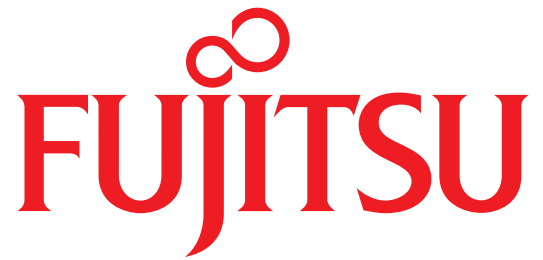




and



Present:

FUJITSU'S NEW INVERTER DRIVEN MULTI-POSITION AIR HANDLER

Presented by Fujitsu General America

September 16, 2020, 10:30am-12noon

- Features
- Why Inverter Technology
- Efficiency, Performance and Comparisons
- Product Design
- Flexible Installations
- Advanced Air Volume Controls
- Design and Technical Overview
- Controls
- Accessories
- Warranty and Technical Support

[Click to Register](#)



Tom Grunstra

Director of Training, Fujitsu General America

Tom has 40 years experience in the mechanical trades including his 12+ years with Fujitsu. Previous roles as technician, service manager, salesman, sales manager and trainer provide a wealth of understanding and applications as Fujitsu training is developed and implemented. Tom's industry experience ranges from small residential splits and package equipment up to 400-ton chillers, central station air handlers, direct fired make-up air units and he holds certifications for servicing natural gas, propane and fuel oil equipment as well as heat pumps including variable speed DC technology. With the Fujitsu training team, Tom provides a visual and experiential perspective that provides insight to the learner based on their own experience and knowledge, both live in person and via online webinars.



Tom Carney

Sales Director, Halcyon HVAC Products, Fujitsu General America

With close to four decades in the HVAC industry, Tom is champion of the "Ductless Revolution" that is currently taking place across North America. He has experience with both Manufacturer as well as Distributor businesses, having worked with Carrier - Bryant - Payne as well as Ridgewood Corp. and Blackman Plumbing. Tom has been at Fujitsu General America in his role as National Sales Director for over 5 years, leading a growing team of talented National, Regional and Area Sales Managers, further developing Fujitsu's leadership position in ductless systems through strategic partnerships with manufacturers' rep firms, distributors and mechanical contractors. He holds a Bachelor of Science degree in Business Management from the University of Connecticut.

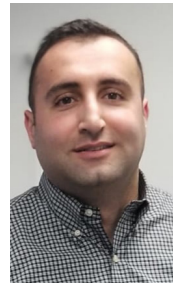


Khaled Bou Hamdan

Residential Product Manager, Fujitsu General America

Based out of Fujitsu's new R&D center in Richardson Texas, Khaled oversees variable refrigerant flow mini-split product development and launch in US and Canada. Khaled launched his career with Johnson Controls, Inc., where he held several positions in the HVAC field as a product engineer, VRF controls engineer, and Ductless product manager. This eventually morphed into 7+ years of professional experience in developing brand strategy, evaluating financial performance, creating product portfolios, and marketing.

Prior to JCI, Khaled worked as an Electrical designer at Campos Engineering and is well rounded in the design and specification of low voltage power distribution as well as HVAC systems. Khaled is a graduate of University of Texas, where he received a Bachelor of Science in Electrical Engineering.



Mike Psihoules

National Energy Solutions Manager, Fujitsu General America

Michael comes with almost 30 years of developing and delivering energy efficiency and demand response programs for the utility industry. At Fujitsu General America, Mike provides utility channel management and relationship development with key influencers in order to educate and promote recent advances in heat pump technology. In his role Mike also supports the development of efficiency programs that drive market transformation and develops emerging markets seeking energy efficient HVAC alternatives.

Prior to joining the Fujitsu team, Mike spent 18 years as the Regional Director at Honeywell Smart Grid Solutions where he managed sales and delivery of 50+ utility sponsored Energy Efficiency and Demand Response Programs throughout the Northeast and Central Regions of the United States serving over 20 electric and gas utilities.



Tom Tuohy

Regional Sales Manager – Northeast, Fujitsu General America

Tom has 38 years in HVAC business, building on 19 months with Fujitsu General America. In prior roles, he has led contracting firms Sales, Installation and Service teams, driving sales from \$5million to \$23million. Currently Regional Sales Manager for Fujitsu with a strong focus on distributor and contractor support.



William C. Paige

Commercial Territory Manager, Sweeney Rogers Geraghty, Inc (SRGI)

William has over 25 years of extensive experience in the HVAC/R business. His credentials include progressive responsibility with documented success in the areas of sales management, business development, purchasing, warranty administration, installation & service, project management and utility rebate planning. William is currently Commercial Territory Manager for the State of New York for the manufacturer's rep firm Sweeney Rogers Geraghty, Inc (SRGI)

