DISTRICT

Last updated April 1, 2012

NASHVILLE, TN (P4)

TENNESSEE DISTRICT

(See also Knoxville and Chattanooga offices and Parts Centers listed below)

(615) 242-0311

FAX: (615) 726-3357

601 Grassmere Park Drive, Suite 10

Nashville, Tennessee 37211

BRIAN DURR, DISTRICT MANAGER (ext. 9426) cell (410) 967-9837

INDIRECT SALES

BYRAN WARE, GENERAL SALES MANAGER (ext. 9455) cell (314) 713-8419

Gary Carrington, Acct. Mgr. (P4-A02) (ext. 9444) cell (615) 522-4302

Mike Karl, Acct. Mgr. (P4-A18) (ext. 9422) cell (615) 207-4718

Nate Kloock, Acct. Mgr. (P4-A21) (ext. 9430) cell (615) 594--3531

Scott Croker, Systems Solution Mgr. (P4-A52) (ext. 9437) cell (615) 418-3825

Chad Tarter, Acct. Mgr. (P4-A19) (ext. 9435) cell (615) 390-2597

Steve Tudor, Acct. Mgr. (P4-A06) (ext. 9423) cell (615) 390-6716

Michael Allison, Acct. Mgr. (P4-A45) (ext. 9436) cell (615) 812-9250

Travis Hollett, Acct. Mgr. (P4-A63) (ext. 9477) cell (615) 306-2165

Bob Ramenofsky, Acct. Mgr. (P4-A62) (ext. 9475) cell (615) 218-6322

DIRECT SALES

Brady Spann, Account Manager (?) (ext. 9474, cell (954) 551-8933

Chris Pamplin, Account Manager (P4-A69) (ext. 9459) cell (615) 707-2969

David Albright, Business Development Mgr./Controls Sales Team Leader (P4-A50) (ext. 9495) cell (615) 354-3461

Don Roos, EBS Sales (P4-A41) (ext. 9454) cell (615) 948-2795

Scott Stephens, EBS Sales/Turnkey (P4-A42) (ext. 9462) cell (615) 598-0151

Jason Rust, Account Manager (P4-A54) (ext. 9453) cell (615) 574-9662

Michael Sharp, Account Manager (P4-A55) (ext. 9479), cell (615) 351-2906

Randy Mauldin, Business Development Manager (ext. 9474) cell (615) 717-5799

OPERATIONS

EQUIPMENT OPERATIONS

MIKE BOEHM, DISTRICT OPERATIONS MGR. (DISTRICT) (P4-A34) (ext. 9486) cell (615) 828-6446

Janet Potts, Proj. Mgr. (ext. 9428) cell (615-566-9476)

Shirley Hendricks, Proj. Mgr. (ext. 9439)

Donna Whitmore, Proj. Mgr. (ext. 9421)

Judy Hutson, Proj. Admin. (ext. 9432)

Joey Plunkett, Estimator & Applications Specialist (ext. 9438) cell (714) 6222

Mark Winters, Estimator & Applications Specialist (ext. 9458) cell (585-9193)

BAS OPERATIONS

ERIC SIMON, DISTRICT CONTRACTING SOLUTIONS MANAGER (ext. 9487) CELL (615) 624-0586

Jim Letsinger, BAS Proj. Mgr. Team Leader (ext. 9490) cell (615) 594-3461

John Thyen, BAS Proj. Mgr. – Turnkey (ext. 9497) cell (615) 804-8613

Joe LeBeau, BAS Project Estimator – Controls (District) (ext. 9485) cell (615)-594-3462

Dan Horst, BAS Project Mgr. (ext. 9483) cell (615) 332-2671

Ron O'Reel, BAS Project. Mgr. (ext. 9492) cell (615) 574-3342

Jeff Gebhardt, BAS Controls Tech N/A cell (615) 594-3423

Michael McMillian, BAS Controls Tech. (ext. 9488) cell (615) 574-3343

Joey Pewitt, BAS Controls Tech. (ext. 9480) cell (615) 594-1555

Darrell Jones, BAS Project Engineer (ext. 9478) cell (615) 417-6096

Gregory Holland, BAS Proj. Mgr. (ext. 9484) cell (615) 594-3460

Tim Sweeney, BAS Proj. Mgr. (ext. 9491) cell (615) 594-5015

CONTRACTING OPERATIONS

Rashaunda Farmer, Project Administrator (ext. 9448)

Ann Dy, Project Administrator (ext. 9464)

SERVICE OPERATIONS

MIKEL CARR, DISTRICT SERVICES SOLUTIONS MGR. (DISTRICT) (ext. 9427) cell (

Joe Gurney, ISO Certified Category IV Vibration Analyst (ext. 9448) cell (615) 337-2547

Vicki Morgan, Senior Service Proj. Admin. (ext. 9468) cell (615) 517-5801

Tricia Nicoletti, Service Proj. Admin. (ext. 9457)

Shannon Ladwig Svc. Coordinator (ext. 9450) cell (615) 587-7897

Christine Brooks Shamwell, Proj. Admin. (ext. 9481)

FINANCE, ADMINISTRATION, & SAFETY

To search: Click on “Edit” in tool bar and then “Find”.

TAMEKA HOLDER, DISTRICT HR MGR. (ext. 9471) cell (615) 585-3514
SONDA LONG, DISTRICT CONTROLLER (ext. 9470) cell (615) 594-9470
DAVID VITT, DISTRICT ENVIRONMENTAL SAFETY & HEALTH MANAGER (ext. 9452) cell (615) 406-9590

KNOXVILLE, TN (J1)

TENNESSEE DISTRICT

(865) 588-0607

(888) 845-4042

FAX: (865) 588-0600

5220 S. Middlebrook Pike

Knoxville, Tennessee 37921

BRIAN DURR, DISTRICT MANAGER (ext. 9426) cell (410) 967-9837

JOEY DeLOACH, GENERAL SALES MANAGER (ext. 4241) cell (704) 906-4248

Terry Ritter, Office Administrative Assistant (ext. 4276)

SALES

BAS SALES (DIRECT & INDIRECT)

Steve Cole, Account Mgr., Knoxville (J1-D30) (ext. 4280), cell (865) 712-7351

SALES – INDIRECT

Alan Hasemeyer, National Accounts Sales Engineer (J1-D05) (ext. 4248), cell (865) 986-3777

Jason Wynne, Sales Engineer (J1-D39) (ext. 4246), cell (865) 712-9164

Janey Gilham, Project Mgr. (ext. 4242)

Tom Hatfield, Application Specialist (ext. 4245), cell (865) 755-9217

Jeanette Park, Project Mgr. (ext. 4244)

SALES – DIRECT

Owen Nevader, Account Mgr., EBS (J1-D36) (ext. 4287), cell (865) 755-5869

Nancy McBee, Business Development Manager (J1-D29) (ext. 4260), cell (865) 603-5381

Kristi Hayes, Account Mgr., EBS (ext. 4249), cell (865) 310-4760

Mallory O'Bryant, Account Manager, EBS (ext. 4107) cell (865) 368-0052

SERVICE OPERATIONS

MIKEL CARR, DISTRICT SERVICE SOLUTIONS MGR. (DISTRICT) (ext. 9427) cell (804) 467-4714

Jennifer Covington, Resource Coordinator (ext. 4263), cell (865) 712-7350

Ron Knudson, Area Service Manager (ext. 4288) cell (423) 290-8763

CONTRACTING OPERATIONS

Eric Simon, District Contracting Solutions Manager, cell (615) 624-0586

Shelli Driscoll, Contracting Project Admin (ext. 4286)

Mark Brantley, BAS Tech. cell (865) 755-1662

Darrell Linebarger, BAS Tech, cell (865) 775-8955

Jason Moystner, BAS Tech, cell (865) 755-1989

Dan VanDyke, Project Manager, cell (865) 296-1091

Billy Kinsler, BAS Tech cell (865) 255-3195

Gary Barbaro, BAS Project Mgr. (ext. 4294), cell (865) 712-7349

Curt Williams, BAS Project Mgr. cell (865) 803-3791

Ed Gomez, BAS Project Mgr. cell (865) 308-3431

Glen Yearwood, Project Developer (ext. 4281) cell (865) 323-5551

Chuck Burnette, M&V Engineer cell (ext. 4269) cell (865) 314-0016

Della Kennemore, BAS Project Estimator (ext. 4251), cell (865) 755-3107

HUMAN RESOURCES

TAMEKA HOLDER, HR MGR., KNOXVILLE/NASHVILLE (615) 565-9471

FINANCE AND ADMINISTRATION

Sonda Long, F&A Controller, KNOXVILLE/NASHVILLE (615) 565-947

SAFETY

DAVID VITT, DISTRICT ENVIRONMENTAL SAFETY & HEALTH MANAGER (ext. 9452) cell (615) 406-9590

CHATTANOOGA, TN (J2)

TENNESSEE DISTRICT

(423) 296-1506

(800) 842-4823

FAX: (423) 485-8139

6138 Preservation Drive, Suite 500

Chattanooga, Tennessee 37416

BRIAN DURR, DISTRICT MANAGER (ext. 4241) cell (410) 967-9837

JOEY DeLOACH, GENERAL SALES MANAGER (ext. 4241) cell (704) 906-4248

SALES

SALES – INDIRECT

Sam Shore, Sales Engineer (J2-D07) (ext. 1310), cell (423) 322-6580

To search: Click on “Edit” in tool bar and then “Find”.

SALES – DIRECT

Randy Hixon, Account Mgr., EBS (J2-D17) (ext. 1306), cell (423) 240-5791

John Erfman, Account Mgr. EBS (J2-D24) (ext. 1305), cell (865) 414-0985

BAS SALES (DIRECT & INDIRECT)

Jac Cooper, Account Manager (J2-D21) (ext. 1311) cell (423) 280-8361

SERVICE OPERATIONS

Ron Knudson, Area Service Manager (ext. 1302), cell (423) 290-8763

CONTRACTING OPERATIONS

Jamie Semanco, BAS Tech. (ext. 1305), cell (423) 240-6888

PARTS CENTERS

CHATTANOOGA, TN

Chattanooga Trane Parts Center

(423) 296-9993

FAX: (423) 510-9664

6138 Preservation Drive, Suite 600

Chattanooga, Tennessee 37416

Scott Parsons, Operations Manager, cell (901) 590-6592

KNOXVILLE, TN

Knoxville Trane Parts Center

(865) 584-6412

FAX: (865) 558-8717

1609 Amherst Road,

Knoxville, Tennessee 37909

Scott Parsons, Operations Manager, cell (901) 590-6592

NASHVILLE, TN

Trane Parts Center of Middle Tennessee

(615) 242-2300

FAX: (615) 242-4719

601 Grassmere Park Drive, Suite 26

Nashville, Tennessee 37211

SCOTT PARSONS, DISTRICT PARTS MANAGER, cell (901) 590-6592

BRIAN BOLIN, District Parts Sales Manager (NASHVILLE) cell (615)-584-9391

NASHVILLE, TN

Residential Parts Center

(615) 932-6363

FAX (615) 932-6366

1654 Elm Hill Pike

Nashville, TN 37210

Scott Parsons, District Parts Manager cell (901) 590-6592

To search: Click on “Edit” in tool bar and then “Find”.

TEXAS DISTRICT

Last updated October 1, 2011

DALLAS, TX (L3)

DALLAS/OKC DISTRICT

(See also Ft. Worth and Lubbock, San Antonio and Austin area offices and Parts Centers listed below)

(972) 406-6000

(972) 406-6057 – Residential

(972) 406-3666 – 24 Hour Service

FAX: (972) 243-1398

FAX: (972) 243-1349 – Unitary

FAX: (972) 241-0544 – Parts

1400 Valwood Parkway, Suite 100

Carrollton, Texas 75006

KEVIN BAXTER, DISTRICT MGR. (L3-G00) (ext. 6028

COMMERCIAL SALES

ALAN ASH, STRATEGIC INITIATIVES LEADER (L3-G01) (ext. 6020)

GREG SPENCER, Strategic Sales Manager (ext. 6090)

Ralph Drews, Sales Manager – Systems (ext. 6023)

Brian Broussard (ext. 3676)

David Macicek (ext. 2355)

Jeff Wagner, Team Leader (ext. 6041)

Joe Lucash (ext. 3650)

John Burden (ext. 3696)

Matt Schmidt (ext. 6039)

Micah Lightfoot (ext. 2376)

Michael Stanton (ext. 6065)

Ronnie Weems (ext. 2345)

Ryan Smith (ext. 6044)

Scott Huffmaster (ext. 3668)

Michael McDaniel (ext. 2361)

Ethan Kinsey (ext. 6081)

Nick Hanson (ext. 6016)

Colin White (ext. 6021)

Lisa Garrison

Jason James

Carl Boone

Shelby Felix

Stuart DeVaney

Bob VanGuilder

CONTRACTORS CONNECTION DESK

Brian Sasz (ext. 1365)

James Lumley (ext. 6048)

SOLUTIONS DEVELOPMENT

Tim Hollingsworth, Custom AHU Specialist (ext. 6050)

WATER SYSTEMS SOLUTIONS

Shawn Burch (972-919-3621)

PARTS

MICHAEL THOELE, OPERATIONS MANAGER, SERVICE & PARTS (ext. 6079)

ACCOUNT MANAGERS

Tim Engebretsen (ext. 3651)

Denise (Douglass) Moseley (ext. 6025)

Terry Clontz (ext. 1363)

Michael Thornton (ext. 3635)

Tony King (ext. 2312)

Tyson Gatewood

MARKETING

KYM DENNIS, MARKETING LEADER (ext. 3603)

Deborah Longshore, Admin. Assist. (ext. 6047)

COMMERCIAL OPERATIONS

TODD SIMMONDS, CONTRACTING & CONTROLS LEADER (ext. 6014)

Michael Thoele Operations Manager Service & Parts (6079)

Mike Petty, ASM. (ext. 2314)

RESIDENTIAL SYSTEMS

Mark Hall (ext. 6071)

FINANCE/ENABLING

To search: Click on “Edit” in tool bar and then “Find”.

