

A Q&A session with our most recent chapter past-president, Trapper Wilson:

Dusty: *Congratulations on your successful year as ASHRAE Chapter President. For the members who don't know your background, where are you from and how did you get where you are today?*

Trapper: I was born in Ada, OK, but moved to Edmond at a young age. I graduated from Santa Fe High School and got my B.S.M.E. from Oklahoma State University. I worked for General Motors for a short time in Arlington, TX. My wife and I decided we wanted to move back to Oklahoma, and I got a job with The Trane Company. In 2004, I came to work for Engineered Equipment Inc.

Dusty: *When did first get involved in ASHRAE?*

Trapper: I first got involved in ASHRAE in 2002. I went to my first meeting before I was even in the industry. I did some research on the HVAC industry societies to determine what I should be involved in. ASHRAE was clearly the flagship for our industry's engineering society. I wanted to be involved in the HVAC industry somehow, so I believed attending ASHRAE meetings was a good start.

Dusty: *During the years that you worked your way through the chairs, you followed behind Joe Sanders and John Semtner, two past-presidents that exemplified leadership in ASHRAE. In what ways did coming up directly behind them help you during your year as president?*

Trapper: I have been involved with ASHRAE for a while and have seen many people come and go. Throughout those years there have been times where participation has varied under different leadership. I believe that in recent years our membership has become very strong, which makes the responsibility of the President and officers much easier. Joe and John both did a great job, so my goal was to continue the momentum that has been built over the past 4-5 years.

Dusty: *The 2017 Chapters Regional Conference (CRC) was hosted by the Central Oklahoma chapter during your year as president. We only host that event every ten years, or so. Please describe that experience from your unique perspective.*

Trapper: First, I have been to many CRC's and I think the Central OK CRC was one of the best I've ever attended. The credit goes to the CRC committee that spent well over a year planning the event. Fortunately, Joe Sanders and John Semtner were co-chairs for the event. So, for me that extra burden of planning the CRC and accomplishing our Chapter goals was lifted. As a member of the committee, my observation is many dedicated people sacrificed a lot of personal time to host a fantastic event. To me, that's what ASHRAE is about. Giving back to our industry through the Society that helps to support our livelihoods.

Dusty: *As a Principal at one of the largest product rep firms in Oklahoma, you get to see, firsthand, the technological changes as they come out in HVAC&R equipment. In the years that you've been in the business, what have been the most significant changes you've seen?*

Trapper: I believe that variable capacity compressors (particularly high turndown variable speed or digital scroll) used in DX equipment is one of the most significant changes I've seen. Prior to this technology becoming mainstream 8-10 years ago, DX equipment was limited in its application. Now DX

equipment can be used in applications that would typically have been served by chilled water/hot water systems. My second choice would be VRF (Variable Refrigerant Flow) systems. While the heart of this type of system is a variable capacity compressor, the significance of this technology is the packaging. VRF systems, while still applied systems, are packaged to provide a complete HVAC system including controls.

Dusty: *When I worked for an A-E firm, we relied on product rep firms to provide up-to-date product information and aid in equipment selections during design. Today, working for a mechanical contractor, we also need competitive pricing, accurate submittals, timely delivery, and service after the sale. How has EEI been so successful over the years in meeting these needs?*

Trapper: There are two qualities I believe have made EEI successful. First, we believe in education. As you mentioned, A-E firms, owners, contractors, etc. rely on subject matter experts as a resource. Everyone mentioned here is responsible for multiple aspects of a project or building. So, our goal is to educate our customers on specific products, design concepts utilizing certain technologies, or engineering fundamentals with regards to HVAC equipment. If we do this, I think we can bring value to our customers. Second, is standing behind the products and projects we sell. There will always be challenges and our goal is to resolve them as quickly as possible and focus on taking care of the customer.

Dusty: *If you could look into your crystal ball, where do you see the industry headed in the in the next 20 years?*

Trapper: That's a good question Dusty! I think the engineer-rep-contractor relationship will continue to evolve based on market needs. Each party brings value to the end customer in some way, and I believe most people agree with that. In the future, with information becoming more readily available on the internet, everyone will bring value in a different way. It could be through different design strategies, or possibly unique contracting methods. I'm hopeful that rep's will continue to play a role in the future by supporting engineers and contractors as subject matter experts and resources for education.

Dusty: *Thank you very much for taking the time to provide these great answers and congratulations again on your accomplishments in ASHRAE and your career success thus far.*

Dusty Stoabs, PE, CPMP, LEED AP

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