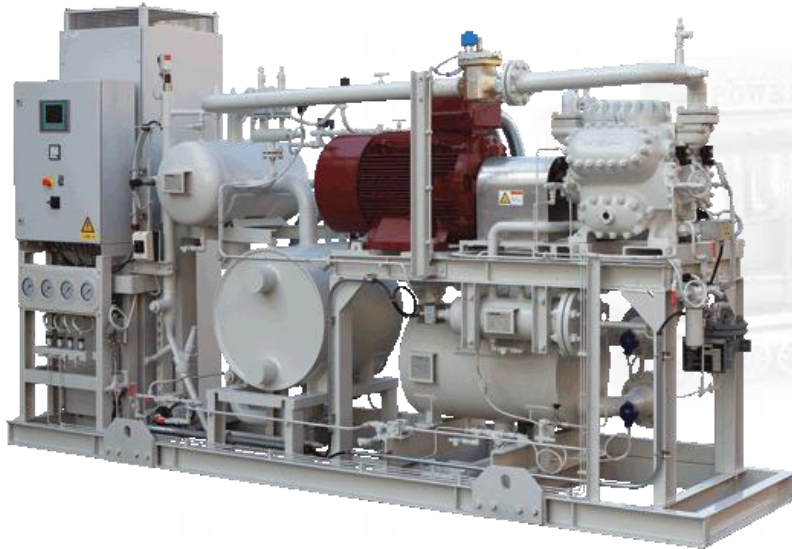




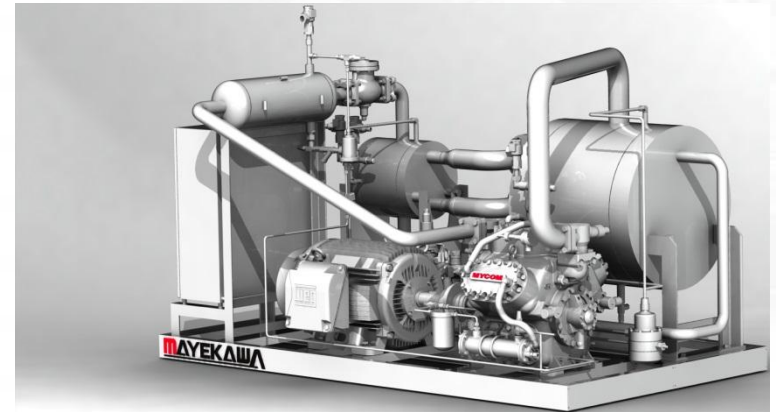
*A Manufacturers Role in
Facilitating Natural Refrigerant
Usage*



#2

Black Box Solution

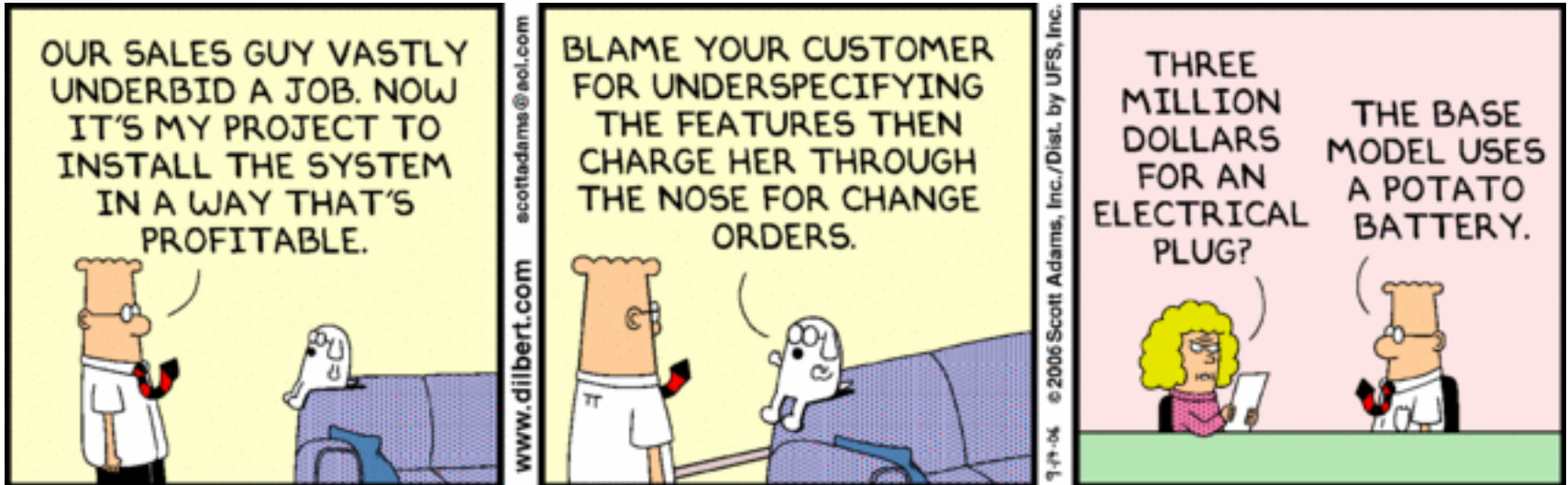




- First design is often proof of concept and answers “what”
- Design tested with many “why’s”
- Refined design focus on “how”