NANNETTE HUNTER, FINANCE LEADER (ext. 2353)
DAVID SMITH – HUMAN RESOURCE LEADER (ext. 3617)
Michelle Cassidy, HR Generalist (ext. 6018)
Robert Peck, LAN Admin. (ext. 6091)

FORT WORTH, TX (K9)

DALLAS/OKC DISTRICT

(817) 838-1300

(817) 838-1359 – Residential

FAX: (817) 831-8135

4200 N. Sylvania Ave

Fort Worth, Texas 76137

KEVIN BAXTER, DISTRICT MGR. (L3-G00) (972) 406-6028

COMMERCIAL SALES

ALAN ASH, STRATEGIC INITIATIVES LEADER (L3-G01) (972) 406-6020

Rick Cyr, Sales Manager (ext. 1303)

ACCOUNT MANAGERS

Bob Doyle (ext. 1333)

Keith Glasby (ext. 1342)

Shirley Ross (ext. 1310)

Seth Whitesel

PARTS

MICHAEL THOELE, OPERATIONS MANAGER, SERVICE & PARTS (972) 406-6079

MARKETING

KYM DENNIS, MARKETING LEADER (972-406-3603)

COMMERCIAL OPERATIONS

TODD SIMMONDS, CONTRACTING & CONTROLS LEADER (972-406-6014)

Michael Thoele Operations Manager Service & Parts (6079)

Kevin Rucker, Service Solutions Mgr. (ext. 1358)

Kate Holden, Service Estimator (ext. 1331)

FINANCE/ENABLING

NANNETTE HUNTER, FINANCE LEADER (972) 919-2353

DAVID SMITH, HUMAN RESOURCE LEADER (972) 406-3617

Michelle Cassidy, HR Generalist (972-406-6018)

Robert Peck, LAN Admin. (972) 406-6091

LUBBOCK, TX (L5)

DALLAS/OKC DISTRICT

(806) 747-0266

FAX: (806) 744-1033

717 East 40th Street (79404)

P.O. Box 3963

Lubbock, Texas 79452

KEVIN BAXTER, DISTRICT MGR. (L3-G00) (972) 406-6028

COMMERCIAL SALES

ALAN ASH, INITIATIVES LEADER (L3-G01) (972) 406-6020

Rick Cyr, Sales Manager (L3-G53) (817) 838-1303

ACCOUNT MANAGERS

Jacob Sublett

Steve York

Taylor Shepherd

MARKETING

KYM DENNIS, MARKETING LEADER (972-406-3603)

COMMERCIAL OPERATIONS

TODD SIMMONDS, CONTRACTING & CONTROLS LEADER (972-406-6014)

Michael Thoele Operations Manager Service & Parts (6079)

Kevin Rucker, Service Solutions Mgr. (817) 838-1358)

PARTS

MICHAEL THOELE, OPERATIONS MANAGER, SERVICE & PARTS (6079) (972) 406-6079

FINANCE/ENABLING

NANNETTE HUNTER, FINANCE LEADER (972) 919-2353

DAVID SMITH, HUMAN RESOURCE LEADER (972) 406-3617

Michelle Cassidy, HR Generalist (972-406-6018)

To search: Click on “Edit” in tool bar and then “Find”.

SAN ANTONIO, TX (L6)

TEXAS DISTRICT

(See also Austin area office and Parts Centers listed below)

(210) 657-0901

FAX: (210) 657-1761

9535 Ball Street Suite 1100

P.O. Box 34597 (78265)

San Antonio, Texas 78217

KEVIN BAXTER, DISTRICT MGR.

NANNETTE HUNTER, FINANCE LEADER (972) 919-2353

DICK GRANT, GENERAL SALES MGR. (L6-S82) (ext. 1712)

MANDY TODD, HR LEADER (ext. 1736) 281-569-2924 Houston Office

PATRICK BLISCHE, MARKETING MANAGER (ext.1737)

SAM CANTU, SAFETY LEADER (ext. 1767)

BILL STANTON, PARTS LEADER (ext.1740)

OWNER INDIRECT SALES

BRAD BRIGHT, TEAM LEADER (L6-S48) (ext. 1703)

Paul Mitchell, Account Manager – Eqp. (L6-S59) (ext. 1738)

RIGOBERTO (Rigo) GARZA, TEAM LEADER – Eqp. (L6-T01) 956-227-0232

Aaron Caldwell, Account Manager – Eqp. (L6-T25) (ext. 1784)

Dustin Williams, Account Manager – Eqp. (L6-T23) (ext. 1713)

Gary Dennis, Account Manager – Eqp. (L6-T26) (ext. 1722)

Mark Villanueva, Account Manager – Eqp. (L6-T30) (ext. 1714)

Lucas Harbaugh, Inside Sales – Eqp. (L6-T14) (ext.1726)

Brad Gilbert, Account Manager (L6-T32) (ext. 1704)

Evan Campbell, Applications Specialist (ext. 1715)

LESLIE CONKLIN, EQUIPMENT FULFILLMENT MANAGER (ext. 1724)

Marisa Calderon, Project Manager (ext. 1728)

Denise Richardson, Project Manager (ext. 1708)

SERVICE

Mike Price, Area Service MGR. (ext. 1735)

Karsten Skriver, Area Service Mgr. (ext. 1706)

Helen Teller, Serv. Coord. (ext. 1717)

Mary Villarreal, Proj. Admin. (ext. 1730)

Cristina Castillo, Proj. Admin. (ext. 1707)

Lori Doege, Proj. Admin (ext.1716)

OWNER DIRECT SALES

KEN DIXON, GENERAL SALES MGR AND SERVICE LEADER. (L6-S16) (ext. 1723)

Mike Alvarez (L6-S98) (ext. 1734)

Brandon Clark (L9-596) (ext. 1742)

Jeff McCombs (L6-S73) (ext. 1719)

Jeff Turov (L6-S94) (ext. 1720)

Karen Lewis (L6-T08) 361-855-1276

Scott Naab (ext. 1744)

Luis Maldonado (L6-T31) (ext. 1725)

Dave Maulsby (L6-T36) (ext.1711)

Melinda Decker (L6-T35) (ext. 1732)

Kern Tucker (ext. 1755)

Tony Moncada (A0-A04) (956) 447-1459 Weslaco Office

Greg Haresnape, Estimator (ext. 1709)

CONTRACTING

Yvonne Little, Proj. Admin- (ext. 1748)

Tony Dimashe, Estimator (ext. 1747)

AUSTIN, TX (L9)

(512) 416-8822

(512) 416-8822 – After Hours

FAX: (512) 416-8894

9801 Metric Blvd. Suite, Suite 400

Austin, Texas 78758

MIKE JOHNSON, TEAM LEADER (ext. 5232)

Justin Bradford, Acct. Manager (L9-S23) (ext. 5240)

Matt Carroll, Acct. Manager (L9-S77) (ext. 5250)

Derrick Van West, Acct. Manager (L9-T15) (ext. 5214)

Spencer Rothery, Acct. Manager (L9-T25)

To search: Click on “Edit” in tool bar and then “Find”.

Ivan Suess, Inside Sales (L9-T23) (ext. 5255)
Leo Fernandez, Account Manager (L9-S88) (ext. 5262)
Susie Sanchez, Proj. Manager (ext. 5236)
Mary Lyle, Proj. Manager (ext. 5234)
William Burr, Application Specialist (ext. 5243)

SERVICE

FORREST GRAHMANN, AREA SERV. MGR. (ext. 5202)
Penny Cloyd, Serv. Coord. (ext. 5200)
Michele Duran – Project Admin (ext. 5201)

EXISTING BUILDING SALES

KEITH BRANGAN TEAM LEADER (L9-S72) (ext. 5203)
Jeff Page (L9-S20) (ext. 5204)
Daniel Stein (ext. 5253)
Keith Robinson (L6-T33) (ext. 5252)

OWNER DIRECT SALES

George Reed (L9-S17) (ext. 5246)

CONTRACTING

DAN YERGES, CONTRACTING OPERATIONS MANAGER (ext. 5226)
Travis Lantz, Project Adm. (ext. 5251)
Tu Dang, Proj. Engineer (ext. 5230)
Rick Abney, Project Manager (ext. 5227)
James McDaniel, Proj. Engineer (ext. 5228)

HIGHER EDUCATION BUSINESS DEVELOPMENT

Jody Albrecht (ext. 5249)

PARTS CENTERS:

MICHAEL THOELE, OPERATIONS MANAGER, Parts & Service (972) 406-6079

ARLINGTON, TX

Trane Parts Center
(817) 524-4555
FAX: (817) 524-4525
4905 New York Avenue, Suite 131
Arlington, Texas 76018
Daniel Machado, Store Mgr.

DALLAS, TX

Trane Parts Center
(972) 620-1161
FAX: (972) 241-0544
1400 Valwood Parkway, Suite 100
Carrollton, Texas 75006
Jeff Elliott, Store Mgr.

FORT WORTH, TX

Trane Parts Center
(817) 831-4291
FAX: (817) 831-0445
4200 N Sylvania Ave
Fort Worth, Texas 76137
Debbie Taylor, Store Mgr.

GARLAND, TX

Trane Parts Center
(972) 892-3900
FAX: (972) 892-0606
11011 Regency Crest Drive
Suite 300
Dallas, Texas 75238
Scott Durham, Store Mgr.

LUBBOCK, TX

Trane Parts Center
(866) 928-9096
FAX: (972) 369-0985
717 East 40th St.

To search: Click on “Edit” in tool bar and then “Find”.

Lubbock, Texas 79404
Harvey LaFuente, Store Mgr.

AUSTIN, TX

Austin Trane Parts Center
(512) 416-8822
FAX: (512) 485-5238
9801 Metric Blvd. Suite 400
Austin, Texas 78758
Walter Snow, Parts Office Mgr. (ext. 5221)
Brian Westphal, Inside Sales (ext. 5224)
Cesar Aguirre, Warehouse Coord. (ext. 5221)

SAN ANTONIO, TX

San Antonio Trane Parts Center
(210) 804-2223
Toll Free: 1-800-313-2780
FAX: (210) 824-9393
2469 Freedom
P. O. Box 34597 78265
San Antonio, Texas 78217
Chris Hettie, Parts Store Manager (ext. 105)
John Kirkpatrick, Inside Counter (ext. 101)
Eddie Juarez, Inside Counter (ext. 102)
Bill Critchley, Inside Counter (ext. 100)
Rudy Segovia, Warehouse Coord. (ext. 104)

WESLACO (Rio Grande Valley)

Weslaco Trane Parts Center
(956)-973-0213
FAX: (956) 969-0716
1240 North Vo-Tech, Suite F & G
Weslaco, TX 78596
Marcos Perez, Parts Office Mgr. (956-973-2614)
Ricardo Leal, Inside Counter (956-973-0694)

To search: Click on “Edit” in tool bar and then “Find”.

