

Name: Mike Hayes
Job title: Applications Specialist employed by GEA Denco

Please give a brief summary of your job role.

I'm involved in the designing, marketing and sales of air conditioning equipment, mainly for specialist applications. Recent examples include low energy cooling of Data Centres with recovery of waste heat, precision cooling of both military and civil aircraft flight simulators, the provision of optimum conditions for storage of exhibits in museums and even environmental control within biospheres to allow the growing of crops in otherwise inhospitable areas. My job will often also include both factory and site testing of such equipment, possibly also with commissioning and site troubleshooting if necessary

Why did you choose a career in the refrigeration and air conditioning industry?

I was keen on maths and physics at school and enjoyed fiddling with engines and other mechanical equipment. What other industry allows you to practice such skills whilst also involving so many different branches of engineering and science?

What qualifications do you have?

I have a HND from what is now London South Bank University

What do you most enjoy about your job?

The variety, different projects and problems on different sites in both the UK and abroad.

Can you describe a typical working day?

Although no two days are ever the same for me, a working day could be something like this

Early am:	In office assisting sales with selection of equipment for project tender bid
Late am:	Call to assist with customer witness test in factory test chamber.
Midday:	Present CPD seminar on Data Centre Cooling for consultancy practice.
Early pm:	Visit customer site to look at problem. On arrival it is really important to talk to the customer. If they are simply kept informed about what you will do or have done to their equipment, and why this should allow it to perform without further problems they will be much happier.
Late pm:	Actually get to look at problem equipment. Fix problem
Early eve:	Have a look at latest postings on Refrigeration Engineer Website

What particularly excites you about your job?

The challenge of finding a solution to the problem.

What advice would you give to someone interested in a career in the refrigeration industry?

Go for it! Study both the theory and also the practical side. Look up anything you come across that you do not fully understand because it will crop up again later. Pay particular attention to cellar cooling as this will at least guarantee your popularity down at the local.

Would you recommend a career in the building services engineering sector?

Yes. The drive for energy efficiency will keep this an interesting place to be for some considerable time.

In your opinion what are the biggest challenges and opportunities faced by the refrigeration industry?

- The safe adoption of next generation "natural" refrigerants such as hydrocarbons.
- Public acceptance of heat pumps as a standard domestic item.
- Cutting out the "Greenwash" that appears in almost all product information.
- Striving to achieve ever greater energy efficiency.