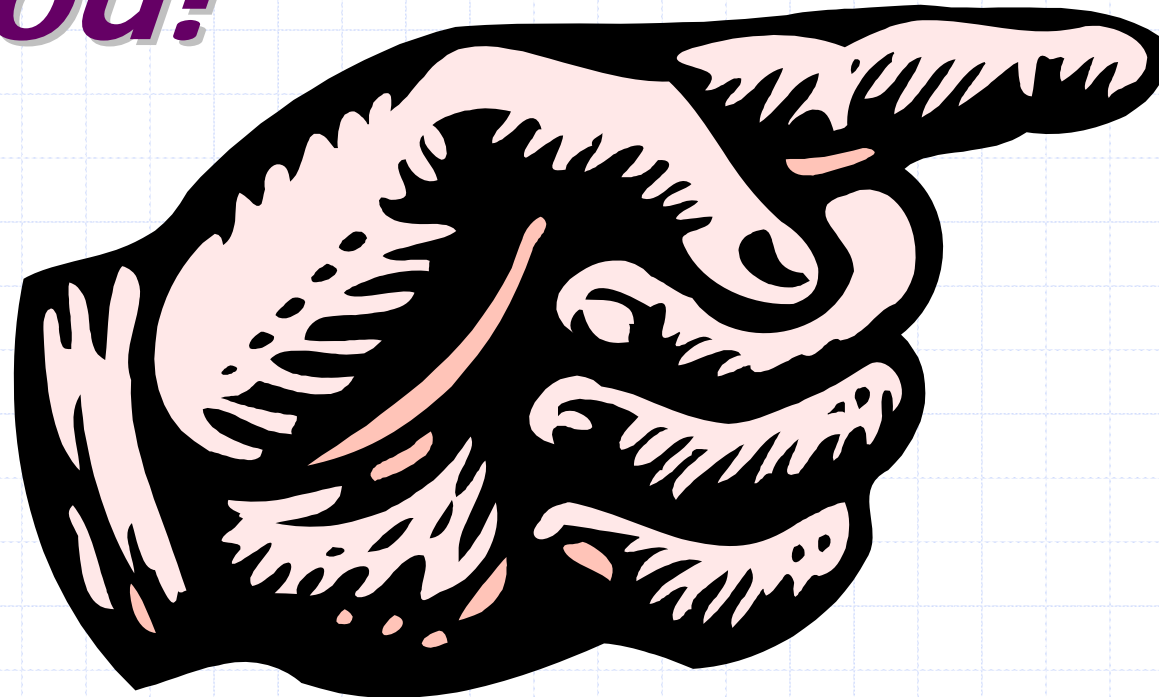




# **Investing in the Trade & Making It Your Career**

Gary Dunn, P.E.  
President, APCCO

***This Industry Needs  
You!***

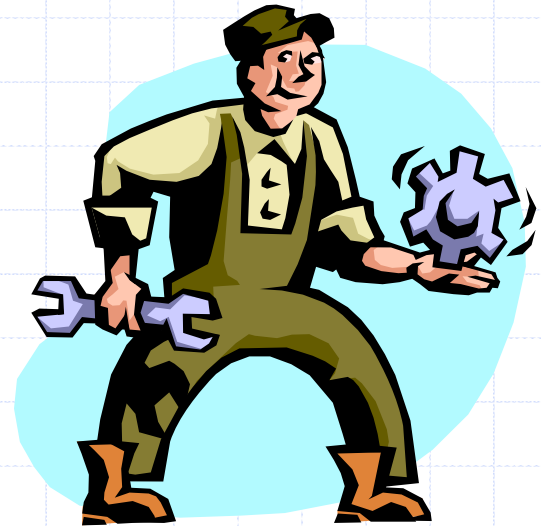


# When was the last time that you saw an engineer...

- ◆ Start up compressors and keep them running
- ◆ Charge refrigerant into a system
- ◆ Drain oil
- ◆ Repair worn or broken compressor components
- ◆ Re-adjust & Re-calibrate a compressor when its controls drift or have gotten mis-adjusted by some engineer