VANCOUVER DISTRICT

Last updated April 1, 2012

VANCOUVER DISTRICT

(See also British Columbia Interior, Vancouver Island and Edmonton area offices listed below)

(604) 473-5600

(604) 473-5600 – After Hours

FAX: (604) 294-9571

3080 Beta Avenue

Burnaby, British Columbia V5G 4K4

PETER HOEMBERG, DISTRICT GENERAL MGR. CANADA

SEAN HUGHES, AREA MANAGER (EXT.607)

Meghan Evans, HR & Safety Manager (ext. 609)

Julie Van Weston, HR and Safety Coordinator (ext. 697)

Nicola Madore, Marketing Coordinator (ext.677)

Hana Kram, Executive Assistant (ext.608)

Arlene Miller, Receptionist/Office Manager (ext.600)

Mike Siemens, LAN Admin. (ext. 644)

Ed Sain, Director of Financial Operations/Proc. (ext.657)

Taj Pooni, Controller (ext.642)

Walter Linck, New Systems Sales Mgr. (CT-P02) (ext. 612)

John Curran, N.A.E. & N.A.J.C. (CT-P03) (ext.619)

Cameron Lowry, NSS Sales Engineer (Ind. & Comm.) (CT-P06) (ext. 616)

Brian Buchanan, NSS Sales Engineer (CT-P42) (ext. 632)

Ivan Holdo, NSS Sales Engineer (CT-P46) (ext. 613)

Bob Lowden, NSS Sales Engineer (CT-P40) (ext. 626)

Tim Thompson, NSS Sales Engineer (CT-P60) (ext. 615)

Kyle Gilbertson, NSS Sales Engineer (CT-P53) (ext. 656)

Nevil Harsha, Applications Engineer (ext. 693)

Richard Baker, Equipment Solutions Manager (ext.614)

Paula Charette, NSS Project Manager (ext.629)

Bob Omstead, NSS Project Manager (ext.681)

Lynne Osborne, NSS Project Manager (ext. 621)

Ingrid Ma, Order Fulfilment/Technical Support (ext. 628)

Gloria Rivas, NSS Project Administrator (ext.643)

Venecia Bastidas, NSS Project Administrator (ext.649)

Mike Madore, Mechanical Engineering Technologist (ext.627)

EBS

Thomas Roney, Service Sales Manager (ext. 671)

Ross Hemsley, Acct. Mgr. (CT-P29) (ext. 685)

Barry Waterman, Acct. Mgr. (CT-P30) (ext. 673)

Ravina Uppal, Acct. Mgr. (ext. 620)

Maurice Castonguay, Acct. Mgr. (ext. 615)

Jamie Bardsley, Acct Manager (ext. 654)

Cher Novinc, Acct Manager (ext. 635)

Catrina Edwards, Service Administrator & Dispatch Supervisor (ext.606)

Janice Flintoff, Resource Coordinator (ext. 617)

Lori Gillis, EBS Project Coordinator (ext. 647)

Jamie Lamy, EBS Project Coordinator (ext. 618)

Lexy Smith, EBS Project Coordinator

Claudia Carvajal, EBS Project Coordinator (ext. 641)

BAS & CONTRACTING

Doug Robertson, BAS Sales Mgr. (CT-P28) (ext. 684)

Dzmitry Babrouski, Controls/Contracting Engineering Sales (ext. 636)

Ashley Bottiglieri, Contracting Project Administrator (ext.687)

PARTS

3264 Beta Ave,

Burnaby, British Columbia V5G 4K4

Lindsay Schram, Parts Mgr. (CT-P22) (ext. 651)

Donna Abbott, Operations & Inventory Manager (ext. 625)

Jennifer Hood, Parts Counter (ext. 639)

Jordain Charette, Parts Counter (ext.650)

Sivan Sundram, Shipper/Receiver (ext.652)

To search: Click on “Edit” in tool bar and then “Find”.

Bill Davis, Residential Manager (ext.640)

BRITISH COLUMBIA INTERIOR, BRITISH COLUMBIA (CO)

VANCOUVER DISTRICT

(250) 491-4600

FAX: (250) 491-4602

#21 – 2550 Acland Road

Kelowna, British Columbia V1X 7L4

KELLY BURNHAM, KELOWNA AREA MANAGER (CT-P05) (EXT.102)

Randy Freiheit, Technical Project Coordinator (ext.104)

Deb Humphreys, Proj. Coordinator (ext.101)

Dino Giarrusso, BAS & EBS Sales (CT-P49) (ext.103)

PARTS

1525 Keehn Road

Kelowna, BC, V1X 5T5

Scott Pierce, Parts Store Manager

Knud Nyboe, Parts Counter

VANCOUVER ISLAND, BRITISH COLUMBIA (CI)

VANCOUVER DISTRICT

(250) 475-6834 – If no answer leave voice mail message

FAX: (250) 475-6894

759B Vanalman Avenue

Victoria, British Columbia V8Z 3B8

TIMO LUCAS, VICTORIA. AREA MGR. (CT-P07) (EXT.523)

Mike Thompson, Area Service Manager (ext.525)

Mark Watson, NSS Account Manager (CT-P36) (ext. 524)

Jennifer Cony, Project Coordinator (ext.522)

Tonicha Kobayashi, Project Coordinator (ext.526)

Tanya Rayner, Project Coordinator (ext.529)

EDMONTON, ALBERTA (CR)

VANCOUVER DISTRICT

(780) 342-2400

FAX: (780) 454-2174

10456 Mayfield Road NW

Edmonton, Alberta T5P 4P4

WARREN SADOWAY, EDMONTON AREA MANAGER (CR-T17) (EXT.404)

Michael Thorpe, Service Manager, (ext.412)

Dave Wiens, NSS Sales Engineer (CR-T14) (ext.403)

Brad Schoettler, NSS Sales Engineer (CR-T16) (ext.405)

Justin Agombar, NSS Sales Engineer (CR-T19) (ext.407)

Douglas Ketsa, Controls & EBS Sales (CR-T18) (ext.406)

Ksenya Foty, Service Coordinator (ext.411)

Larry Smith, BAS Project Manager

Lionel Dumontier, BAS Project Manager (ext.431)

Tammy McBride, BAS Fulfillment (ext.407)

Grace McKenna, Office Manager (ext. 414)

Ashley Paulin, Receptionist

Amber Freysteinson, NSS Project Coordinator (ext. 408)

PARTS CENTER:

(780) 342-2401

FAX: (780) 342-2426

10472 Mayfield Road NW

Edmonton, Alberta T5P 4P4

Terry Diduch, Parts Mgr. (ext.415)

Dave Beattie, Parts Counter (ext.424)

To search: Click on “Edit” in tool bar and then “Find”.

VIRGINIA DISTRICT

Last updated April 1, 2012

RICHMOND, VA (E3)

VIRGINIA DISTRICT

(See also Roanoke and Johnson City offices and Parts Centers listed below)

(804) 747-3588

(804) 747-3588 – After Hours

Toll Free: (877) 478-7263

FAX: (804) 273-0119

10408 Lakeridge Parkway, Suite 100

Ashland, Virginia 23005

DAVE PIERSON, DISTRICT MGR.

MATTE ANDERSON, AREA LEADER (496-4105)

SYSTEMS SALES TEAM

Ken Draper (E3-M62) (496-4128)

Scott Bass, Application Specialist (E3-M53) (496-4101)

Mat Erickson (E3-M56) (496-4170)

Nathan Fisher, A.E. (E3-M49) (496-4104)

Mike Orr (E3-M70) (496-4124)

Jason Williamson (E3-M65) (496-4139)

Chris Wood (E3-M59) (496-4130)

Chad Elder Application Specialist (496-4148)

Michael Vocke, City Desk (E3-M67) (496-4172)

Karen Cash, PM (E3-M45) (496-4102)

Jacquie Evans, PM (E3-M45) (496-4117)

Diane Love, PM (E3-M45) (496-4121)

Megan Minach, PA Bid Coordinator (496-4135)

SERVICES SALES TEAM

Brad Trevillian, Direct Sales Team Leader (496-4147)

Aaron Brumfield (496-4141)

Kellen Hancock (E3-M75) (496-4184)

Dave Sheldon (E3-M76) (496-4181)

Marty Miller (496-4137)

Carter Griffith (E3-M42) (496-4114)

Myra Quicke (E3-M86)

SOLUTIONS SALES TEAM

Lou Hrkman, District Solutions Team Leader (E3-M73) (804 496-4126)

Larry Cummings, Business Development & Strategic Relationships (804-496-4146)

Neil Clinebell (E3-M68) (496-4108)

Jeff Smitley, Account Executive, 804-496-4207

Jeff Schottler, Energy Engineer, 804-496-4153

CONTROLS SALES TEAM

Jim Hahn, District Controls Sales Leader (E4-N38)

Clay Marks, Controls Specialist (E3-M43) (496-4118)

Thomas Barrett (496-4142)

FULFILLMENT TEAM

Dan Reynolds, District Service Solutions Mgr. (540-563-2828)

Howard Turner, District Contracting Solutions Manager (804-496-4119)

PARTS TEAM

Harvey Taylor, District Parts Mgr. (744-1566)

Marshall Doucet, Area Team Leader

Midlothian Office

HUMAN RESOURCES

Jeff Lakin (804-496-4129)

SAFETY

Jan Summers (804-496-4111)

MARKETING

Debbie Whitteker, District Mktg. & Training Coord. (540-563-2828) (ext. 3480)

Larry Cummings, Business Development & Strategic Relationships (804-496-4146)

FINANCE

Scott Collins, District Finance Leader – Roanoke Office (540-563-2828) (ext. 3480)

To search: Click on “Edit” in tool bar and then “Find”.

ROANOKE, VA (E4)

VIRGINIA DISTRICT

(540) 563-2828

(540) 366-4655 – Emergency

(540) 342-3027 – Parts Center

FAX: (540) 366-4958

2303 Trane Drive

Roanoke, Virginia 24017

DAVE PIERSON, DISTRICT MGR. (E4-N36)

Belinda Church, HR Asst. and Training Coordinator

SYSTEMS SALES TEAM

Lori Wampler (E4-N09) Indirect Sales Team Leader

Terry Johnston, A.E., N.A.E. (E4-N22)

Justin Vass (J3-D18)

Jeff Wolfe (E4-N37)

Patrick Murdock (E4-N47)

Rachel Saunders, PM

Angela Bridgen, PM

Corrinne Witt, PM

Wystan Crismond, AS

SERVICES SALES TEAM

Lori Wampler, Direct Sales Team Leader

Jim McQuail (E4-N15)

Heather Wheeler

Bob Shockley (E4-N14)

Scott Wise (E4-N59)

Mac Michals (E4-N67)

Craig Thompson (E4-N68)

Holley Conner

Crystal Flores, SA

SOLUTIONS SALES TEAM

Lou Hrkman, District Solutions Team Leader (E3-M73)

Craig Washburn, E.E.

Kim Roe, Solutions Administration

CONTROLS SALES TEAM

Jim Hahn, District Controls Sales Leader (E4-N38)

Rodney Bryant

ESTIMATING

Mike Lane, Controls

Ron Irby, Services

FULFILLMENT TEAM

Dan Reynolds, District Service Solutions Mgr.

Howard Turner, District Contracting Solutions Manager

David Smith, Contracting Fulfillment Leader

Christine Phillips, Engineering Team Leader

PARTS TEAM

Harvey Taylor, District Parts Mgr. – Midlothian Office (804-744-1566)

Scott Collins – Parts Area Leader

MARKETING

Larry Cummings, Business Development & Strategic Relationships (804-496-4146)

Debbie Whitteker, District Mktg. Coord.

FINANCE

Scott Collins, District Controller

JOHNSON CITY, TN (J3)

VIRGINIA DISTRICT

(423) 224-1150

Toll Free: (800) 842-4826

FAX: (423) 224-1151

10384 Wallace Alley Street

Kingsport, TN 37663

DAVE PIERSON, DISTRICT MGR.

Dennis Van Guilder, Direct Sales Leader

PARTS TEAM

Harvey Taylor, District Parts Mgr. – Midlothian Office (804-744-1566)

To search: Click on “Edit” in tool bar and then “Find”.

Scott Leas – Area Team Leader
Andy Scott– Counter Sales
Robin Shepherd – Counter Sales

SYSTEMS SALES TEAM

Jeff Martin, PA

SERVICES SALES TEAM

Rodney Thaxton

Donnie Free

Robin McMurray-Marsh, SA

SOLUTIONS SALES TEAM

PARTS CENTERS

RICHMOND, VA

TRANE VIRGINIA

(804) 747-4774

FAX: (804) 747-4918

10408 Lakeridge Parkway

Suite 100

Ashland, Virginia 23005

Harvey Taylor, Parts District Mgr.

Ken Elliott, Area Team Leader

TRANE VIRGINIA

(804) 744-1566

FAX: (804) 935-1216

12738 Oak Lake Court

Midlothian, Virginia 23112

Harvey Taylor, Parts District Mgr.

Marshall Doucet, Area Team Leader

TRANE VIRGINIA

(540) 752-2976

FAX: (540) 752-2730

115 Juliad Court

Suite 111

Fredericksburg, Virginia 22406

Harvey Taylor, Parts District Mgr.

Marshall Doucet, Area Team Leader

TRANE VIRGINIA

(434) 327-1601

FAX: (434) 327-1607

1215 East Market Street

Charlottesville, Virginia 22902

Harvey Taylor, Parts District Mgr.

Ken Elliott, Area Team Leader

ROANOKE, VA

TRANE VIRGINIA

(540) 342-3027

FAX: (540) 777-6874

2301 Trane Drive

Roanoke, Virginia 24017

Harvey Taylor, Parts District Mgr.

Scott Collins – Parts Area Leader

JOHNSON CITY, TN

TRANE VIRGINIA

(423) 279-1160

FAX: (423) 279-1169

10390 Wallace Alley Street

Kingsport, Tennessee 37663

Harvey Taylor, Parts District Mgr.

Scott Leas, Area Team Leader

To search: Click on “Edit” in tool bar and then “Find”.

