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**Trane Launches India's first range of 'interactive' Air Conditioners and 'interactive' Electronic Locks**

- ***National sales rollout begins with Delhi - NCR, Mumbai, Chennai, Bangalore and Surat***
  - ***30 Indian cities, over 9 states to be covered by 2013***
  - ***Targets to be one of the most preferred brands in the premium segment***
- ***Interactive technology developed by collaborative effort of Ingersoll Rand's engineering centers across US, India and China***

**Chennai, August 14, 2012** –Trane, a global leader in heating, ventilation and air conditioning systems (HVAC) today begins the national roll out of its unique interactive residential solutions for the India market. After announcing the entry of the Trane brand into the residential solutions market in India earlier this year, the company has unveiled its products for Indian consumers desiring new levels of security and comfort. The company has an aggressive plan to expand across 30 key cities covering 9 states by 2013.

Designed to meet the needs of evolving Indian homes, Trane products offer simple, yet technologically-evolved levels of interactivity, control, customization and operations for modern living. The launch of Trane interactive product portfolio was preceded by two years of extensive consumer research in India and the insights from the research have been amalgamated in the Trane interactive products, developed at the company's engineering and technology centers across India, USA and China.

The Trane product portfolio consists of range of interactive Air Conditioners from 3 to 5 \* (star) in capacities ranging from 1, 1.5 and 2 Tons and the Trane interactive Electronic

Lock. The products can interact with each other through a new generation technology called 'ZigBee' that allows two-way communications between multiple devices and a single controller. The Trane interactive controller therefore allows the consumer to control the Trane interactive AC and the interactive Lock together, without having to be in their direct line of sight with either device. Furthermore, a single Trane interactive controller can control multiple devices and that too from any part of the home, thereby delivering unparalleled convenience, comfort and control.

Commenting on the launch of the Trane products for the residential market in India, **Mr. Venkatesh Valluri, Chairman and President, Ingersoll Rand India** said, *"At Ingersoll Rand, we believe that innovation is critical for emerging economies to provide solutions that are locally relevant for customer needs in these markets. As India emerges, the aspirations of consumers are growing exponentially. Our research shows that the Indian market is now ready and has a distinct need for convergence by which technology and human intuitiveness can get combined. With our superior engineering technologies and deep understanding of what is required in India, we have innovated products for the residential market that address the unmet needs of the Indian customer. We are confident that our products will substantially enhance consumers' comfort, convenience, safety and control while delivering a truly superior lifestyle."*

The Trane 3 star 1.0 ton AC is priced at Rs 37,000, 1.5 ton at 42,000; and the 5 star 1.0 tons would cost Rs 42,300 and 1.5 ton Rs. 52,500. The main door electronic mortise lock is priced at Rs 24,500.

A strong, national distribution network will facilitate the national rollout; enabled through a network of exclusive Trane Solution Partners (TSPs). These TSPs will directly serve the customers and also cater to Trane Authorized Dealers in their respective areas. By 2013, the company intends to expand its distribution reach to 250 partners and dealers across 30 cities in the country.

**Mr. Sameer Nagpal, Vice-President and Business Head – Residential Solutions, Ingersoll Rand India** said, *"Trane is the most preferred homeair-conditioning brand in the U.S. and we are confident that the response in India for our products will be spectacular. We have identified significant opportunities in India to create a rich in-home experience that extends convenience, comfort, safety driven by a converged technology to the discerning Indian consumer. The product portfolio incorporates never-before-seen interactivity between products using the latest Zigbee technology, enabling enhanced convenience and control for consumer..Our channel partners are being equipped to highlight and demonstrate this unique value proposition of the Trane range."*

According to company estimates, the residential AC market in India in 2011 constitutes 80% of the total AC market and stood at over 2.5 million units. The company is looking to target 5 per cent of the residential market in the next 2-3 years. Trane aims to be one of the most preferred brands in the premium segment in India within the next few years.

**About Trane, a brand of Ingersoll Rand**

Ingersoll Rand (NYSE:IR) advances the quality of life by creating and sustaining safe, comfortable and efficient environments. Our people and our family of brands—including Club Car®, Ingersoll Rand®, Schlage®, Thermo King® and Trane®—work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; secure homes and commercial properties; and increase industrial productivity and efficiency.

Trane solutions optimize indoor environments with a broad portfolio of energy efficient heating, ventilating and air conditioning systems, building and contracting services, parts support and advanced control. Ingersoll Rand is a \$14 billion global business committed to a world of sustainable progress and enduring results. For more information, visit [ingersollrand.com](http://ingersollrand.com) or [trane.com](http://trane.com).

**About Ingersoll Rand in India**

Ingersoll Rand is committed to India and is implementing strategies for product innovation and design for Industrial Technologies; Security; Food Safety; Energy Efficiency and Sustainability. The company is based out of 18 locations in the country.

Ingersoll Rand believes that Innovation for emerging economies is critical for products to succeed in these markets. The company has two world class manufacturing facilities at Naroda and Sahibabad; and two Engineering and Technology Centers at Bangalore and Chennai. Ingersoll Rand is also setting up a new manufacturing facility at Chennai to expand its range of products.

Ingersoll–Rand (India) Limited is listed on the National Stock Exchange of India and the Bombay Stock Exchange.

For more information, visit: [www.ingersollrand.co.in](http://www.ingersollrand.co.in) or [www.indiatrane.com](http://www.indiatrane.com).