



Press Release

Contact: Steve Solmonson
Carmichael Lynch Spong
(612) 375-8536
steve.solmonson@clynch.com

Trane Recognizes ‘Best of the Best’ by Honoring Outstanding 2010 Distributors

Annual Celebration Honors Top Performers

TYLER, Texas (April 15, 2011) – The Pacesetter Award was presented at Trane’s annual awards event to seven of its leading channel partners who have exceeded expectations. The Pacesetter Award is given to the company’s top-performing sales channels, recognizing both Dealer Sales Offices (DSO) and Independent Wholesale Distributors (IWD). There are three groups within the DSO and IWD channels that receive the award based on market share and size. Additionally, an overall Pacesetter Top Performer Award is presented to one DSO and one IWD.

Weighted metrics around performance are used to determine the winners in each group. The total scores for each group are then used to determine the Top Performer Award.

Trane is pleased to announce the following Pacesetter Award winners for 2010:

Group One Winners:

Dealer Sales Offices – Charlotte / Greensboro (five-time winner) and Gulf Coast (four-time winner)

Independent Wholesale Distributor – Wallwork Group, West Caldwell, N.J. (three-time winner)

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Group Two Winners:

Dealer Sales Office – Georgia (first-time winner)

Independent Wholesale Distributor – Gustave A. Larson Company, Pewaukee, Wis. (three-time winner)

Group Three Winners:

Dealer Sales Office – Pittsburgh / Columbus (three-time winner)

Independent Wholesale Distributor – Woodson and Bozeman, Memphis, Tenn. (three-time winner)

Overall Pacesetter Dealer Sales Office Channel:

- Georgia DSO

Overall Pacesetter Independent Wholesale Distributor Channel:

- Wallwork Group

“Each year we gather to recognize and honor the accomplishments of our premier sales offices, and our 2010 award winners have done an exceptional job delivering the value and benefits of Trane to their dealers and in turn, our customers,” said Kevin Carlile, vice president, Trane Sales, Residential Solutions. “In addition to increasing their sales and market shares, our winners demonstrated outstanding performance in all aspects of their businesses. They’re truly top performers and extremely deserving of this honor and recognition.”

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The Pacesetter Awards were presented at Trane's annual awards banquet on March 3 at the Fairmont Mayakoba Resort in Mexico.

About Residential Solutions

Ingersoll Rand Residential Solutions, a business comprised of well-known brands like Schlage and Trane, delivers safety, comfort and efficiency to homeowners throughout North America. Our quality products, services and solutions include mechanical and electronic locks, heating and air conditioning systems, indoor air quality solutions, advanced controls, portable security systems and remote home management. For more information on these and other residential solutions please visit www.ingersollrand.com, www.schlage.com, or www.trane.com.

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