WASHINGTON D.C. DISTRICT

Last updated April 1, 2012

WASHINGTON, DC (E2)

WASHINGTON D.C. DISTRICT

(See also Parts Center listed below)

(240) 306-3000– Receptionist

(240) 306-3300 – Service & After Hours

(240) 306-xxxx – If not in or after hours voice mail

FAX: (240) 306-3400

30 West Watkins Mill Road

Gaithersburg, Maryland 20878

JAMES BOLAND, DISTRICT MGR. (ext. 3090)

LOUIS J. BOLAND, JR. EXECUTIVE V.P. (ext. 3060)

LAWRENCE J. CAIN, JR. SR. V.P./CFO (ext. 3010)

JERRY T. SCANLAN, SALES MGR. (E2-D56) (ext. 3289)

Pat Bain, A.E. (E2-D60) (ext. 3252)

Michael Ball, Proj. Eng. (ext. 3296)

Gordon Bean, S.E. (E2-D96) (ext. 3247)

Claudia Bell, S.A. (ext. 3283)

Kevin Bradley, S.E. (E2-D21) (ext. 3253)

Greg Burbank, Inside Sales (E2-D61) (ext. 3213)

Thierry de Raet, S.E. (E2-D91) (ext. 3248)

Tony Divino, S.E. (E2-D07) (ext. 3208)

Richard L. Dunn, Appl. Mgr. (E2-D98) (ext. 3244)

James A. Fusco, Sr. A.E. (E2-D45) (ext. 3245)

Brent Gills, S.E. (E2-E14) (ext. 3293)

Gerardo Molina, S.E. (E2-D09) (ext. 3234)

Drew Hanke, S.E. (E2-D12) (ext. 3214)

Minh Le, Proj. Eng. (ext. 3203)

Harry MacLaughlin, A.E. (E2-D63) (ext. 3243)

Mike Makovitch, S.E. (E2-D82) (ext. 3238)

Jason Mindlin, S.E. (E2-E16) (ext. 3322)

Fernanda Martinez, S.A. (ext. 3223)

Joe Mulligan, S.E. (E2-D46) (ext. 3231)

Andy Payne, S.E. (E2-D17) (ext. 3227)

Nick Pribich, S.E. (E2-D41) (ext. 3272)

Beth Reynolds, Inside Sales (E2-D36) S.A. (ext. 3270)

Mark Shell, A.E. (E2-D57) (ext. 3212)

Lori Williamson, S.A. (ext. 3249)

Brad Snodgrass, S.E. (E2-D23) (ext. 3222)

Diane Speakes, S.A. (ext. 3228)

Richard W. Thoms, Sr. A.E. (E2-D31) (ext. 2220)

Lesley Trego, S.A. (ext. 3229)

Julie Valeyko, S.A. (ext. 3299)

Dale P. Wexler, S.A. Admin. (ext. 3232)

EXISTING BUILDING SALES

JOHN CAIN, EBS SALES MGR. (E2-D70) (ext. 3216)

Curtis Blades, A.E. (E2-D26) (ext. 3267)

Sean Boland, A.E. (E2-D25) (ext. 3298)

Brandon Conheim, A.E. (E2-37) (ext. 3225)

Brendan Dowd, A.E. (E2-D59) (ext. 3251)

John Finucan, A.E. (E2-D79) (ext. 3209)

Fran Gleason, A.E. (E2-D73) (ext. 3280)

Katie Kimmel, A.E. (E2-D28) (ext. 3256)

Pat Payne, A.E. (E2-D11) (ext. 3226)

Dave Pirkey, A.E. (E2-D24) (ext. 3274)

Rick Unger, A.E. (E2-D58) (ext. 3286)

Julie Wolfington, A.E. (E2-D29) (ext. 3266)

BAS

STEVE MUMMEY, OPERATIONS MGR. (E2-D92) (ext. 3355)

JAMES POTTER, MARKETING MGR. (E2-D62) (ext. 3254)

Carl Diaz, Asst. Proj. Coord. (ext. 3207)

Tim Dodge, Proj. Eng. (E2-D05) (ext. 3302)

Chris Euteneuer, Sr. Proj. Eng. (E2-D18) (ext. 3350)

Nick Kahl, Proj. Mgr. (ext. 3305)

To search: Click on “Edit” in tool bar and then “Find”.

Jim Schwab, Proj. Mgr. (ext. 3377)

CONTRACTING

RICK LEFRANCOIS, MGR. (E2-D02) (ext. 3321)

STEVE BEATRICE, SALES MGR. (E2-D67) (ext. 3202)

Garay (Doc) Goglio, Proj. Coord. (E2-D47) (ext. 3349)

SERVICE

ED SHIFFLETT, OPERATIONS MGR. (E2-D08) (ext. 3333)

TONY ALESSANDRO, ADMIN. MGR. (E2-D95) (ext. 3386)

MARKETING

LAN ADMINISTRATOR

Mike Mangrum (ext. 3014)

HUMAN RESOURCE

SARAH HEITKEMPER, MGR. (ext. 3011)

FINANCE

KIM WINOKUR, CONTROLLER (ext. 3079)

PARTS CENTER

Boland Trane Service

(240) 306-3100

FAX: (301) 984-0583

30 West Watkins Mill Road

Gaithersburg, Maryland 20878

(240) 306-3100

FAX: (301) 984-0583

9475 Lottsford Road, Suite 160

Largo, Maryland 20774

Bill Berney, Parts Mgr.

To search: Click on “Edit” in tool bar and then “Find”.

WICHITA DISTRICT

Last updated April 1, 2012

WICHITA, KS (Q1)

WICHITA DISTRICT

(See also Parts Center listed below)

(316) 265-9655

(316) 265-9656 – After Hours

FAX: (316) 265-1974

Mailing Address:

P.O. Box 595

Wichita, Kansas 67201

Office Location:

120 Ida

Wichita, Kansas 67211

JOHN F. KNIPP, DISTRICT MGR. (Q1-K01)

Tim Berends (Q1-K08)

Joe Reintjes (Q1-K08)

Tom Schmidt, Office & LAN Admin, HR.

Chad Marlow (Q1-K08)

Ed Lange (Q1-K08)

Kyle Campbell, SA

Marc Robinson, SA

Becky Kealey, Financial Manager

EXISTING BUILDING SALES

Andy Knipp, Service Manager

Brett Miller, Direct Sales Manager

Richard Black, Inside Sales (Q1-K06)

Christian Knipp, EBS

Craig Singer, EBS

Andy Knipp, EBS

Doug Knipp, EBS

BAS

Steve Southern, BAS Solutions Leader

Chris Goevert, PM

Derrick Guyot, Project Engineer

MARKETING TRAINING

Jon Goering, Mktg./Training Coord.

PARTS CENTER

Mario Navarro, Manager

Kansas Trane HVAC Parts & Supply

(316) 265-9655

FAX: (316) 265-1974

P.O. Box 595 (67201-0595)

120 Ida

Wichita, Kansas 67211

Brian Hess, Parts Sales

Mark Hilyard Parts Sales

To search: Click on “Edit” in tool bar and then “Find”.

WILKES-BARRE DISTRICT

Last updated April 1, 2012

WILKES-BARRE, PA (D4)

WILKES-BARRE DISTRICT

(See also Allentown area office and Parts Centers listed below)

(570) 654-0865

(570) 654-0865 – After Hours

FAX: (570) 654-0343

10 Freeport Road

Pittston, Pennsylvania 18640-9514

DANIEL SWEET, DISTRICT MGR.

Denise Yocum, District Human Resources Leader

Dennis Shaw, District Finance Leader

Mike Cassino, District EHS Manager

Laura Worker, Marketing Leader

Alicia Moore, Executive Administrative Assistant

Joel Gerace, General Sales Manager 717-561-5404

Kerry Freeman, NSS (D4-J02)

Andrew Hanegraaf, NSS

Charlie Samsock, Direct (D4-J22)

Sterling Colborn, Direct

Jesse D'Angelo, Direct (D4-J25)

John Franek, Customer Service/Inside Sales – Indirect

EQUIPMENT FULFILLMENT

Joel Gerace, Equipment Fulfillment Leader

Michael Schultz, Project Manager

CONTRACTING SOLUTIONS

Bill Moore, Contracting Solutions Leader 717-585-7710

Gene Cudo, Contracting Manager

Tina Gallagher-Rasalla, Project Administrator

SERVICE

Eric Archinal Service Solutions Leader

Ronald Shofran, Area Service Manager

ALLENTOWN, PA (D5)

WILKES-BARRE DISTRICT

(484) 223-1730

FAX: (484) 223-1824

5925 Tilghman Street, Suite 70

Allentown, Pennsylvania 18104

Raymond Forsthoefel, Account Manager, NSS. (D5-J01)

Gabe Badesso, NSS (D5-J26)

Charlie Samsock, Direct (D4-J22)

Sterling Colborn, Direct

EQUIPMENT FULFILLMENT Joel Gerace, Equipment Fulfillment Leader 717-561-5404

Mike Schultz, Project Manager

Christine Hersh, Project Administrator

PARTS CENTER

District Parts Leader

ALLENTOWN, PA

Northeastern Trane Parts Center

To search: Click on “Edit” in tool bar and then “Find”.

(610)-391-3040

FAX: (610) 391-3044

Green Hills Commerce Center II

5925 Tilghman St., Suite 60

Allentown, Pennsylvania 18104

Barry Elsasser, Parts Mgr.

WILKES-BARRE, PA

Northeastern Trane Parts Center

(570) 819-0337

FAX: (570) 819-3019

421 N Pennsylvania Ave.

Wilkes Barre, Pennsylvania 18702

Barry Elsasser, Parts Mgr.

To search: Click on “Edit” in tool bar and then “Find”.

WILMINGTON DISTRICT

Last updated April 1, 2012

WILMINGTON, DE (D6)

WILMINGTON DISTRICT

(See also Parts Center listed below)

(302) 395-0200

FAX: (302) 395-0700

66 Southgate Blvd.

New Castle, Delaware 19720

JOHN R. SEIBERLICH, DISTRICT MGR. (D6-S00) (ext. 330)

SALES

SHAWN DOHERTY, SALES TEAM LEADER (D6-S05) (ext. 329)

NEW SYSTEMS SALES (NSS)

Ross Butler, Sales Engr. (D6-S30) (ext. 334)

Wade McCorkel, Sales Engr. (D6-S29) (ext. 368)

John Walker, Sales Engr. N.A.E. & N.A.J.C. (D6-A08) (ext. 342)

OWNER ACCOUNT MANAGEMENT (AM)

Chris Pepe, Sr. Acct. Mgr. (D6-S03) (ext. 345)

Jim Donahue, Acct. Mgr. (D6-S33) (ext. 349)

Doug Edwards, Acct. Mgr. (D6-S18) (ext. 344)

EXISTING BLDG SALES (EBS)

Mark Denlinger, Acct. Rep. (D6-S) (ext. 365)

Nicole Gracey, Acct. Rep. (D6-S15) (ext. 315)

Leon Sawyers, Acct. Rep. (D6-S) (ext. 364)

Mark Trishman, Acct. Rep. (D6-S11) (ext. 336)

FULLFILLMENT TEAM

Steve Rendulic, Inside Technical Sales (ext. 312)

Kathy Hess, S.A. (ext. 327)

Grace Renn, S.A. (ext. 356)

John Cattanea, Estimator (ext. 361)

ENERGY SERVICES PROJECT DEVELOPMENT

BILL BUCHANAN, PROJECT DEVELOPMENT LEADER (ext. 340)

Glen Heuschkel, Proj. Develop. Resource (ext. 319)

Drew McPheeters, Proj. Develop. Resource (ext.337)

CONTRACTING OPERATIONS

DOUG EMERY, ENERGY SERVICES & CONTROLS OPERATIONS TEAM LEADER (ext. 358)

Brian Chlan, Proj. Engr. (ext. 369)

Carolyn Dehorty, Contract Proj. Coordinator (ext. 329)

Frank Kempinski, Proj. Mgr. (ext. 320)

Scott Lewis, Proj. Mgr. (ext. 332)

Will Loessin, Proj. Engr. (ext. 313)

Alex Montano, Proj. Coordinator/Proj. Mgr. (ext. 372)

James Powers, Proj. Mgr. (ext. 317)

Mike Scheer, Proj. Mar. (ext. 371)

Justin Tashker, Proj. Engr. (ext. 316)

Dave Viering, Proj. Mgr. (ext. 328)

SERVICE

DAVE VANDERSLICE, OPERATIONS TEAM LEADER (ext. 347)

INTELLIGENT SERVICES

DANTE GABRIELLI, IS TEAM LEADER (ext. 314)

MARKETING, TRAINING & ACCT. DEVELOPMENT

PAMELA KINLEY, MKTG. TRAINING & ACCT. DEVEL. LEADER (ext. 322)

FINANCE

RON HESS, CFO (ext. 324)

LAN

Darrell Leahy, LAN Admin. (ext. 311)

To search: Click on “Edit” in tool bar and then “Find”.

Parts Center

Seiberlich Trane HVAC Parts & Supplies

(302) 356-2400

FAX: (302) 356-2401

66 Southgate Blvd.

New Castle, Delaware 19720

KATHY GONNELLI, PARTS TEAM LEADER (ext. 335)

To search: Click on “Edit” in tool bar and then “Find”.

WINNIPEG DISTRICT

Last updated April 1, 2012

WINNIPEG, MANITOBA (CN)

WINNIPEG DISTRICT

(204) 632-1543

FAX: (204) 633-6578

Unit 9 – 2061 Logan Avenue

Winnipeg, Manitoba R2R 0J1

ROGER KANE, DISTRICT MGR. & N.A.J.C. (CN-K04)

Carolyn Berry, Operations Admin.

Nicole Kehler

Nestor Sawka, Parts Mgr.

Rick Dodds, Operations Mgr.

James Bain (CN-K14)

To search: Click on “Edit” in tool bar and then “Find”.