- ◆ Respond to high liquid level alarms
- ◆ Figure out what caused them, and get the plant back into operation
- ◆ Monitor the operation, set points and sequencing of a system day in and day out
- ◆ Thereby, save tens of thousands of kilowatt hours of power consumption, and the natural resources and money that goes along with it

# If plants weren't...

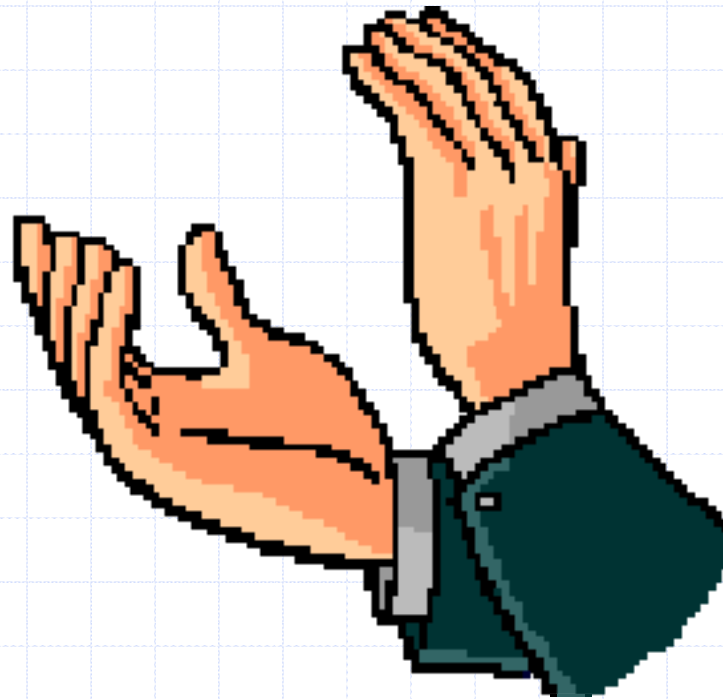


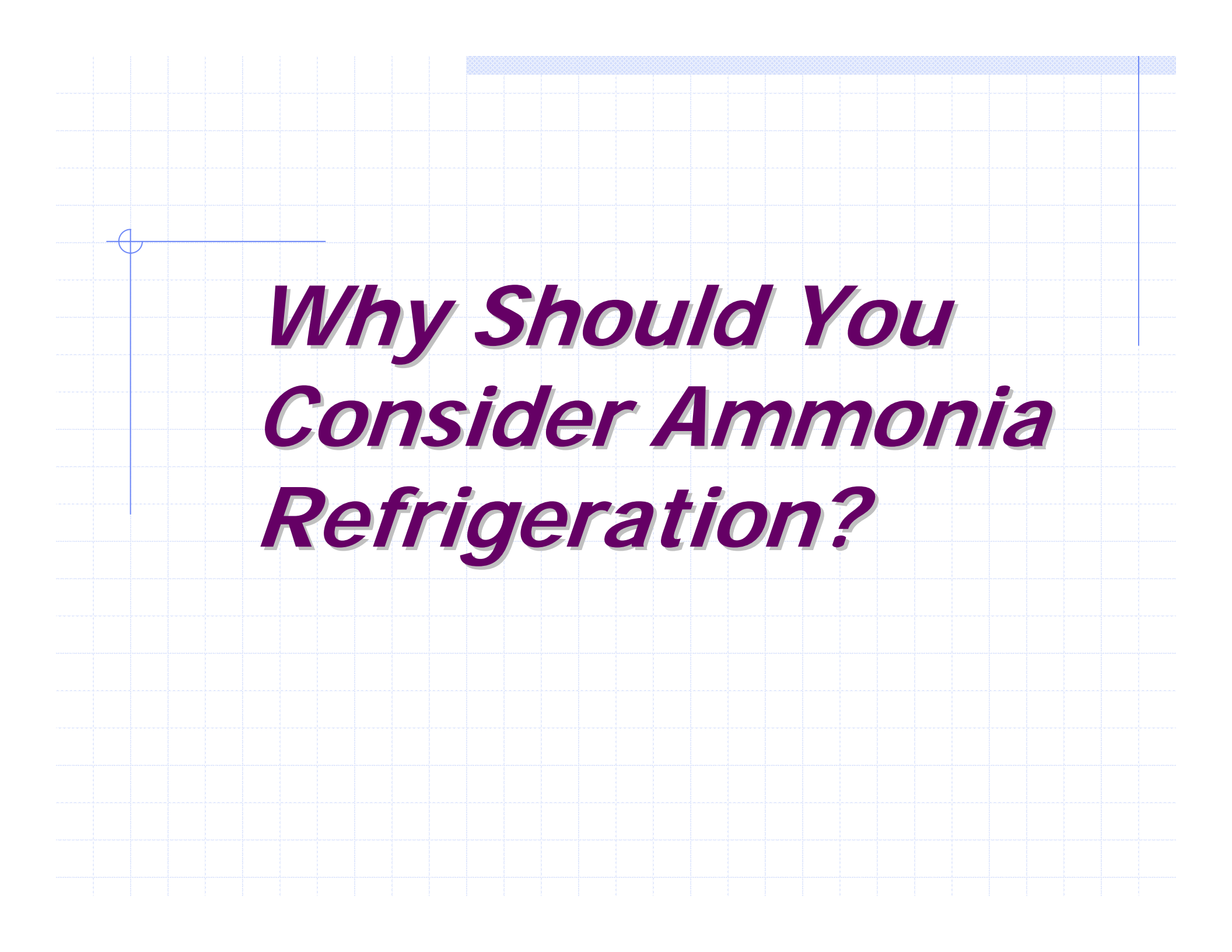
- ◆ Built by mechanics with pride and precision
- ◆ Operated by mechanics continuously and effectively and reliably...

