



**FOR IMMEDIATE RELEASE**

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**Trane Leader Shares Strategies for Improving Business Performance at  
CEO2CEO 12<sup>th</sup> Annual Leadership Summit**

**New York, Dec. 13, 2011** – Larry G. Wash, president of global services for the Trane and Thermo King brands of Ingersoll Rand - a world leader in creating and sustaining safe, comfortable and efficient environments, will participate in a roundtable and a panel discussion during the *CEO2CEO 12th Annual Leadership Summit*.

The panel discussion entitled “Execution Models that Work — Enduring Growth and Innovation Strategy” will explore how culture and values can leverage hidden potential and differentiate a company’s competitive edge in a low-growth environment. During the discussion, Wash will highlight proven service methods that drive and sustain growth in a stagnant market.

Immediately prior to the panel, Wash will contribute to a roundtable discussion entitled “A Strategy Map for Competing through Culture.”

**About the Conference**

Produced by Chief Executive Group, the publishers of *Chief Executive* magazine, the CEO2CEO 12th Annual Leadership Summit brings peer CEOs and top business innovators together to discuss the new nature of global competition and what leaders must do to form organizations that can create long-term success.

When: December 13, 2011 at 1:00 p.m. (roundtable), 2:20 p.m. (panel)

Where: The Boardroom, New York Stock Exchange, New York

Conference Website: <http://chiefexecutive.net/media/ceo2ceo/index.php>

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**About Wash**

Larry G. Wash is the president of global services for the Climate Solutions sector of Ingersoll Rand. Climate Solutions is comprised of the Thermo King and Trane brands, industry leaders in building and transportation. Wash has full responsibility for the management and performance of the services businesses which include aftermarket service and parts, turnkey and controls contracting, and performance-based energy services for commercial buildings and transportation.

With executive responsibility for the organization’s strategic direction, operating performance and marketplace differentiation, Wash has led Hussmann, Thermo King and Trane on a multi-year journey to drive profitable revenue growth in attractive, emerging markets in Latin America, Asia Pacific, Europe, Middle East, India and Africa, as well as mature markets in North America. He has built a sustainable \$3 billion global business by creating an innovative vision and strategy, building high performance global teams, scaling practices, processes and technology globally.



**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®, 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 sustainable business practices within our company and for our customers. For more information, visit [www.ingersollrand.com](http://www.ingersollrand.com).