WISCONSIN DISTRICT

Last updated April 1, 2012

MADISON, WI (T1)

WISCONSIN DISTRICT

(See also La Crosse area office and Parts Center listed below)

(608) 838-8200

FAX: (608) 838-6015

4801 Voges Road, Suite A

Madison, Wisconsin 53718

MITCHELL FARRELL, DISTRICT GENERAL MANAGER

Kim Knutson, Marketing Coordinator 608.576.0915 (ext. 5511)

Tara Russell, HR Business Partner, 651-468-2703

ORDER ACQUISITION

Jeff Groth, General Sales Manager

CONTRACTOR SALES TEAM (T1-C00)

David Shaw, Team Leader (T1-C03) (ext. 5518)

Craig Carey (T1-C07) (ext. 5239)

Gregg Krattiger, PM. (ext. 5243)

Larry Satterlee, PM (ext. 5114)

John Milkint, Acct. Mgr. (ext. 5580)

Greg Froehle, Acct. Mgr. (ext. 5109)

ENGINEERING SALES TEAM (T1-E00)

Jessie Busse, PM (ext. 5241)

NATIONAL ACCOUNTS SALES TEAM (T1-N00)

Kevin Malone, Team Leader (T5-H67) (ext. 5237)

OWNER ACCESS SALES TEAM (T1-O00)

Lindsey Schmitz (T1-O07) (ext. 5110)

Jeff Vitense (T1-008) (ext. 5108)

Fred Flynn (T1-C13) (ext. 5543)

ORDER FULFILLMENT & OPERATIONS SERVICE

Tom Brookins, Area Service Manager (ext. 5245)

Tina Ziegler, Service Coordinator (ext. 5236)

Dean Gault, Service Billing (ext. 5542)

Jim O'Connor, Estimator (ext. 5115)

BAS

Ralph Corning, Team Leader-Contract Solutions (ext. 5594)

Ed Quesada, Controls Tech. (ext. 5510)

Kevin Smith, Project Manager – Controls (ext. 5589)

Art Jordan, Controls Tech (ext. 5240)

Tim Lane, Project Manager – Controls (ext. 5238)

SAFETY

LA CROSSE, WI (T2)

LA CROSSE AREA OFFICE

MADISON DISTRICT

(608) 788-8430

FAX: (608) 787-0454

2525 Larson Street

La Crosse, Wisconsin 54603

Mark Halderson, Operations Manager

CONTRACTOR & ENGINEER EQUIPMENT SALES

Paul Schack (T2-T19) 608-787-7883

OWNER SALES – LA CROSSE

Kelly Cummings (T2-H00) (608) 788-8430

Tim Wichelt (608) 788-8430

OWNER SALES – EAU CLAIRE

Dale R. Zank (T2-E00) (715) 720-9903

BAS – LA CROSSE

Terry Swartz (608) 788-8430

BAS – EAU CLAIRE

Josh Miller (715) 720-9903

FINANCE – LA CROSSE

To search: Click on “Edit” in tool bar and then “Find”.

MILWAUKEE, WI (T5)

WISCONSIN DISTRICT

(See also Appleton area office and Parts Center listed below)

(414) 266-5200

FAX: (414) 266-5216

11400 W. Theodore Trecker Way

West Allis, Wisconsin 53214

MITCHELL FARRELL, DISTRICT GENERAL MANAGER

ACQUISITION

John Kelley, Acquisition Leader (T5-H27) (ext. 5209)

INDIRECT SALES

Jay Kasmerchak, Account Manager (T5-H61) (ext. 5211)

John Pratt, Account Manager (T5-H60) (ext. 5213)

Kevin Malone, Account Manager (T5-H67) (ext. 5214)

Philippe Hevesy, Account Manager (T5-H70)

Jeff DeVor, Account Manager (T5-H73)

DIRECT SALES

Mike Stanczyk, EBS Sales (T5-H65) (ext. 5206)

Allan Lantz, EBS Sales (T5-H63) (ext. 5222)

Rachel Fisch, Acct. Mgr. (ext. 5217)

EQUIPMENT FULFILLMENT

Joe Kubicek, Application Specialist (T5-H40) (ext. 5232)

Deanna Zion, Project Manager (ext. 5218)

CONTRACTING FULFILLMENT

Todd Tessenske, Team Leader-Contract Solutions (ext. 5210)

Todd Amich, Project Manager (ext. 5236)

FINANCE

HUMAN RESOURCES

Tara Russell, HR Business Partner, 651-468-2703

APPLETON, WI (T6)

WISCONSIN DISTRICT

(920) 734-4531

(920) 734-4531 – After Hours

FAX: (920) 734-2044

2500 N. Lynndale Dr., Ste. H

Appleton, Wisconsin 54914-4306

Dan Lobermeier, Account Manager – Equipment (T6-D26) (ext. 4204)

Ron Osgood, Project Manager – Equipment (ext. 4206)

Mark Fleming – Project Manager – Contracting (ext. 4203)

PARTS CENTERS:

MADISON, WI

Trane Parts Center of Madison

(608) 838-4499

FAX: (608) 838-5513

4801 Voges Road

Madison, Wisconsin 53718

Travis Holak, Parts Manager WI

Calvin Schmeling, Parts Store Manager (ext. 5508)

Scott Pauls, WI City Desk Manager (ext. 5249)

Jason Berndt, Inside Parts Sales (ext. 5507)

Jennifer Rivers, Inside Parts Sales (ext. 5590)

MILWAUKEE, WI

Milwaukee Trane Parts Center

(414) 266-5201

FAX: (414) 266-5202

11400 W. Theodore Trecker Way

West Allis, Wisconsin 53214

Travis Holak, Parts Manager

Matt Martin, Inside Parts Sales

Inside Parts Sales

Travis Eidler, Warehouse Coordinator

To search: Click on “Edit” in tool bar and then “Find”.

APPLETON, WI

Appleton Trane Parts Center

(920) 734-4531

FAX: (920) 734-2044

2500 N. Lynndale Dr., Ste. H

Appleton, Wisconsin 54914

Chad Steenberg, Store Manager (920-734-4531)

Linda Barna, Inside Parts Sales

Joe Mulder, Inside Parts Sales

Energy Accreditations. *Accreditation with National Association of Energy Services Companies*

TRANE AND NAESCO

Demonstrating core competencies in all technical and business aspects of performance contracting, **Trane** earned accreditation as an Energy Services Company (ESCO) in May 2004 from the National Association of Energy Services Companies (NAESCO).

Trane proudly displays this official recognition of good standing with NAESCO. It assures our new customers that standard contracting business practices through **Trane's** PACT™ performance contracting offering meet or exceed the high quality standards established by the industry's most recognized leader.

A committee of NAESCO members accredited Trane following a rigorous evaluation of our capabilities, track record, policies and practices. While this is not an endorsement or a guarantee of results, it does show that **Trane** provides its customers with demonstrated competency and accepted industry practices proven to deliver successful projects.

How it Works – The NAESCO committee, comprising industry experts unaffiliated with any ESCO, reviewed detailed documentation submitted by **Trane** and investigated customer references. They reviewed several areas of **Trane** ESPC operations, including: (1) the precise nature of our business; (2) the range of measures and services offered to customers; (3) the availability of a performance-based project approach; (4) our commitment to ethical business practices; (5) capabilities for project engineering and design, financing, project management, operations, and maintenance; and (6) the capability of verifying and monitoring energy cost savings.

What It Means –

- The technical and managerial competence to develop comprehensive energy-efficiency projects including lighting, motors/drives and HVAC
- The technical and managerial competence to provide a full range of energy services, such as energy audits, design engineering, arranging project financing, O&M services, and verification of energy savings
- The regular business practice of developing performance-based projects, defined to mean projects for which the developer's compensation is contingent on real, verified cost savings

Benefits for You – NAESCO Accreditation simply means you're working with a company that is recognized for competence as an ESCO. It's an indispensable tool for immediately summarizing our qualifications. Think of it as a benchmark for performance contracting, too. **Trane** is proud of our NAESCO review and acceptance by an independent panel of industry experts. We work hard on honing our technical and managerial competence every day—so it's an honor to be recognized for that effort.



Trane's Environmental Commitment:

At Trane, we are working to create greener, sustainable communities by bringing superior HVAC systems to all buildings. Energy efficiency, better indoor air quality, and quieter surroundings all contribute to greater comfort and a cleaner, greener environment.

Trane TRACE[®] 700 was the first of only 4 software programs recognized by the Internal Revenue Service as *qualified* software to calculate energy savings for the tax credit given in the Energy Policy Act (EPACT) of 2005. **Trane literally wrote the book on energy efficiency computer models with the TRACE[®] energy analysis program.** Originally developed in 1973, Trane Air Conditioning Economics (TRACE[®]) was the first program to analyze building loads, systems, and energy consumption. It has become a de facto standard in the Heating, Ventilation, and Air-Conditioning (HVAC) industry with thousands of licensed copies currently in-use world-wide. TRACE[®] will analyze the entire building at once, showing the interactions of all of the buildings systems on any given type of day.

Trane employs over 500 LEED Accredited Professionals including many in the Texas offices.

Trane is a national sponsor of the United States Green Building Council (USGBC) LEED for Schools program. The LEED for Schools Rating System recognizes the unique nature of the design and construction of K-12 schools. Based on the LEED for New Construction rating system, it addresses issues such as classroom acoustics, master planning, mold prevention and environmental site assessment.

By addressing the uniqueness of school spaces and children's health issues, LEED for Schools provides a unique, comprehensive tool for schools that wish to build green, with measurable results. LEED for Schools is the recognized third-party standard for high-performance schools that are healthy for students, comfortable for teachers, and cost-effective.

Recognition & Awards

Trane enjoys a strong reputation and proven track record. We have received wide spread recognition and awards; following are examples which display Trane's excellent reputation and performance capabilities in the areas of energy, utility and air quality.

- **Design Star Award** for Trane's Zone Sensor Receives by The Agency for the Promotion of Industrial Creation (APCI) in coordination with the *Observateur du design* in France. The zone sensor is a state-of-the-art module acting as a human-machine interface for piloting fan coil units equipped with ZN523 Trane zone controllers. (Oct. 2007)
- **Frost & Sullivan Emerging Company of the Year** to Trane in India for building technologies excellence, energy management services category. (October 2007)
- **Best of the Best Award** for Trane's CenTraVac™ by the U.S. Environmental Protection Agency (EPA). Selected from a field of past Strategic Ozone Protection Award winners. (Sept. 2007)
- **2007 HVAC Product of the Year** to the 15 SEER (Seasonal Energy Efficiency Ratio) Precedent from *Consulting & Specifying Engineer* magazine. (Sept. 2007)
- **David Weekley Homes Partner of Choice** for the third year in a row for service and product performance. Trane is one of only six manufacturers – and the only HVAC brand – to be so honored. (Aug. 2007)
- **2007 Excellence in Design Silver Award** to Trane CleanEffects® by *Appliance Design Magazine*. It was the only HVAC product to receive recognition. (June 2007)
- **2007 Silver Dealer Design Award** for Trane Integrated CleanEffects. Presented by the Air Conditioning, Heating & Refrigeration News trade publication based on judging by an independent panel of judges. The judges were impressed that the one-inch filter that fits in the existing air handler removes up to 99% of airborne allergens from the air. (July 2007)
- **Building of America Plaque of Honor** to Trane's St. Louis district office for its work on Busch Stadium by Real Estate and Construction Review magazine. Trane supplied comfort systems for the new stadium, including a Tracer Summit™ BAS and 1,800 tons of AC (April 2007)
- **Frost & Sullivan Product Innovation of the Year** to Trane's Custom Climate Changer™ with CDQ™ (Cool, Dry, Quiet). Presented to the company demonstrating excellence in new products and technologies within their industry. (March 2007)
- **Best in Class** to TRANE HVAC Systems by *Professional Remodeler* magazine, based on its annual survey of Interior Products. (Dec. 2006)
- **R&D 100 Awards** by *R&D Magazine* for Trane's excellence in innovation on a global scale. Honored for our advances in humidity control using the Trane CDQ™ (Cool, Dry, Quiet) desiccant dehumidification system, (Nov. 2006)

- **National Save Energy Award** by the Mexico National Commission for Energy Conservation to **Trane** in Mexico. (Sept. 2006)
- **Intel Certified Supplier Award** by Intel Corporation recognizing **Trane** for product and service quality. (June 2006)
- **First Place** in the HVAC/Indoor Air Quality category by *Today's Facility Manager* annual buyer's guide. Presented for **Trane's** products, systems expertise and service. (Feb 2006)

Industry Leadership – Trane is affiliated with the following organizations:

- **ASHRAE**
 - American Society of Heating, Refrigeration, and Air-conditioning Engineers
- **U.S. Green Building Council**
 - LEED – Leadership in Energy & Environmental Design with over 170 LEED accredited professionals employed at Trane
- **U.S. Environmental Protection Agency**
 - Energy Star Program
- **U.S. Department of Energy**
 - Rebuild America
- **Sustainable Building Industry Council**
- **Clinton Climate Initiative**
 - One of 4 firms chosen to participate



Trane U S Inc
Trane
850 W Southern Ave
Tempe, AZ 852824556

- IMPORTANT NOTICE
YOU MUST:
- REPORT DISSOCIATION OF QUALIFYING PARTY IN WRITING WITHIN 15 DAYS.
 - [SEE A.R.S. § 32-1154(A)(19) AND § 32-1151.01]
 - REPORT A CHANGE OF ADDRESS IN WRITING WITHIN 30 DAYS.
 - [SEE A.R.S. § 32-1151(B)(1)]
 - REPORT ANY TRANSFER OF OWNERSHIP OF 50% OR MORE IMMEDIATELY.
 - [SEE A.R.S. § 32-1151.01]
 - REPORT ANY CHANGE OF LEGAL ENTITY SUCH AS ANY CHANGE IN THE OWNERSHIP IN SOLE PROPRIETORSHIP OR CHANGE OF A PARTNER IN A PARTNERSHIP OR THE CREATION OF A NEW CORPORATE ENTITY.
- [SEE RULE R-4-9-110]

THIS CARD MUST BE
PRESENTED UPON DEMAND

DIRECTOR, ARIZONA REGISTRAR OF CONTRACTORS

General Commercial Contractor

Trane
CONTRACTORS LICENSE NO 205537 CLASS B-1

Trane U S Inc

Registrar of Contractors CERTIFIES THAT

STATE OF ARIZONA

LICENSE EFFECTIVE THROUGH: 04/30/2013



THIS IS YOUR IDENTIFICATION CARD
DO NOT DESTROY



HVAC Resource Guide

for green building design



Healthy buildings are vital to the world's economic and social development. Unfortunately, high energy and other resource use means they create a significant environmental impact. Trane has been a leader in this field, promoting more sustainable alternatives to conventional building design and equipment. This practical guidebook to energy efficient and green HVAC design will make an important contribution to reducing the environmental impact of energy use in buildings, while making them healthier and more productive places to live and work.