THIS WOULD ALL BE STRICTLY THEORY!

You are the ones who take the *theory* and make it *practice* ;who take it from *virtual reality* to *reality*.

***You Are Essential***



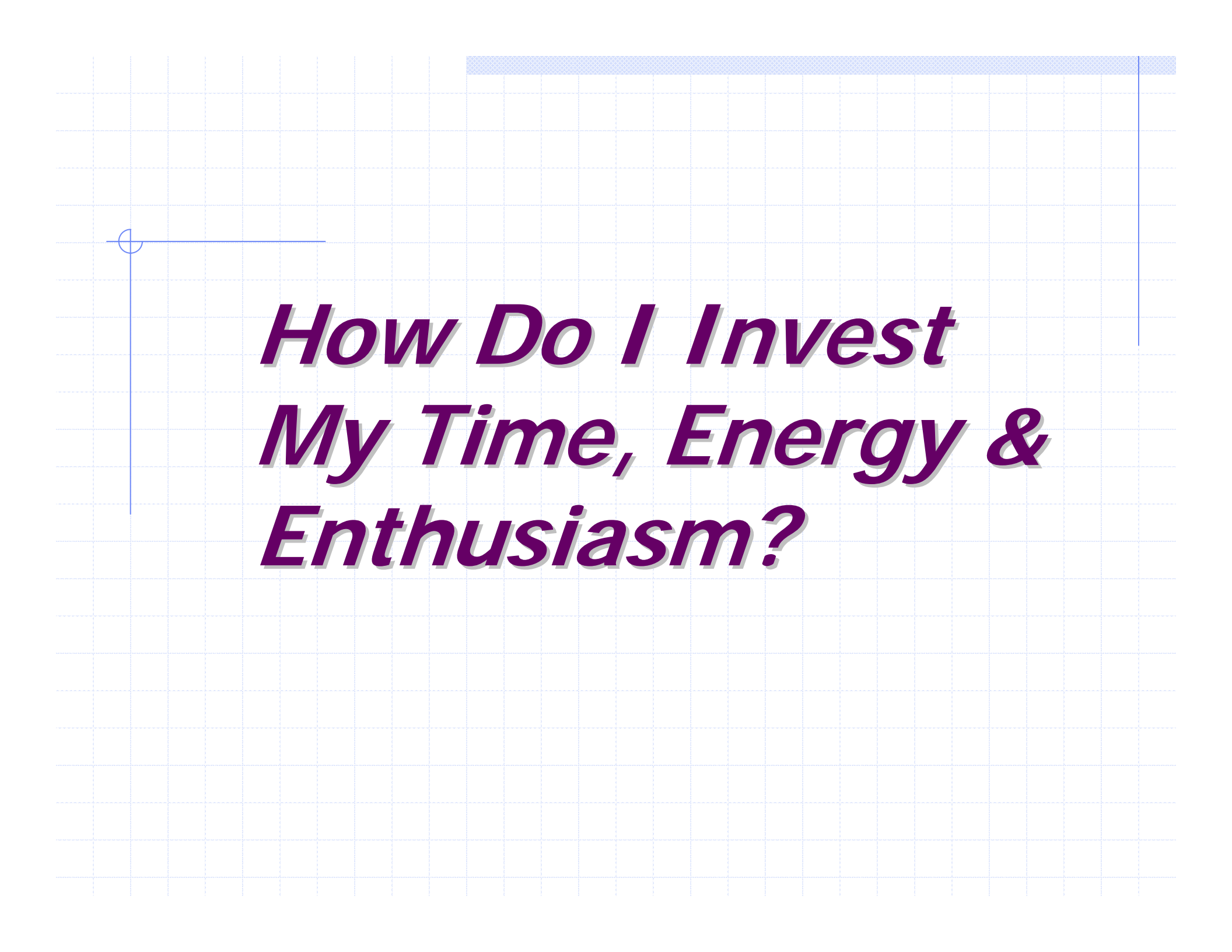


***Why Should You  
Consider Ammonia  
Refrigeration?***

# 7 Reasons Why It Is Worth Your Time, Energy & Enthusiasm

- ◆ The Money
- ◆ The Challenge
- ◆ The Thrill
- ◆ The Medals
- ◆ The Satisfaction
- ◆ The People
- ◆ The Alternatives





***How Do I Invest  
My Time, Energy &  
Enthusiasm?***

