



## Ingersoll Rand Leaders to Present at CFO Leadership Summit

### *Conference on resilience and sustainability to feature Larry Wash and Ben Riechers*

**Orlando, Fla., March 12, 2012** – Larry G. Wash, president of global services for the Climate Solutions sector of Ingersoll Rand, and Ben Riechers, finance leader of global services for the Climate Solutions sector of Ingersoll Rand, are presenting at the CFO Leadership Summit: “Emerging Trends for Sustaining a Resilient Company.”

The CFO Leadership Summit, March 11-14 in Orlando, explores the latest trends in risk and resource management in a volatile global marketplace.

#### **Presentation Details**

Who: Ben Riechers  
What: Resilience & Sustainability – New Models & New Rules  
When: March 12, 2012, at 9:35 a.m.

Who: Larry Wash  
What: Surprising Business Value from New Metrics of Sustainability  
When: March 13, 2012, at 10 a.m.  
Where: Hilton Orlando Bonnet Creek

Conference Website: <http://www3.cfo.com/leadership-2012>

Ben Riechers will explore sustainability reporting and rules that affect corporate finance now and in the future. Riechers will discuss how to turn goals into action, including identifying funding sources and understanding the impact of legislation on sustainability.

Larry Wash will be a featured speaker at the session that looks at new hidden drivers for success in risk, profitability, shareholder value and sustainability. He will present the financial incentives for high-performance buildings and the value they bring to the bottom line and brand.

#### **About CFO Leadership Summit**

The CFO Leadership Summit takes a 360-degree view of some of the most innovative ways U.S. companies are transforming themselves into resilient enterprises, positioning themselves to withstand an array of risks--from rising energy and commodity prices to global economic instability--to not only survive but thrive in today's environment.

The summit will explore the latest trends in risk and resource management and provide valuable insight into how to implement cutting-edge best practices that will help organizations succeed in a volatile global marketplace. Attendees will learn how finance can help companies not only protect themselves from risk, but also identify opportunities in today's ever-changing landscape. The event is expected to draw 150 finance professionals.

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#### **About the Speakers**

##### **Larry G. Wash**

Larry G. Wash is the president of global services for the Climate Solutions sector of Ingersoll Rand. Climate Solutions is comprised of Thermo King and Trane, two industry-leading building, transportation and refrigeration brands. 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 Thermo King and Trane on a multi-year journey to drive profitable revenue growth in attractive, emerging markets in Latin America, Asia Pacific, Europe, the 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.

### **Ben Riechers**

Ben Riechers is the finance leader of global services for the Climate Solutions sector of Ingersoll Rand. Climate Solutions is a \$3 billion business comprised of Thermo King and Trane, two industry-leading transportation and building brands. Riechers joined Ingersoll Rand with the acquisition of Trane where he was the U.S. finance leader. During his 30 years at Trane he has worked in every segment of the business. Today, his focus is in two key areas: financial leadership for the building of the services business globally and the expansion and creation of energy and sustainability offerings. Riechers is an accounting graduate of the University of Wisconsin in Platteville, Wis. He is a member of several industry organizations, including the Construction Financial Manager Association and the Institute of Management Accountants.

### **About CFO Publishing**

CFO Publishing LLC, a portfolio company of Seguin Partners, is the leading business-to-business media brand focused on the information needs of senior finance executives. The business consists of CFO magazine, CFO.com, CFO Research Services, CFO Metrix and CFO Conferences. CFO's award-winning editorial content and loyal, influential audience make it a valued resource for its readers as well as an effective marketing partner for a wide range of blue-chip companies. CFO has long-standing relationships with more than a half million financial executives.

### **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. We are 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).

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