Key element of successful natural refrigerant use:

Managing Cost

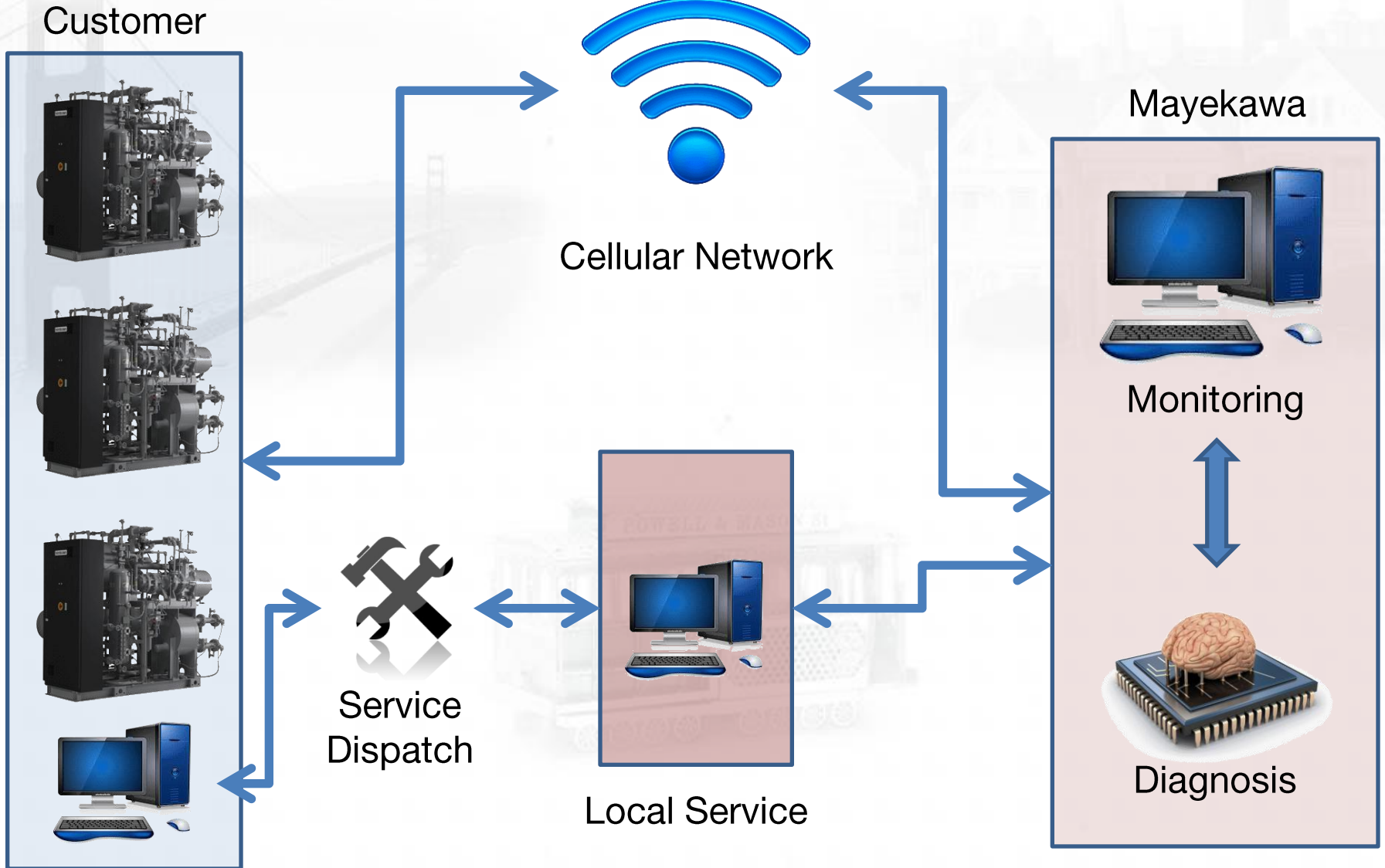


- All project stakeholders aligned with the same goal
- Clearly defined:
 - Equipment specification and operation parameters
 - System integration points
 - Sequence of operations
 - Maintenance schedule
- Cooperative (and documented) startup and commissioning
- Post project evaluation

#6

Remote Diagnosis

Next Step From Remote Monitoring



- Contractor/Supplier relationship a key source of opportunity to driving down adoption costs (and risk)
- Involve manufacturers early in the planning process and use their expertise as a competitive advantage



business case

natural refrigerants

June 18-19, 2014 - San Francisco

Thank you very much!