



ATMO
sphere





Michael Lehtinen

Heatcraft, Kysor/Warren



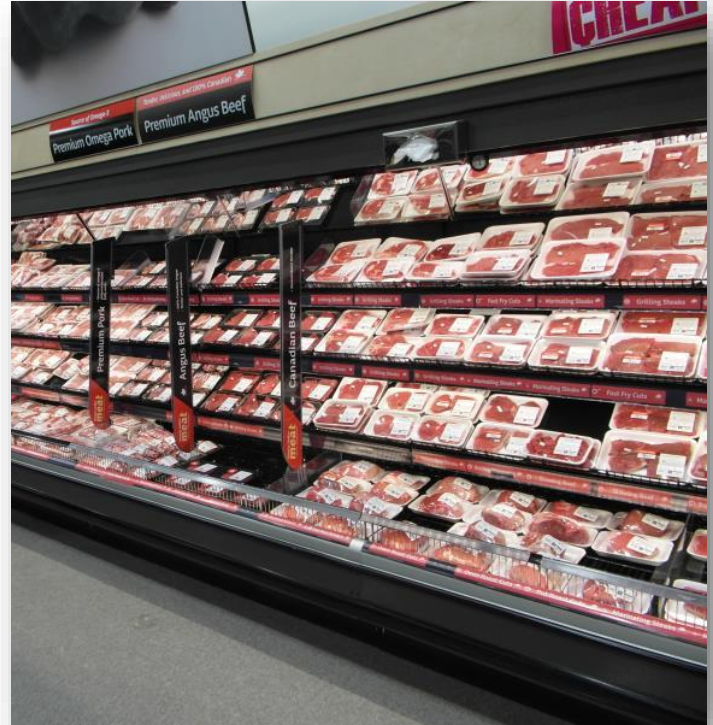
Michael Lehtinen is the Director of Marketing for Kysor/Warren. He has more than 15 years of experience in the marketing field working in major companies including Thermo Fisher Scientific, Opti Medical Systems and Roche Diagnostics. He has worked in refrigeration for the last 5 years and has developed expertise in his knowledge of the natural refrigerant market and technologies.

Product temperatures

- FDA and NSF minimum requirement
- Better product quality

Opportunity

- Faster temperature recovery
- Less impact from defrost
- Maximize shelf life
- Reduce shrinkage



Natural refrigerant perceived as a hassle

- Contractors lack experience
- Start-up process takes too long
- Initial operation requires too much attention

Our response

- Develop superior product training
- Administer to installing contractors
- On-site support for installation and start-up
- Turnkey installation package



Classroom



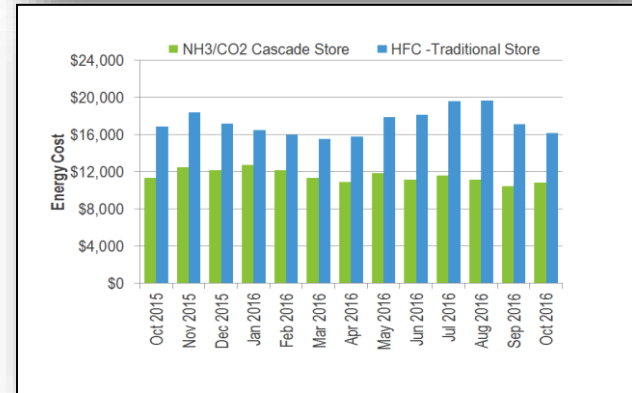
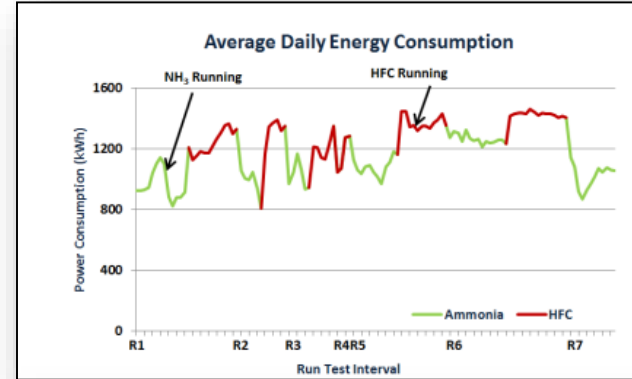
Hands-on

Perceptions on performance & reliability

- Efficiency gains not realized
- Down time interrupting store operations
- Possible loss of charge

Our response

- Improvements in component quality
- More rigorous factory testing
- Data intensive efficiency estimates

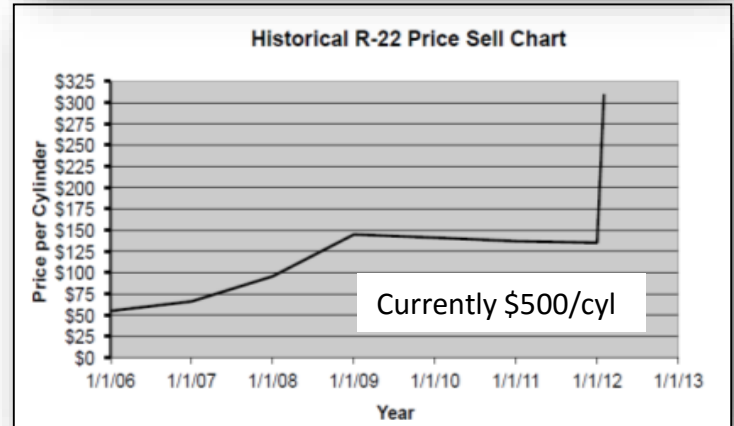


Initial cost is coming down

- Payback periods are longer than desired
- Component selection improving
- Additional volume can accelerate

Opportunity

- Consider increasing HFC costs
- Assess impact of refrigerant phase outs
- Evaluate on total cost of ownership (TCO)



Source : www.Refrigerant22.com



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Thank you very much!

