

## Press Release

### **American Standard<sup>®</sup> Heating & Air Conditioning Honors Virginia Distributor at Pinnacle Awards Celebration**

*American Standard HVAC Distributor Lyon, Conklin & Co. Inc. Recognized as Top Performer*

TYLER, Texas (March 4, 2010) — Richmond, Va.-based Lyon, Conklin & Co. Inc. was among eight distinguished American Standard Heating & Air Conditioning independent distributors that were recently honored for outstanding 2009 business performance. The annual American Standard Pinnacle Awards event, which honors top distributors in heating, ventilation and air conditioning (HVAC) from throughout the United States and Canada, was part of a grand celebration held March 2 and 3 at the Ritz-Carlton hotel in Dallas.

During the ceremony Lyon, Conklin & Co. Inc. was recognized as a top achiever, winning its second consecutive Pinnacle Award and third award overall since the inception of the awards in 2006. Troy Kingsbury, general manager, and Robert Crawford, sales manager, accepted their award from Jamie Byrne, vice president of sales for American Standard Heating & Air Conditioning.

“Not only did Lyon, Conklin & Co. Inc. substantially increase their sales and market share over the previous year, but they also excelled in every other measurable area of their business,” said Byrne. “Troy, Robert, and their entire team deserve all the recognition we can give them.”

Lyon, Conklin & Co. Inc. was cited for exceeding its sales plan, generating \$2.5 million in new dealer sales, and increasing market share in the 15+ Seasonal Energy and Efficiency Rating (SEER) category, which includes distribution of the most energy-efficient heating and air conditioning systems.

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### **About American Standard Heating and Air Conditioning**

American Standard Heating & Air Conditioning offers air conditioning systems and services for residential and light commercial applications to help families feel more comfortable and breathe easier in their homes. American Standard Heating & Air Conditioning is a premium brand of Trane, a wholly owned subsidiary of Ingersoll Rand (NYSE: IR), which provides systems and services that enhance the quality and comfort of air in homes and buildings around the world. Through the American Standard Heating & Air Conditioning and Trane brands, the business offers a broad range of energy-efficient heating, ventilation and air conditioning solutions. Its systems and services comprise dehumidifying and air cleaning products; aftermarket service and parts support; advanced building controls; and building and financing solutions, including those that allow energy-efficient systems to pay for themselves through energy savings. The business' systems and services have leading positions in premium commercial, residential, institutional and industrial markets; a reputation for reliability, high quality and product innovation; and a powerful distribution network. The business has 35 plants in 10 countries and more than 29,000 employees worldwide. For more information on American Standard Heating & Air Conditioning, visit [www.americanstandardair.com](http://www.americanstandardair.com). For more information on Ingersoll Rand, visit [www.ingersollrand.com](http://www.ingersollrand.com)