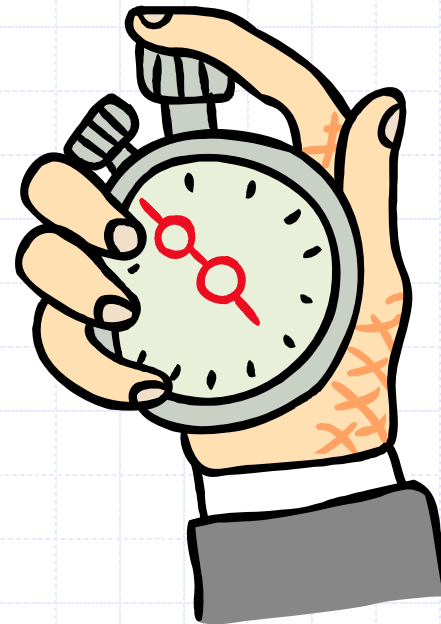
# Take A Good, Hard Look

- ◆ Give it an honest 2-3 years
- ◆ Get your hands on the RETA Books and STUDY them
- ◆ Ask Questions
- ◆ Soak up as much as you can
- ◆ Bring "It"



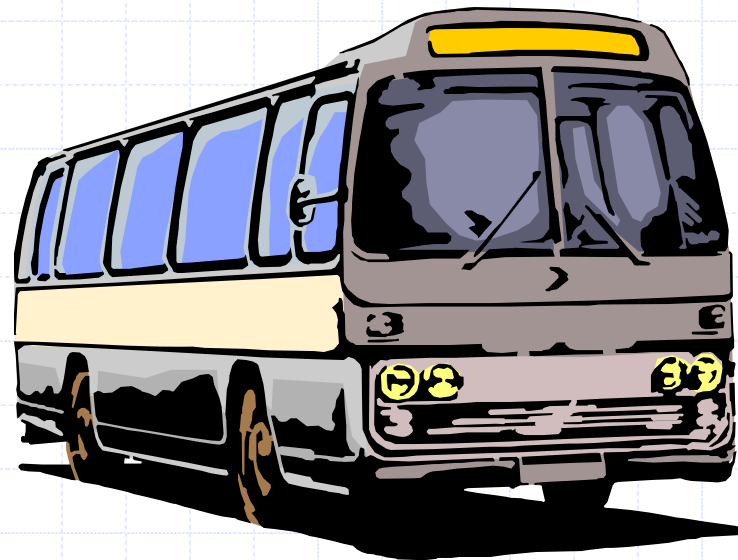
# Make the Call

- ◆ After giving it a fair run, make a decision
- ◆ It is a choice



# Get On The Right Bus

- ◆ Your employer should allow you to learn, grow and improve your skills
- ◆ Be patient—companies need time to react constructively to ambitious employees

