



## News Release

### **Ingersoll Rand India Participates in Agriculture and Food Security Fair Attended by President Obama and US Delegation**

- ***President Obama Visits Ingersoll Rand Stall; Lauds the Company's Innovative Refrigerated Transportation Solution***
- ***Ingersoll Rand Represented at High-Powered Roundtables on US-India Co-operation for Programs on Agriculture and Innovation***

**New Delhi, November 10, 2010** – Ingersoll Rand, a world leader in creating and sustaining safe, comfortable and efficient environments, was one of the very few institutions invited to display their innovations at the Agriculture and Food Security Expo attended by U.S. President Barack Obama on November 7 at St. Xavier's College in Mumbai. Co-organized by the Confederation of Indian Industry (CII) with the U.S. Agency for International Development and U.S. Department of Agriculture, the exposition showcased the efforts of U.S. and Indian institutions to develop tools and technologies that are revolutionizing the lives of Indian farmers.

At the exposition, Ingersoll Rand showcased the Thermo King (an Ingersoll Rand brand) B100 refrigerated unit fitted in with a container and modeled on a small reefer truck that can negotiate narrow lanes for “first mile” as well as “last mile” delivery of farm produce. Specifically designed for a hot country like India, this innovation ensures that there is no wastage of perishable food items such as fruits and vegetables.

Talking to President Obama and Tom Vilsack, Secretary of the U.S. Department of Agriculture about the product, **Venkatesh Valluri, Chairman and President, Ingersoll Rand India** explained that “The refrigerated vans used in the west are



## News Release

normally very large, and cannot negotiate the narrow lanes and by-lanes of Indian villages. Since the B100 is specifically designed to fit on small vehicles it can reach right up to the farms, and farmers are now able to transport farm produce in refrigerated vans to the Primary Collection Centers (PCC) under controlled temperature conditions. This will ensure that the harvested produce is not exposed to ambient temperatures for long periods and that the first mile delivery of just harvested produce to the PCC is in fresh condition. The introduction of B100 as a first mile delivery vehicle shall improve both quality and quantity of farm produce.”

The battery-operated B100 is an ideal innovation for India, as farmers will now be able to transport farm produce safely and efficiently to primary collection centers. Venkatesh Valluri was also invited to an exclusive meeting with Tom Vilsack, Secretary of the U.S. Department of Agriculture to discuss challenges and opportunities within the industry in India, and how Ingersoll Rand's innovations could be used in other emerging economies such as Africa.

The B100 with its battery operated unit is an ideal innovation for India where small trucks typically run on low horse power engines and do not have the capacity to run a compressor directly. The B100 unit works with the DC (direct current) power supply from the alternator that is driven from the vehicle's engine and does not need a separate fuel engine. A first of its kind solution, the B100 stands for its unique technology, relevance to the Indian market, apart from being a great fuel saver.

Mr. Valluri also represented Ingersoll Rand at a CEO roundtable on "Agri Policy Dialogue" organized by CII and the U.S. India Business Council in New Delhi on "Collaboration for Innovation". The other participants at the roundtable were Francisco Sanchez, Under Secretary of Commerce for International Trade, U.S. Department of Commerce, International Trade Administration, and two of India's well-known industry

## News Release

and policy experts, Arun Maira, Member, Planning Commission, Government of India and Sam Pitroda, Advisor to the Prime Minister of India on Public Information Infrastructure and Innovations. Ingersoll Rand was the only company represented at this high-powered roundtable on innovation partnerships. Commenting on the roundtable, **Mr. Valluri** said, “A key challenge for local solutions is the difficulty in scaling up such innovations to a global scale and transferring the innovation to other countries.”



***Ingersoll Rand India President Venkatesh Valluri (in blue) with Barack Obama***



## News Release

### **About Ingersoll Rand**

Ingersoll Rand (NYSE:IR) is a world leader in creating and sustaining safe, comfortable and efficient environments in commercial, residential and industrial markets. Our people and our family of brands—including Club Car®, Hussmann®, Ingersoll Rand®, Schlage®, Thermo King® and Trane®—work together to enhance the quality and comfort of air in homes and buildings, transport and protect food and perishables, secure homes and commercial properties, and increase industrial productivity and efficiency. We are a \$13 billion global business committed to sustainable business practices within our company and for our customers. For more information, visit [www.ingersollrand.com](http://www.ingersollrand.com).

### **About Ingersoll Rand in India**

Ingersoll Rand is based out of 18 locations in the country. Ingersoll – Rand (India) Limited is listed on the National Stock Exchange of India and on the Bombay Stock Exchange. In India, Ingersoll Rand is working on three key areas – “Productivity” by leveraging its local manufacturing operations in Ahmedabad and Sahibabad, “Innovation” through its engineering R&D centers in Bangalore and Chennai and “Growth” through the expanded footprint it has in the country. Ingersoll Rand is committed to India and recognizes it as a large market.

### **Contacts:**

Bidisha Suri  
Corporate Voice|Weber Shandwick  
Phone: +91 11 40501239, +91 9873951565  
Email: [bidisha@corvoshandwick.co.in](mailto:bidisha@corvoshandwick.co.in)

Ananya Mukherjee  
Ingersoll Rand  
Phone: +91 11 45251296, +91 9873630399  
Email: [amukherjee@irco.com](mailto:amukherjee@irco.com)