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'Simple, sophisticated' Trane shows what comfort's about

Company signs 10-year lease after renovations increase office's efficiency

**BY SALLY SILVERMAN
SPECIAL TO THE DAILY RECORD**

PARSIPPANY -- The slogan "the place to be, Parsippany" could apply to Trane, a leading global provider of indoor comfort systems and comprehensive facility solutions. It extended its lease for another 10 years on Wood Hollow Road, where it has been for the past 13.

"The location near Routes 287, 46 and 10 is perfect for our big fleet of trucks and a good point from which to dispatch all over the state," said strategic sales manager David R. Pospisil.

"We did contemplate moving to a new space, but we took into consideration our valued employees, most of whom live in Morris and Sussex counties," Pospisil said, noting that the average tenure of Trane's workers is 14 years. The 118 employees work in sales, service, parts and administration.

To mark the new lease, Trane hosted an open house and ribbon-cutting ceremony, attended by Mayor Michael M. Luther, on Wednesday.

Trane has added to its offices with an automation system demo room, direct-dial phone system, increased conference room capacity with satellite capability, and wireless network technology.

Included in the renovation was the installation of a state-of-the-art Trane Tracer Summit wireless building automation system that is meant to improve employees' comfort while reducing energy costs.

The company also reconfigured space to make it more efficient and bright by taking advantage of the natural light from large windows.

"We didn't increase the size, we just made the space more useful," Pospisil said.

"We're in growth mode now and need more capacity because of the reconfiguration of adding new employees."

He said workers now sit in departmental teams to improve efficiency and respond to customer needs more quickly.

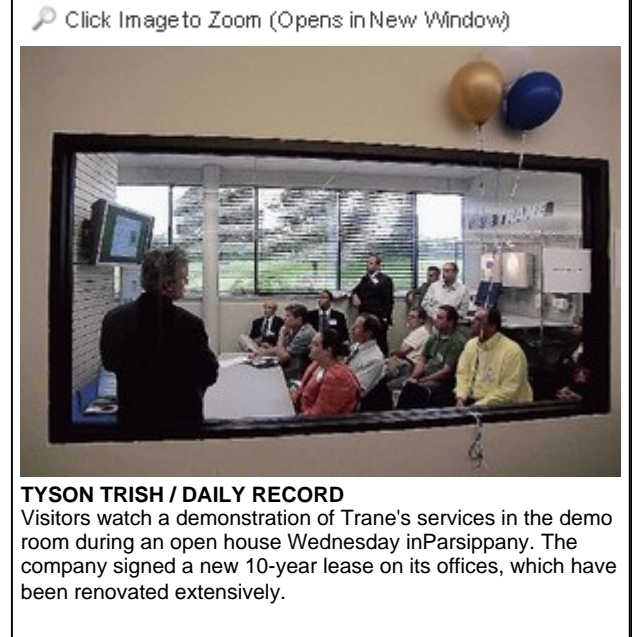
"Before the renovations, office walls went up to the ceiling and you couldn't see the outside world," Pospisil said.

In the BAS demo room, Trane contracting general manager Bert Yulo explained the new wireless zone sensor, which provides temperature control without wiring diagrams and wire and conduit.

"It's simple and sophisticated and optimizes energy usage," he said.

Trane occupies 30,000 square feet of the building that it shares with Vamcom and Partners and Security Source.net.

The Parsippany office is part of the Trane New York-New Jersey district sales organization, which is the largest in the United States.



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The district has additional sales offices in New York City, Westchester County, N.Y., and Long Island.

The district also includes six retail parts centers, in the Pine Brook section of Montville, South Plainfield and Teterboro, as well as New York City, Long Island and Westchester.

With annual sales approaching \$5 billion, Trane provides energy-efficient heating, ventilation and air conditioning systems; service and parts support; sophisticated building controls; and financial solutions, including the Performance Agreement for Comfort from Trane, or PACT.

Each Trane system or solution is designed to meet specific needs of residential, commercial, institutional, industrial and process application customers.

Trane is a division of American Standard Cos. in Piscataway, a Fortune 500 company and a leader in the air conditioning, plumbing and vehicle braking systems markets.

Sally Silverman is a freelance writer.