Rob Watson

Founding Chairman

LEED Green Building Rating System

Board Member, US Green Building Council

As the environmental impact of buildings becomes more apparent, a new field called green building is gaining momentum. Green or sustainable building is the practice of creating healthier and more resource-efficient models of construction, renovation, operation, maintenance, and demolition. Research and experience increasingly demonstrate that when buildings are designed and operated with their lifecycle impacts in mind, they can provide great environmental, economic, and social benefits.

U.S. Environmental Protection Agency

www.epa.gov/greenbuilding

PREFACE

Trane is driven by customers; we recognize the importance of our people; we operate with integrity; we strive for excellence; and we deliver on our promises. By following these values—by living them every day—we get closer to our goal of being a model corporate citizen in the communities where we work and a responsible resident of the planet where we all live. Trane publishes an annual sustainability report to substantiate our commitment and desire to be measured not only by our financial performance, but also by our environmental stewardship and social responsibility.

As a worldwide leader in the HVAC industry, Trane helps create environmentally responsible building solutions that deliver energy performance, reduce power consumption, and reduce lifecycle cost. We execute programs to minimize our impact on global climate change and help others do the same. And, we support green building initiatives by investing resources in the various industry committees and expertise in designing and manufacturing energy-efficient systems for buildings. Whether it is designing, operating or maintaining high-performance buildings, Trane can help.

This pocket guide provides quick reference for a number of HVAC design practices and technologies to help building professionals make sound decisions to meet or exceed the technical requirements of a green building. Green options are provided along with the corresponding criteria and benefits. References can be found at the end of the guide. System performance is dependent on individual components and the integration among them. When combining various system strategies or applications to achieve a desired outcome, please consult your local Trane professionals.

Trane compiled this publication with care and made every effort to ensure the accuracy of information and data provided herein. However, this offers no guarantee of being error free. Trane shall not assume any risk of the use of any information in this publication; nor shall Trane bear any legal liability or responsibility of the subsequent engineering design practice.



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EARTHWISE™ SYSTEMS

CHILLED-WATER SYSTEMS (CWS)

	green options	green benefits	reference
1	Reduce waterflow rates in the chilled-water loop (12-20°F or 7-11°C) and condenser water loop (12-18°F or 7-10°C)	<ul style="list-style-type: none"> • Reduces overall energy use of the chilled-water plant (chillers may use more energy, but pumps and cooling tower fans consume much less energy) • Reduces building materials (smaller pumps, cooling towers) • Reduces water pipe sizes, saving installation cost and materials 	(1) (2) (41) (55)
2	Vary water flow rate through chiller evaporators during system operation (variable-primary-flow, or VPF, system)	<ul style="list-style-type: none"> • Requires fewer pumps and less floor space than conventional primary-secondary system, as well as fewer: <ul style="list-style-type: none"> • pipe connections • electrical connections • valves, strainers, and specialties • pump motor starters • Reduces pumping energy use 	(3) (4) (5) (6) (7) (41)
3	Optimize control of condenser-water temperature (chiller-tower optimization)	<ul style="list-style-type: none"> • Reduces overall energy use of the chilled-water plant by finding the optimum condenser-water temperature setpoint to minimize combined energy use of the chiller plus tower 	(8) (9) (41)
4	Optimize control of pump pressure (pump pressure optimization)	<ul style="list-style-type: none"> • Reduces pumping energy use by resetting pump operating pressure so that the “critical” control valve is nearly wide open 	(41)
5	Select chillers with a low refrigerant charge/ton	<ul style="list-style-type: none"> • Less refrigerant means less impact on the environment in the event that refrigerant leaks 	(11) (31)

	green options	green benefits	reference
6	Recover heat from the condenser of a water-cooled chiller	<ul style="list-style-type: none"> Reduces overall system energy use by using the recovered heat to: <ul style="list-style-type: none"> reheat air (for comfort or humidity control) preheat outdoor air during cold weather heat service water when it enters the building 	(12)
7	Configure chiller evaporators in a series arrangement (with a 15°F or 8°C ΔT)	<ul style="list-style-type: none"> Reduces overall energy use of the chiller plant by allowing the upstream chiller to operate more efficiently Allows for the use of very low chilled-water flow rates to reduce pumping energy use and reduce water pipe sizes 	(40) (41)
8	Configure both chiller evaporators and condensers in a series counter-flow arrangement (20°F or 11°C ΔT chilled-water loop, and 20°F or 11°C ΔT condenser-water loop)	<ul style="list-style-type: none"> Reduces overall energy use of the chiller plant by equalizing the compressor lift between the chillers Allows for the use of very low chilled-water and condenser-water flow rates to reduce pumping energy use and reduce water pipe sizes 	(41) (42)
9	Add ice storage	<ul style="list-style-type: none"> Reduces overall energy cost by shifting the use of electricity to off-peak periods Provides standby capacity for non-regular peaks 	(43) (44) (45) (46)

See reference 39

EARTHWISE™ SYSTEMS

AIR-HANDLING SYSTEMS

	green options	green benefits	reference
1	Design for a lower-temperature supply air (45-52°F, or 7 to 11°C)	<ul style="list-style-type: none"> • Reduces fan energy use • Lowers indoor humidity levels to improve occupant comfort • Reduces materials and space for air duct-work, fans, VAV terminals, and air-handling units 	(47) (48) (49) (69)
2	Add an air-to-air heat exchanger for exhaust-air energy recovery	<ul style="list-style-type: none"> • Permits downsizing of cooling and heating equipment • Reduces cooling and heating energy use 	(19)
3	Design for variable-air volume (VAV)	<ul style="list-style-type: none"> • Reduces fan energy use at part-load conditions • Results in lower indoor humidity levels to improve occupant comfort • Reduces fan-generated noise at part-load conditions 	(49) (69)
4	Use parallel, fan-powered VAV terminals for those zones that require heat	<ul style="list-style-type: none"> • Reduces heating energy use by recovering heat generated by lights (warm air in the ceiling plenum) • Increases air motion during heating season for improved occupant comfort 	(49) (69)
5	Include a “series” desiccant wheel (Trane CDQ™)	<ul style="list-style-type: none"> • Improves dehumidification by supplying air at a lower dew point, without requiring colder leaving-coil temperature • Avoids the need to use separate dehumidification equipment • Does not require a separate air stream for regeneration of the desiccant 	(17) (34) (35) (62) (63)
6	Select high-efficiency fans	<ul style="list-style-type: none"> • Reduces fan energy use • Typically reduces fan-generated noise 	(69) (70)
7	Purchase factory-mounted and factory-commissioned controls	<ul style="list-style-type: none"> • Reduces the risk of human error and the amount of time spent installing and commissioning the HVAC system 	
8	Equip fan-powered VAV terminals with brushless DC motors (ECMs)	<ul style="list-style-type: none"> • Reduces terminal fan energy use compared to conventional AC motors (particularly in series fan-powered VAV terminals) • Reduces cost and time for air balancing by presetting airflow rate in the factory 	(49) (66) (69)

	green options	green benefits	reference
9	<p>Consider higher-performing air filters or air cleaners</p> <ul style="list-style-type: none"> • Particulate filters, including electrically enhanced filters, with higher collection efficiencies are capable of removing more and smaller particles • Trane Catalytic Air Cleaning System (TCACS) removes particles, gases, vapors, and some biological contaminants 	<ul style="list-style-type: none"> • Keeps interior surfaces of HVAC equipment and ductwork cleaner • Improves occupant comfort (and possibly occupant health) by removing various airborne contaminants 	<p>(36) (37) (38) (69) (71)</p>
10	<p>Optimize control of supply fan pressure (fan-pressure optimization)</p>	<ul style="list-style-type: none"> • Reduces fan energy use at part-load conditions by resetting the fan pressure setpoint so that the “critical” VAV terminal is nearly wide open • Reduces fan-generated noise at part-load conditions 	<p>(10) (20) (25) (49) (69)</p>
11	<p>Optimize control of outdoor airflow for ventilation (demand-controlled ventilation, ventilation reset)</p>	<ul style="list-style-type: none"> • Reduces heating and cooling energy use by reducing the amount of outdoor air brought into the building during periods of partial occupancy, as indicated by (any of): <ul style="list-style-type: none"> • Occupancy schedules • Occupancy sensors • Carbon dioxide (CO₂) sensors 	<p>(20) (29) (32) (49) (69)</p>
12	<p>Direct measurement of fan airflow</p>	<ul style="list-style-type: none"> • Permits faster troubleshooting by using a factory-mounted piezometer ring on the supply fan to accurately measure airflow 	<p>(69) (70)</p>

EARTHWISE™ SYSTEMS

DX UNITARY SYSTEMS (ROOFTOP, SPLIT, SELF-CONTAINED)

	green options	green criteria	reference
1	Avoid oversizing supply airflow and cooling capacity	<ul style="list-style-type: none"> Improves comfort control Results in better part-load dehumidification performance and improved occupant comfort 	(17)
2	Avoid using hot-gas bypass unless it is absolutely required	<ul style="list-style-type: none"> Reduces overall energy use Minimizes risk of refrigerant leaks in a DX split system due to less field-installed refrigerant piping 	(18)
3	Select high-efficiency equipment	<ul style="list-style-type: none"> Reduces overall energy use 	
4	Consider using an air-to-air heat pump (may not be suitable for extreme cold climates)	<ul style="list-style-type: none"> Reduces heating energy use during mild outdoor conditions because a heat pump is a more efficient heater than hot water, steam, gas or electric heat 	
5	Include an airside (or waterside) economizer	<ul style="list-style-type: none"> Reduces cooling energy use during mild non-humid outdoor conditions 	(21) (49)
6	Add an air-to-air heat exchanger for exhaust-air energy recovery	<ul style="list-style-type: none"> Permits downsizing of cooling and heating equipment Reduces cooling and heating energy use 	(19) (49)
7	Use variable air volume (VAV) in a multiple-zone system	<ul style="list-style-type: none"> Reduces fan energy use at part-load conditions Results in lower indoor humidity levels to improve occupant comfort Reduces fan-generated noise at part-load conditions 	(21) (49)
8	Directly control space humidity by overcooling and reheating supply air, using refrigerant heat recovery (hot gas reheat)	<ul style="list-style-type: none"> Lowers indoor humidity levels to improve occupant comfort Reduces energy use by avoiding the use of “new” energy for reheat 	(17) (22)
9	Provide “powered exhaust” (on/off central exhaust fan) for control of building pressure in a constant-volume system with an airside economizer. Provide modulating central exhaust for direct control of building pressure in a VAV system with an airside economizer.	<ul style="list-style-type: none"> Reduces cooling energy use by maximizing the energy-saving benefit of the airside economizer during mild outdoor conditions Helps minimize risk of moisture-related problems in the occupied spaces or building envelope by preventing depressurization of the building 	(23) (24) (49)

