



Trane - Advancing Today's Federal Government Mission

ESPC projects are personal; their extended life-cycle and sheer level of effort to develop make that inevitable. That's what we enjoy most about them and that is why Trane excels in the delivery of ESPC projects. Trane's team, our philosophies, and our processes are all focused on people; our customers. The success of the project becomes a natural result. With exceptionally high levels of energy reduction, support of Renewable Energy goals, use of local and national expertise, and collaborative project approach, Trane is the ESCO best positioned to deliver these results for your organization.

Trane Understands Your Challenges



Trane counts among our valued customers nearly all major government departments and agencies. Trane knows agencies are challenged by budget constraints, difficult schedules, and conflicting priorities. Trane has experience meeting these challenges, working at the agency-wide, regional, site, and building levels. Trane understands the importance of identifying each agency's needs and priorities, then crafting a services delivery plan to meet those needs.

Past Performance with Federal Facilities

Trane has global experience with building types of all ages and conditions, from hospitals and laboratories to high-rise office buildings, from heavy manufacturing plants to dormitories and housing. For over 50 years, Federal Government clients have asked Trane to evaluate, upgrade, and operate thousands of facilities worldwide. Trane understands that agencies have special needs, including challenging budget cycles and the need to meet rigorous energy efficiency standards.



Trane also understands how the government conducts business and, with this knowledge, works to develop programs and contract solutions that meet the unique needs of each agency. Agencies Trane has served include the U.S. Army, Navy, Air Force, and Marine Corps. Through an ESPC, Trane provides new and innovative facility systems, with guaranteed performance for the life of the project, using alternative financing arrangements that ease the pressure on the agency's budget. Customer satisfaction surveys document that Trane excels at providing these services. In fact, a recent representative survey showed that **95 percent of Trane's current government facilities customers give Trane the top ranking of "very high satisfaction"** with the expertise of Trane's service personnel.

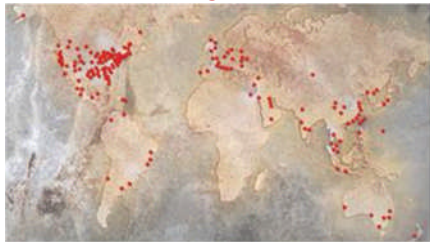
Presidential Award Winner for Leadership in Federal Management

Trane's Federal Sector Team members and Navy officials were awarded the Presidential Award for Leadership in Federal Energy Management on October 29, 2009 in Washington, D.C for their work on the Energy Savings Performance Contract (ESPC) project at Naval Air Station Oceana Dam Neck Annex. The ESPC project at Naval Air Station Oceana helped the base to surpass its FY 2015 energy savings goal 10 years early, and in FY 2008 decreased its energy use further to 42% below the FY 2003 baseline, saving \$2.4 million in energy costs and 117 billion Btu. This is just one of many highly successful projects that Trane's award-winning team of energy efficiency experts has helped our clients to achieve.





Award-Winning Global Reach, Local Access



Recognized as the industry leader, Trane has achieved such government awards as the EPA “Ally of the Year” and the SBIC “Best Practice Award for Sustainable Research, Development, Construction Practice or Demonstration.” Trane has extensive experience with the USGBC LEED program, EPA’s Energy Star, and SBIC project certification. This expertise and recognition, together with Trane’s global reach with 250 offices around the world and an extensive network of local specialists, can meet your most demanding facility needs.

Comprehensive Building Approach to Maximize Energy Savings

Trane’s extensive experience with all building types and designs has yielded expertise in a full range of quality-of-life, environmental, and comfort solution projects. Trane considers all options: supply-side and demand-side energy strategies, temperature and humidity control, indoor air quality (IAQ), acoustic design, lighting, alternative ventilation strategies, and industrial process savings. And, Trane can provide further assistance to you in the value engineering process.

At the heart of many government facility-improvement or replacement projects is the goal of improving energy efficiency while improving the functionality of the facility. Trane provides special expertise to help government buildings meet the needs of their occupants, operators, and agency owners. Trane employs system integration strategies and whole building approaches to achieve optimum performance, efficiency, and system function. The company takes a holistic look at lighting, heating, cooling, ventilation, fire and life safety, and control systems, in addition to examining the building envelope and occupant uses. Trane takes a comprehensive view of how the entire portfolio of buildings in a campus or military base setting can be optimized through energy and operational efficiency strategies.



Resources for Understanding Buildings

Trane TRACE™ software is recognized throughout the industry, and is the most frequently used tool to analyze major building systems. In its manufacturing plants and research laboratories, and in the field, Trane has an extensive staff of degreed engineers who use their experience and





expertise to address the unique energy challenges in your buildings or campus. Furthermore, Trane's Tracer Summit™ building controls are designed to support interactivity and communication between systems, and to provide a vast amount of detailed and user-friendly facility supervisory and management information. Trane can integrate all of these tools into a custom program that fits your building and agency.

Taking a Systems Approach



An important strategy for building improvement is what Trane calls the EarthWise™ approach. Stated simply, it is the practice of achieving building system efficiency by employing whole-building and whole-system approaches, rather than looking only at individual products or system elements. For example, Trane recommends a cooling approach that optimizes system efficiency, rather than individual product efficiency. The same principle applies to lighting, building ventilation, heating, elevator systems, and rooftop equipment.

Trane also has the expertise to achieve this integration and use a whole-building perspective in your buildings, with contract tools that keep the project within your budget. On an even broader scale, Trane can integrate energy supply systems and demand-side management tools to optimize the performance of an entire campus or military base. As an example, Trane was awarded a \$24 million contract at Charleston Air Force Base in South Carolina that retrofits base buildings with new HVAC infrastructure, including Geothermal Heat Pump systems, and which optimizes and integrates the base-wide Energy Management and Control System. This project will provide an annual guaranteed energy savings to the U.S. Air Force and the U.S. taxpayer of nearly \$2 million.

Using Innovative Technologies

Trane provides advanced technological solutions such as geothermal heat pumps, photovoltaic and wind energy systems, distributed generation and microturbines, and the newest building shell innovations. Trane can help you select recycled or renewable building components, such as wall and floor coverings, furniture, roofing materials, and even structural concrete. Trane will provide you with access to the newest and best technologies for your buildings. Trane's system application experience can help you meet the new and more-stringent energy-efficiency standards mandated by the Energy Policy Act of 2005.





Trane Can Be Your Facilities Advisor

Trane, whose name and products you have known and trusted for over 50 years, can work with you to identify, construct, and customize the most efficient integrated systems for your facilities. As part of its comprehensive partnership with your organization, Trane can also provide operation and maintenance (O&M) planning and standardization of O&M practices.

Meeting Tomorrow's Standards

Trane is committed to supporting the mission of the Federal Government. This includes helping you make intelligent, financially optimal investments in your infrastructure, while improving the quality of the work environment for all government employees. Working with Trane, you will gain the assurance that the solutions you choose today will meet tomorrow's standards for reliability, efficiency, flexibility, and energy conservation. Trane knows buildings. Trane knows the government.



For more on how Trane can help you successfully implement a fully funded Energy Savings Performance Contract (ESPC) with guaranteed results contact David Hayden today at 361-779-6287 or dhayden@trane.com.