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Feature Story

Each week, Featured News of the Day recognizes our "Company Heroes," the superstar employees within our businesses.



Company Heroes Help Client Earn Public Recognition as an Energy-Saving Champion

(July 17, 2006) Company Heroes: [Members of the Trane New York-New Jersey Energy Services team](#)

This week's Company Heroes helped an important client achieve recognition as a good corporate citizen.

Why they were nominated

Morgan Stanley turned to the Energy Services group of Trane's New York-New Jersey offices to develop an energy-saving solution at its [Westchester County facility](#) in New York. The Trane team responded to the challenge by designing and building a [therm storage solution](#) that shifts the site's electrical load from peak daytime hours to nighttime, when electricity usage is lower and less expensive.

The initiative was recognized June 27 by the New York State Energy Research and Development Authority (NYSERDA) and a number of state and county officials in an event coordinated by the Trane team at Morgan Stanley's Purchase, N.Y., facility. During the event, NYSERDA presented Morgan Stanley with a \$314,500 check to defray costs. NYSERDA President and CEO Peter R. Smith noted that "NYSERDA offers financial and technical assistance initiatives to help with identifying and installing projects which address the energy efficiency needs of our partners in a way that improves the environment and lessens our dependence on foreign oil."

What their leader says about them

"The Morgan Stanley project demonstrates the strong leadership of our Energy Services team, which understood the needs of our customers. This event and this project will raise awareness in the marketplace of the successful process our team has developed to turn knowledge-based systems into business advantages for our clients."

— **Rich Halley**, district manager, Trane New York-New Jersey

"The team represents where Trane is going in terms of proactive customer service — they're showing how we want to present Trane solutions and offerings to our customers. Using account management, the team listened to this customer and delivered a solution that makes their business better."

— **John Conover**, president - TCS America

If you'd like to nominate an employee or small team to be an American Standard Company Hero or LifeSteps Hero, please fill out this [short form](#) and e-mail it to featurednews@americanstandard.com. We'll contact you for more information!

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