WATER-SOURCE/GEOTHERMAL HEAT PUMP SYSTEMS

	green options	green benefits	reference
1	Vary the water flow rate through the system	<ul style="list-style-type: none"> Reduces pumping energy use at part-load conditions by closing a two-position valve at each heat pump when the compressor turns off 	(13) (14) (16) (56)
2	Reduce water flow rates in the condenser-water loop	<ul style="list-style-type: none"> Reduces overall energy use (compressors may use more energy, but pumps use much less energy) Reduces building materials (smaller pumps and smaller cooling tower) Reduces water pipe sizes, saving installation cost and materials 	(14)
3	Consider using a geothermal well field	<ul style="list-style-type: none"> Reduces annual energy by using the Earth for heat rejection and heat addition, thereby avoiding (or limiting) the need to operate a cooling tower or boiler 	(15) (16) (56)
4	Optimize control of loop temperature (loop temperature optimization)	<ul style="list-style-type: none"> Reduces overall system energy use by finding the optimum loop temperature setpoint to minimize combined energy use of the heat pump compressors plus cooling tower or boiler 	(16) (56)
5	Select high-efficiency heat pumps	<ul style="list-style-type: none"> Reduces energy use 	
6	Deliver conditioned outdoor air directly to the spaces at a temperature that is colder than the space, whenever possible	<ul style="list-style-type: none"> Permits downsizing of heat pumps, saving installation cost and space required Reduces overall cooling energy use 	(30) (56) (17)
7	Add an air-to-air heat exchanger for exhaust-air energy recovery	<ul style="list-style-type: none"> Permits downsizing of cooling and heating equipment Reduces cooling and heating energy use 	(19) (56)

CONTROL STRATEGIES

ENERGY MANAGEMENT, COMMISSIONING, MEASUREMENT AND VERIFICATION

	green option	green criteria	reference
1	Setback temperatures during unoccupied periods	<ul style="list-style-type: none"> Reduces overall HVAC energy use by allowing indoor temperatures to drift (up during the cooling season and down during the heating season) during unoccupied periods 	(25) (49) (56) (69)
2	Allow for a wider indoor temperature range	<ul style="list-style-type: none"> Reduces overall HVAC energy use by allowing for a wider temperature control deadband (ex: 5°F or 3°C) 	(25)
3	Consider operable windows with HVAC override	<ul style="list-style-type: none"> Reduces fan energy use by opening windows to provide natural ventilation when outdoor conditions are appropriate 	(25)
4	Implement optimal start and stop control	<ul style="list-style-type: none"> Reduces energy use by starting the HVAC system as late as possible while still reaching the desired temperature setpoint just in time for scheduled occupancy Reduces energy use by turning off cooling or heating and allowing the space temperature to “drift” 2°F (1°C) before the end of the scheduled occupied period 	(20) (25) (49) (56) (69)
5	Use wireless zone temperature sensor	<ul style="list-style-type: none"> Reduces installed cost and materials by avoiding the need to pull wires to zone sensors Improves occupant comfort by providing the flexibility to find the optimum location for the zone temperature sensor 	
6	Perform periodic recommissioning	<ul style="list-style-type: none"> Improves occupant comfort by periodically testing various components of the HVAC system to ensure proper operation 	(51) (52)
7	Install a building automation system (BAS) with project-specific 3D graphics	<ul style="list-style-type: none"> Reduces time to troubleshoot problems by making the BAS more intuitive and easier to use Promotes the green features of the building when used to create an interactive display for the entrance of visitor’s center 	(53)
8	Implement a measurement and verification program	<ul style="list-style-type: none"> Reduces energy use over the life of the building by routinely measuring building energy use and comparing it to the original design estimates 	



EQUIPMENT

UNITARY HEAT PUMP EFFICIENCY

equip- ment	test proce- dure	size	cooling efficiency (green)	heating efficiency (green)	cooling eff. (greener)	heating efficiency (greener)
Air- cooled	ARI 340/ 360	≥65,000 Btu/h (19.0kW) and <135,000 Btu/h (39.6kW)	10.1 EER	3.2 COP @ 47°F db and 43°F wb (8.3°C db, 6.1°C wb) 2.2 COP @ 17°F db and 15°F wb (-8.3°C db, -9.4°C wb)	11.0 EER 11.4 IPLV	3.4 COP @ 47°F db and 43°F wb (8.3°C db, 6.1°C wb) 2.4 COP @ 17°F db and 15°F wb (-8.3°C db, -9.4°C wb)
		≥135,000 Btu/h (39.6kW) and <240,000 Btu/h (70.3kW)	9.3 EER	3.1 COP @ 47°F db and 43°F wb (8.3°C db, 6.1°C wb) 2.0 COP @ 17°F db and 15°F wb (-8.3°C db, -9.4°C wb)	10.8 EER 11.2 IPLV	3.3 COP @ 47°F db and 43°F wb (8.3°C db, 6.1°C wb) 2.2 COP @ 17°F db and 15°F wb (-8.3°C db, -9.4°C wb)
		≥240,000 Btu/h (70.3kW)	9.0 EER	3.1 COP @ 47°F db and 43°F wb (8.3°C db, 6.1°C wb) 2.0 COP @ 17°F db and 15°F wb (-8.3°C db, -9.4°C wb)	10.0 EER 10.4 IPLV	3.3 COP @ 47°F db and 43°F wb (8.3°C db, 6.1°C wb) 2.2 COP @ 17°F db and 15°F wb (-8.3°C db, -9.4°C wb)
Water- source	ISO- 13256-1	≥17,000 Btu/h (5.0kW) and <65,000 Btu/h (19.0kW)	12.0 EER @ 86°F (30°C) entering water	4.2 COP @ 68°F (20°C) entering water	14.0 EER @ 85°F (29.4°C) entering water	4.6 COP @ 70°F (21.1°C) entering water
Ground- water- source	ISO- 13256-1	<135,000 Btu/h (39.6kW)	16.2 EER @ 59°F (15°C) entering water	3.6 COP @ 50°F (6.7°C) entering water	N/A	N/A
Ground- source	ISO- 13256-1	<135,000 Btu/h (39.6kW)	13.4 EER @ 77°F (25°C) entering water	3.1 COP @ 32°F (0°C) entering water	16.0 EER @ 77°F (25°C) entering water	3.45 COP @ 32°F (0°C) entering water

UNITARY AIR CONDITIONER EFFICIENCY

equip- ment	test procedure	size	efficiency (green)	efficiency* (greener)
Air- cooled	ARI 340/360	≥65,000 Btu/h (19.0kW) and <135,000 Btu/h (39.6kW)	10.3 EER	11.2 EER 11.4 IEER
		≥135,000 Btu/h (39.6kW) and <240,000 Btu/h (70.3kW)	9.7 EER	11.0 EER 11.2 IEER
		≥240,000 Btu/h (70.3kW) and <760,000 Btu/h (222.7kW)	9.5 EER 9.7 IPLV	10.0 EER 10.1 IEER
		≥760,000 Btu/h (222.7kW)	9.2 EER 9.4 IPLV	9.7 EER 9.8 IEER
Water- cooled or evapo- ratively cooled	ARI 340/360	≥65,000 Btu/h (19.0kW) and <135,000 Btu/h (39.6kW)	11.5 EER 11.7 IEER	14.0 EER
		≥135,000 Btu/h (39.6kW) and <240,000 Btu/h (70.3kW)	11.0 EER 11.2 IEER	
		≥240,000 Btu/h	11.0 EER 11.1 IEER	

*assume electric resistance heating (ASHRAE Standard 90.1-2010)

Notes for Unitary Air Conditioner and Heat Pump Efficiency tables:

- 1. Efficiency reference: (25) for green, (26) for greener
- 2. EER: Energy Efficiency Ratio at full-load
- 3. IPLV: Integrated Part-Load Value, part-load efficiency based on single unit operation conditions
- 4. COP: Coefficient of Performance at full-load
- 5. IEER: Integrated Energy Efficiency Ratio

EQUIPMENT

ELECTRIC CHILLER EFFICIENCY

equipment	size (tons)	efficiency (green)	efficiency (greener)	energy-saving options
Air-cooled, with condenser	All	2.80 COP 3.05 IPLV	2.93 COP 3.51 IPLV	
Air-cooled, without condenser	All	3.10 COP 3.45 IPLV	3.26 COP 3.26 IPLV	
Water-cooled, positive displacement (screw/scroll)	<150	4.50 COP 5.58 IPLV	4.82 COP 6.39 IPLV	<ul style="list-style-type: none"> Condenser water may be used for heat recovery Condenser water may be used for “free” cooling under certain outdoor conditions (e.g. not for south Asia with warm winter)
	≥150 and <300	5.17 COP 6.06 IPLV	5.76 COP 6.89 IPLV	
	≥300	5.67 COP 6.51 IPLV	5.86 COP 7.18 IPLV	
Water-cooled, centrifugal	<150	5.54 COP 5.90 IPLV	5.76 COP 5.67 IPLV	<ul style="list-style-type: none"> Refrigerant migration “free” cooling (see ref. 39) Partial sized (auxiliary) heat-recovery condenser Variable-speed drive if the chiller experiences many hours of operation at both low load and low condenser water temperatures. This does not occur in plants with three or more chillers or in climates that remain humid most of the year (e.g. Miami, Florida, southern China, Hong Kong and Singapore)
	≥150 and <300	5.54 COP 5.90 IPLV	5.96 COP 6.28 IPLV	
	≥300 and <600	6.10 COP 6.40 IPLV	6.17 COP 6.89 IPLV	
	≥600	6.17 COP 6.52 IPLV	6.39 COP 6.89 IPLV	

Note:

1. COP conversion to kW/ton: $\text{kW/ton} = 3.516/\text{COP}$
2. All chillers in this table use ARI-550/590-1998 as their test procedure
3. Efficiency reference: (25) for green, (26) for greener
4. Coefficient of Performance (COP) at full-load
5. Integrated Part-Load Value (IPLV), part-load efficiency based on single operation conditions



REFRIGERANTS

refrigerant	theoretical efficiency (COP)	atmospheric life (years)	ozone depletion potential (ODP)	global warming potential (GWP)	life cycle climate performance (LCCP) [kg.CO2 equivalent]	reference
R123	11.38	1.3	0.02	76	7,812,400	(27) (28)
R134a	10.89	14.0	~0	1320	8,997,000	
R410A	10.51	blend	~0	1890	8,312,900	
R407C	10.69	blend	~0	1700	N/A	

Note:

1. LCCP for 350 ton (1200 kW) chiller in Atlanta office building, 1999 efficiency level. (see p. 7-9, ref. 27)
2. R410A is a mixture (blend) of R32 and R125 with atmospheric life 4.9 and 29 years respectively.
3. R407C is a mixture (blend of R32, R125 and R134a with atmospheric life 4.9, 29 and 14 years respectively).

For refrigerant selection, consider all five environmental factors above PLUS equipment leak tightness.

An integrated environmental assessment of refrigerant selection is as follows, which has been adopted for LEED® Green Building Rating System™ starting in 2006 and continued in LEED BD+C Version 3.0 (2009). (ref. 31, 62):

$$LCGWP + LCODP \times 10^5 \leq 100$$

Where:

LCODP = $[\text{ODPr} \times (\text{Lr} \times \text{Life} + \text{Mr}) \times \text{Rc}] / \text{Life}$

LCGWP = $[\text{GWPr} \times (\text{Lr} \times \text{Life} + \text{Mr}) \times \text{Rc}] / \text{Life}$

LCODP: Lifecycle Ozone Depletion Potential (lbCFC11/Ton-Year)

LCGWP: Lifecycle Direct Global Warming Potential (lbCO₂/Ton-Year)

GWPr: Global Warming Potential of Refrigerant (0 to 12,000 lbCO₂/lbr)

ODPr: Ozone Depletion Potential of Refrigerant (0 to 0.2 lbCFC11/lbr)

Lr: Refrigerant Leakage Rate (0.5% to 2.0%; default of 2% unless otherwise demonstrated)

Mr: End-of-life Refrigerant Loss (2% to 10%; default of 10% unless otherwise demonstrated)

Rc: Refrigerant Charge (0.5 to 5.0 lbs of refrigerant per ton of gross ARI-rated cooling capacity)

Life: Equipment Life (10 years; default based on equipment type, unless otherwise demonstrated)

For multiple equipment at a site, a weighted average of all base building level HVAC&R equipment shall be applied using the following formula:

$$\sum [(LCGWP + LCODP \times 10^5) \times Q_{unit}] / Q_{total} \leq 100$$

Where:

Qunit: Gross ARI-rated cooling capacity of an individual HVAC or refrigeration unit (tons)

Qtotal: Total Gross ARI-rated cooling capacity of all HVAC or refrigeration

Note: A calculation spreadsheet is available for download at www.trane.com/LEED

LEED®-NC 3.0 (2009) REFERENCE GUIDE

refrigerant	maximum refrigerant charge lb/ton, based on equipment life*					
	10-year life	15-year life	20-year life	23-year life	24-year life	25-year life
	(Room or window AC & heat pumps)	(Unitary, split and packaged AC and heat pumps)	(Reciprocating compressors & chillers)	(Screw and absorption chillers)	(Water-cooled packaged air conditioners)	(Centrifugal chillers)
R22	0.57	0.64	0.69	0.71	0.72	0.72
R123	1.60	1.80	1.92	1.97	1.99	2.01
R134a	2.52	2.80	3.03	3.10	3.13	3.16
R245fa	3.26	3.60	3.92	4.02	4.06	4.08
R407C	1.95	2.20	2.35	2.41	2.43	2.45
R410A	1.76	1.98	2.11	2.17	2.19	2.20
*Values shown are based on LEED-NC 3.0 (2009) Reference Guide EAc4, Table 2						
Note: All default values must be used.						

