



## News Release

### FOR IMMEDIATE RELEASE

#### **AHMP Attendees Learn How to Navigate Complex Business Relationships**

*- Robert Murphy from Ingersoll Rand to present insights for selecting contractors, setting expectations and worker performance -*

**Atlanta, September 9, 2010** – Contracting and sub-contracting saves money and enhances small to medium-sized businesses. But managing these relationships can be difficult because of the many parties involved. In addition, no national contractor selection standards apply therefore it is necessary for the organization selecting the workers to determine the appropriate standards for which they will operate.

**Robert Murphy, director, environmental health & safety, global services of Ingersoll Rand**, will speak at the Alliance for Hazardous Materials Professionals (AHMP) National Conference on Monday, September 13, 2010.

During his presentation, “Contractor Safety, Complex Business Relationships,” Murphy will share best practices for qualifying, selecting and working with contractors. His presentation includes:

- Contracting relationships
- Qualifying/selection process
- Contract and bid packages
- Pre-planning, performance and post work evaluation

#### **Details of his presentation are:**

When: Monday, September 13 at 2:50 p.m. (Conference is September 12-15)

Where: Westin Peachtree Plaza, Atlanta

Conference website: <http://www.achmm.org/sites/conf/atlanta2010/>

The Alliance for Hazardous Materials Professionals National Conference is the environmental, health, safety and security hazardous materials and waste management industry’s essential forum for national and international information exchange and networking. AHMP brings together professionals from across wide-ranging disciplines – both domestic and international – and provides new perspectives and the confidence to help lead our industry into the future.

# # #

#### **About Robert Murphy**

Robert Murphy is director of environmental, health & safety, global services at Ingersoll Rand. Murphy has 27 years experience in EHS. He received a B.A. in biopsychology from Wesleyan University, Middletown, Conn., and an M.S. in Public Health from the University of Massachusetts.

#### **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®, Hussmann®, 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 \$13 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).

**Reporters may contact:** Joan Schimml, (651) 407-3897, [joan.schimml@trane.com](mailto:joan.schimml@trane.com).