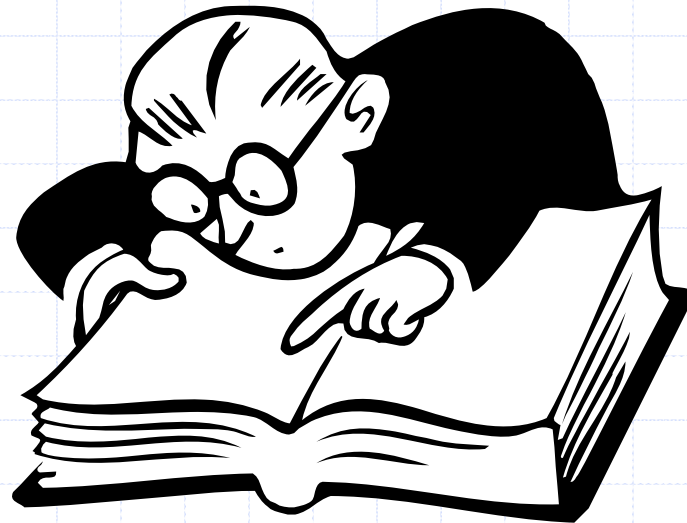


# Join Up & Serve

- ◆ The first organization to join is RETA
- ◆ Volunteer to work within your local chapter
- ◆ Become a chapter officer
- ◆ Attend their annual meetings
- ◆ Join IIAR
- ◆ Get access to their papers and attend their annual meetings

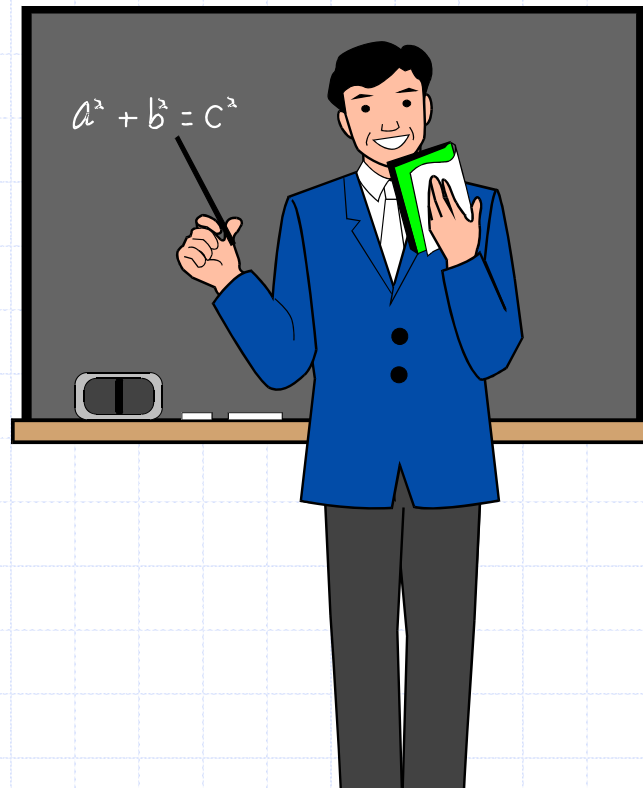
# Be A Hungry Protégé

- ◆ Be an apprentice, be a protégé
- ◆ Find those people who will teach you
- ◆ There will always be a manual or a book--READ



# Be A Trainer

- ◆ Some say the best way to learn is to have to explain it to someone else



# Be Professional

- ◆ Be safe
- ◆ Be Deliberate
- ◆ Be Knowledgeable
- ◆ Be Serious







***“Wherever you  
are, be all there”***

--Jim Elliot

# Decide Who You Are Going To Be

◆ This profession will reward you for your investment. Those who make the investment become the geniuses and the studs. Those who don't, go through it as the jokers and the slackers.

◆ Who do you want to be?



***If you are bored or feel like you have topped out—NOW is a great time to bring new stuff to an old game***