HVAC IMPACT on LEED®

LEED GREEN BUILDING DESIGN & CONSTRUCTION (BD&C) 3.0 (2009)

LEED BD+C prerequisites and credits	LEED points	HVAC equipment	building control	building modeling	reference
EAp1: Fundamental Commissioning of the Building Energy Systems	Preq.	►	►		(33)
EAp2: Minimum Energy Performance	Preq.	►	►	●	(20) (49) (56) (57) (58) (59) (61)
EAp3: Fundamental Refrigerant Management	Preq.	●			(57) (60)
EAc1: Optimize Energy Performance	1-19	►	►	●	(20) (49) (56) (57) (58) (59) (61) (62)
EAc2: On-Site Renewable Energy	7			►	(33)
EAc3: Enhanced Commissioning	2	►	►		(33) (65)
EAc4: Enhanced Refrigerant Management	2	●			(57) (60)
EAc5: Measurement & Verification	3 - NC and CS 2 - Schools	►	►	►	(33) (68)
EAc6: Green Power	2			►	(33)
IEQp1: Minimum IAQ Performance	Preq.	►	●	►	(33) (57)
IEQp2: Environmental Tobacco Smoke (ETS) Control	Preq.		►		(33)
IEQp3: Minimum Acoustical Performance	Preq.	►		●	(33)
IEQc1: Outdoor Air Delivery Monitoring	1	►	●		(33) (50) (57)
IEQc2: Increased Ventilation	1	►	●	►	(33) (57)

LEED GREEN BUILDING DESIGN & CONSTRUCTION (BD&C) 3.0 (2009) cont'd

LEED BD+C prerequisites and credits	LEED points	HVAC equipment	building control	building modeling	reference
IEQc3.1: Construction IAQ Management Plan: During Construction	1	●			(33) (57)
IEQc3.2: Construction IAQ Management Plan: Before Occupancy	1		●		(33)
IEQc4.1-4.6: Low-Emitting Materials	4 - NC and CS 6 - Schools				(33)
IEQc5: Indoor Chemical & Pollutant Source Control	1	●	●		(33) (57)
IEQc6.1: Controllability of Systems: Lighting	1		●		(33)
IEQc6.2: Controllability of Systems: Thermal Comfort	1	●	●		(33)
IEQc7.1: Thermal Comfort: Design	1	●	●		(33)
IEQc8.1: Daylight and Views: Daylight	1 - NC and CS 1-3 - Schools			●	(33)
IEQc9: Enhanced Acoustical Performance	1 - Schools	●		●	(33)
IEQc10: Mold Prevention	1 - Schools	●			(33)
IDc1: Innovation in Design	1-5 - NC and CS 1-4 - Schools	●	●	●	(33)
IDc2: LEED Accredited Professional	1				
IDc3: The School as a Teaching Tool	1 - Schools	●	●	●	
RPC1: Regional Priority	1-4	●	●	●	(33)
WEp1: Water Use Reduction	Preq.	●	●	●	(33) (57)

HVAC IMPACT on LEED®

LEED GREEN BUILDING DESIGN & CONSTRUCTION (BD&C) 3.0 (2009) cont'd

LEED BD+C prerequisites and credits	LEED points	HVAC equipment	building control	building modeling	reference
WEc1: Water Efficient Landscaping: no potable water use or no irrigation	2-4	▶	▶	▶	(33)
WEc3: Water Use Reduction	2-4	▶	▶	▶	(33)
MRc4: Recycled Content	1-2				(57)
MRc5: Regional Materials	1-2				(57)
<p>Note: See reference 64</p> <ul style="list-style-type: none"> ● Main component in gaining LEED point ▶ Assist in gaining LEED point <p>p: Prerequisite in LEED rating system: a must perform item without exceptions; no points for the prerequisites.</p> <p>c: LEED credit</p>					

LEED BD+C 3.0 (2009) POINTS THAT TRANE CAN IMPACT

Main categories		NC and CS		Schools	
		LEED points	Trane assists	LEED points	Trane assists
Sustainable Sites	SS	26	-	24	-
Water Efficiency	WE	10	6	11	6
Energy & Atmosphere	EA	35	35	33	33
Materials & Resources	MR	14	-	13	-
Indoor Environmental Quality	IEQ	15	9	19	13
Innovation in Design	ID	6	3	6	3
Regional Priority	RP	4	1	4	1
	Total	110	54	110	56
Certified: 40-49; Silver: 50-59; Gold: 60-79; Platinum: 80-110					

LEED FOR BUILDING OPERATION & MAINTENANCE (EB: O&M) 2009

LEED-EB O&M prerequisites and credits	LEED points	HVAC equipment	building control	building services	reference
EAp1: Energy Efficiency Best Management Practices – Planning, Documentation, and Opportunity Assessment	Preq.	●	●	●	(65)
EAp2: Minimum Energy Efficiency Performance	Preq.	●	●	●	(20) (49) (56) (57) (58) (59) (61)
EAp3: Fundamental Refrigerant Management	Preq.	●			(57) (60)
EAc1: Optimize Energy Efficiency Performance	1-18	●	●	●	(20) (49) (56) (57) (58) (59) (61)
EAc2.1, 2.2, 2.3: Existing Building Commissioning: Investigation and Analysis, Implementation, Ongoing Commissioning	2-6	●	●	●	(65)
EAc3.1, 3.2: Performance Measurement – Building Automation System, System Level Metering	1-3	●	●	●	(65)
EAc5: Enhanced Refrigerant Management	1	●			(57) (60)
EAc6: Emissions Reduction Reporting	1		●	●	
IEQp1: Minimum Indoor Quality Performance	Preq.	●	●	●	(57)
IEQp2: Environmental Tobacco Smoke (ETS) Control	Preq.	●	●		

HVAC IMPACT on LEED®

LEED FOR BUILDING OPERATION & MAINTENANCE (EB: O&M) 2009

LEED-EB O&M prerequisites and credits	LEED points	HVAC equipment	building control	building services	reference
IEQc1.1~1.5: IAQ Best Management Practices: IAQ Management Program, Outdoor Air Delivery Monitoring, Increased Ventilation, Reduce Particulates in Air Distribution, IAQ Management for Facility Alterations and Additions	1-5	►	►	●	(57)
IEQc2.2: Controllability of Systems - Lighting	1		●		(33) (65)
IEQc2.3: Occupant Comfort: Thermal Comfort Monitoring	1	►	●	►	(33) (65)
IEQc2.4: Daylight and Views	1			►	(33)
IOc1.1-1.4: Innovation in Operations	1-4	►	►	►	(33)
IOc2: LEED Accredited Professional	1			●	
RPC1: Regional Priority	1-4	►	►	►	(33)
WEC3: Water Efficient Landscaping	1-5	►	►	●	(57)
WEC4: Cooling Tower Water Management	1-2	►	►	●	(57)
<p>Note:</p> <ul style="list-style-type: none"> ● Main component in gaining LEED point ► Assist in gaining LEED point p: Prerequisite in LEED rating system: a must perform item without exceptions; no points for the prerequisites. c: LEED credit 					

LEED-EB O&M 3.0 (2009) POINTS THAT TRANE CAN IMPACT

Main categories		LEED points	Trane assists
Sustainable Sites	SS	26	-
Water Efficiency	WE	14	3
Energy & Atmosphere	EA	35	29
Materials & Resources	MR	10	-
Indoor Environmental Quality	IEQ	15	8
Innovation In Operations	IO	6	3
Regional Priority	RP	4	1
	TOTAL	110	44
Certified: 40-49; Silver: 50-59; Gold: 60-79; Platinum: 80-110			

ENERGY MODELING

FEATURES OF TRACE™ 700

	focus	features	reference
1	Modeling functionality	<ul style="list-style-type: none"> • All systems listed in this guide • All control strategies listed in this guide 	(61)
2	Integration	<ul style="list-style-type: none"> • ASHRAE Standard 90.1 equipment & construction library • gbXML (green building XML) • Import weather files • ASHRAE 62.1-2010 Ventilation Rate Procedure • Building Information Modeling (BIM) to include TOPSS import functionality 	(61)
3	Compliance	<ul style="list-style-type: none"> • Complies with Appendix G for Performance Rating Method of ASHRAE Standard 90.1-2004/2007 <ul style="list-style-type: none"> • Automatic building rotations for LEED baseline building • Automatic fan power sizing per Appendix G baseline system fan power requirements • Approved by the IRS for energy-savings certification (Energy Policy Act 2005) • Compliance with ANSI/ASHRAE Standard 140-2007 	(61)

MODELING STEPS FOR LEED

(Performance Rating Method in Appendix G of ASHRAE Standard 90.1-2007)

	focus	features	reference
1	Model the proposed design according to Section G3	<ul style="list-style-type: none"> • All end-use loads • Energy-saving strategies • Actual lighting power • Energy-saving architectural features • <i>Not yet designed</i> systems as identical to the baseline design 	(59)
2	Model the baseline design according to Section G3	<ul style="list-style-type: none"> • Set the lighting power density to the maximum value allowed for the building type (or space-by-space method) per Tables 9.5.1 or 9.6.1; • Change the HVAC systems type and description per Table G3.1.1A and G3.1.1B, based on the building type and size, and primary heating source; • Economizer, per Table G3.1.2.6A; • Use the minimum efficiencies specified in Table 6.8.1A (cooling) and 6.8.1E (heating); • Oversize the cooling and heating equipment based on requirements in Section G3.1.2.2 	(59)
3	Calculate the energy performance of the proposed design	<ul style="list-style-type: none"> • Entire year simulation required (8760 hours) 	(58) (59)
4	Calculate the energy performance of the baseline design	<ul style="list-style-type: none"> • Cooling and heating equipment is sized at 115% and 125%, respectively • Four orientation simulations (rotating 0°, 90°, 180°, 270°) and the average of the four results is the baseline building energy performance 	(59)
5	Calculate the percentage improvement and correlate number of LEED points attained	<ul style="list-style-type: none"> • Apply the formula: $100 \times \frac{\text{baseline bldg perf} - \text{proposed bldg perf}}{\text{baseline bldg perf}}$ • Correlate number of LEED points gained from LEED-NC EAc1 table 	(59)

ASHRAE 90.1-2007 APPENDIX G

TABLE G3.1.1A BASELINE SYSTEM TYPES

building type	fossil fuel, fossil/electric hybrid, & purchased heat	electric and other
Residential	System 1 - PTAC	System 2 - PTHP
Nonresidential & 3 floors or less & <25,000 ft ²	System 3 - PSZ-AC	System 4- PSZ-HP
Nonresidential & 4 or 5 floors or less & <25,000 ft ² or 5 floors or less & 25,000 to 150,000 ft ² (14,000 m ²)	System 5 - Packaged VAV with reheat	System 6 - Packaged VAV w/PFP boxes
Nonresidential & more than 5 floors or >150,000 ft ² (14,000 m ²)	System 7 - VAV w/reheat	System 8 - VAV w/ PFP boxes

Notes:

Residential building types include dormitory, hotel, motel, and multifamily. Residential space types include guest rooms, living quarters, private living space, and sleeping quarters. Other building and space types are considered nonresidential.

Where no heating system is to be provided or no heating energy source is specified, use the "Electric and Other" heating source classification.

Where attributes make a building eligible for more than one baseline system type, use the predominant condition to determine the system type for the entire building.

For laboratory spaces with a minimum of 5000 cfm of exhaust, use system type 5 or 7 and reduce the exhaust and makeup air volume to 50 percent of design values during unoccupied periods.

For all-electric buildings, the heating shall be electric resistance.

TABLE G3.1.1B BASELINE SYSTEM DESCRIPTIONS

system no.	system type	fan control	cooling type	heating type
1. PTAC	Packaged terminal air conditioner	Constant volume	Direct expansion	Hot water fossil fuel boiler
2. PTHP	Packaged terminal heat pump	Constant volume	Direct expansion	Electric heat pump
3. PSZ-AC	Packaged rooftop air conditioner	Constant volume	Direct expansion	Fossil fuel furnace
4. PSZ-HP	Packaged rooftop heat pump	Constant volume	Direct expansion	Electric heat pump
5. Packaged VAV w/ reheat	Packaged rooftop variable-air volume with reheat	VAV	Direct expansion	Hot water fossil fuel boiler
6. Packaged VAV w/PFP boxes	Packaged rooftop variable-air volume with reheat	VAV	Direct expansion	Electric resistance
7. VAV w/ reheat	Packaged rooftop variable-air volume with reheat	VAV	Chilled water	Hot water fossil fuel boiler
8. VAV w/ PFP boxes	Variable-air volume with reheat	VAV	Chilled water	Electric resistance

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Support Local TCPN and Regional Educational Services Centers. Provide or coordinate pricing for all TCPN projects. Act as the secondary point of contact within Trane to facilitate and lead the Global Agreement. Provide support to all TCPN Regional Support Centers, field personnel, and designated team members. Assist salesmen in pricing levels. Communicate and disseminate all TCPN related information to the field as required. Coordinate with Trane on billings, collections, rollouts, etc. Provide TCPN quote numbers and client numbers to salesmen. Collect quotations, purchase orders and information required to fulfill the TCPN contract. Collate the TCPN fees collected, reconcile all payments and provide billing information to Corporate Trane to pay TCPN and collect commissions. Maintain records of transactions and keep statistics.

EDUCATION:

2004 - Graduated - Southwestern Professional Institute – Legal Studies Certificate
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