Introducing The Trane Company
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What started as a family business more than a century ago has grown into one of the most successful and respected companies in the world. The Trane Company, a division of American Standard, Inc., is a leading world supplier of environmental comfort systems.

Trane's rise to industry leadership started in 1910 when Reuben Trane joined his father's successful La Crosse, Wisconsin, plumbing company. Incorporated in 1913 as a heating products manufacturer, Trane has expanded its product line to include all types of quality heating, ventilating and air conditioning equipment; microeletronic controls; and building management systems.

An Innovative, Evolving Company

Service, quality and innovation have been apparent from the beginning of the company's long history. One of Trane's early innovations was the convector, a lightweight, more efficient improvement on the cast iron radiator. This was followed by the development of the Turbovac, the industry's first hermetic centrifugal machine.

During World War II, Trane pitched in to create products for the armed forces. The result was an aircraft intercooler allowing allied planes to fly higher and faster than ever before. This knack for innovative thinking eventually led to Trane technology playing a major part in development of a heat exchanger used on the Lunar Rover of the Apollo 15 mission.

After World War II, Trane expanded its air conditioning business. In 1950, the company started manufacturing its own reciprocating compressors, enabling Trane to solidify its position as an industry leader in "applied" heating and air conditioning products for commercial, institutional and industrial buildings.

In the fall of 1982, Trane completed the largest of several acquisitions with the purchase of the central air conditioning business of the General Electric Company. This acquisition gave Trane a strong position in the residential market and was a major step toward continued growth in the worldwide central air conditioning business.

Trane was acquired by American Standard, Inc., in 1984. A company with a heritage of over 150 years in product leadership and technological innovation, American Standard is the world's largest producer of plumbing

products and of braking systems for heavy trucks and buses.

Trane Today

Today, Trane markets its products through domestic groups - the Commercial Systems Group, the Unitary Products Group and Service Parts - and through the international groups for worldwide coverage. Through these groups, Trane offers a full range of modern, efficient products for residential, commercial, institutional and industrial applications.

Providing air conditioning equipment capable of handling loads ranging from one to 3,000 tons, Trane is a single source for all air conditioning needs. A company with nearly $2 billion annual sales and about 14,000 employees, Trane is the largest operating sector of American Standard, Inc.

The Quality Improvement Process

While Trane has been a dynamic leader and technological innovator in the industry, it has never deviated from the most basic reason for the company's success...quality and reliability.

Trane's philosophy is to provide a quality product with added value at a competitive price. Trane added value begins with the broadest line of quality products available. Attention to quality in design, manufacturing and testing is a corporate mind-set which stretches over many decades and continues today.

As a part of their training in Philip Crosby's Quality Improvement Process, Trane employees have made a personal commitment to the Trane Quality policy; a policy that puts the customer's needs first and challenges each employee to passionately serve the customer. This personal commitment to quality is a source of much pride. And the added value it brings Trane Customers can be measured on the bottom line.

Much has changed at Trane over the years, but the determination and drive that helped build the company into one of the world's most respected names in the industry continues to this day. And the Trane tradition of excellence will continue long into the future.

The Commercial Systems Group

The Trane Commercial Systems Group has been designing, developing and manufacturing commercial, institutional and industrial building comfort systems for nearly a century and has earned the title of world leader. Establishing and maintaining that Number One position does not come easy. And that ranking can only be maintained through a total team effort of the people throughout the company.

Most commercial air conditioning and building management installations are in buildings of some size and significance. As such, products and equipment

are expected to last for the lifetime of the building. Recognizing the importance of a building's tenure, Trane has established the highest requirements for quality, reliability and efficiency in the products that carry its name.

Another Trane tenet is that a building is a machine for people and, therefore, each installation must be tailored for its inhabitants. It follows that the appropriate products and systems for individual buildings will differ. In order to assure interior comfort and serve the owners efficiently, the Trane Commercial Systems Group manufactures all the applied products in its portfolio.

Located in various areas around the country, each business unit operates as if it were a separate business. This allows it to reach to the needs of its specific market. And, more importantly, to the needs of its customers.

The Trane Field Sales Engineer

The Trane Company seeks to differentiate itself through a variety of services which surround the application and operation of its products. This differentiation is evident in Trane's sales force, which is the largest engineer-degreed sales force in air conditioning.

In the 1920's, the company introduced the industry's first, and still most comprehensive training program for graduate engineers in the application and sale of air conditioning and building management equipment and systems. The five-month training program covering both theory and practical application is conducted in our La Crosse, Wisconsin, training facility.

Engineering expertise and installation experience are crucial to the completed process. And the key to system delivery is the Trane sales force. All Trane commercial sales people are, first and foremost, engineers with college degrees. This assures customers that the system design and installation will be appropriate.

Trane is committed to providing its customers with not only the best equipment, but also the most value - value through technical expertise and applications knowledge. In all, approximately 600 sales engineers in some 130 U.S. cities are ready to assist customers nationwide.

Trane Is Innovative Technology

Since its beginning early this century, Trane has strived to meet customer needs, using innovative technology. In fact, innovative technology has been apparent from day one of the company's long history.

A History Of Innovation

The convector and Turbovac developments mentioned earlier marked the beginning of a constant flow of Trane technological innovations to become

industry standards. Other notable product innovations are:
- the first packaged absorption water chiller.
- the first packaged air-cooled reciprocating chiller.
- the first air-cooled centrifugal chiller.
- and the first commercial products using the scroll compressor.

Trane was the first to embrace computers in air conditioning when it introduced product selection software programs. These programs were followed by TRACE®, the industry's most widely used energy simulation software package.

Integrated Comfort Systems

In 1977, Trane acquired an electronics firm which launched the company in the building automation marketplace. The experience gained since then led to Trane being the first company in the air conditioning industry to integrate building management equipment and HVAC equipment with factory-packaged microcomputer controls to achieve optimum comfort, building management and energy conservation. Trane calls this the Integrated Comfort™ system (ICS). And today, these innovative methods of system integration are an industry standard.

Advanced Compressor Technology

Continuing its history of innovation, Trane research in advanced compressor technology has resulted in improved refrigeration compressors. The Trane 3-D™ Scroll compressor and the Trane Helirotor™ compressor offer higher efficiency, better reliability and greater cost effectiveness. The 3-D Scroll compressor, the first to be applied commercially, is used in products from 10-ton unitary units to 80-ton chillers. The Helirotor compressor, found in the Trane Series® CenTraVac® chillers, is the first of its kind developed specifically for air conditioning applications.

Using Technology To Address Environmental Issues

Trane also uses it technological leadership to study and solve environmental issues facing not only its industry, but also each one of us. Issues like global warming, ozone depletion, energy efficiency and indoor air quality.

The most pressing topic in this arena today is the CFC issue. Concerns over global warming and ozone depletion have left the air conditioning industry searching for alternative refrigerants to use in its refrigeration equipment.

All Trane chillers run on environmentally acceptable refrigerants. And all Trane machines are refrigerant flexible to take advantage of the most effective refrigerants today and offer the opportunity to convert when it makes sense.

Energy cost and availability is also a dilemma facing today's building owners and occupants. Today's energy profile is changing and energy conscious

businesses are looking at creative alternatives to providing the energy needed at an affordable price.

This involves not only choosing more efficient systems, but also developing strategies for saving energy and finding alternative energy sources. Again, Trane has taken a leadership position developing products and strategies like ice storage and cogeneration.

In addition, the quality of indoor air is being focused on more and more. And Trane is committing vast resources to product designs and building practices to address this issue.