



THOMAS SCHILTZ

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OBJECTIVE

Chiller Technician Manager position, allowing for parlay of demonstrated organization, building operations, communication and project management skills proven by 15 years of successful, profitable self-employment. **Available for relocation.**

PROFILE

Motivated, personable business professional with 30 plus years experience and a successful 15-year track record of profitable small business ownership. Talent for quickly mastering new/existing technology -- recently completed Daikin VRV III HVAC certificate course. Diplomatic and tactful with professionals and nonprofessionals at all levels. Accustomed to handling sensitive, confidential records. Demonstrated history of producing synergistic, high efficiency, reliable projects in timely fashion using practical, cutting edge technologies, thus routinely surpassing client/customer expectations.

Flexible and versatile -- able to maintain a sense of humor under pressure. Poised and competent with demonstrated ability to solve complex problems and easily transcend cultural differences. Thrive in deadline-driven environments. Excellent team-building skills.

SKILLS SUMMARY

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|--------------------------|---------------------|------------------------------|
| • Project Management | • HVAC Technical | • Plumbing/Electrical Savvy |
| • HVAC Mechanical | • Building Engineer | • Construction Analysis |
| • Written Correspondence | • Scheduling | • Accounting/Bookkeeping |
| • Estimating/Invoicing | • Marketing/Sales | • Professional Presentations |
| • General Office Skills | • Computer Savvy | • Customer Service |

PROFESSIONAL EXPERIENCE

Detail Mastery & Organization

- Manage all aspects of day-to-day operations as owner/manager of Lord & Sons:
 - Facility inventory of parts/supplies/materials.
 - Customer scheduling for seasonal and unseasonal service and repairs.
 - Finances: accounts payable/receivable, invoicing, billing, budgeting.
 - Supervision of various projects involving multiple subcontractors.
 - Compliance with all EPA, state and local regulations and requirements.

Customer Service/Marketing/Problem Solving

- Oversee projects/operations while providing impeccable client/customer service:
 - Built a clientele supported by 95% referral business.
 - Customers typically reported savings ranging from 30% - 70% in utility costs. *Such ranges varied depending on technologies utilized, and or combined.*
 - Customers routinely expressed high satisfaction in comfort and health matters. These reports most often surpassed expectations, resulting in unforeseen intangible savings, exceeding utility savings.
- Develop and implement strategic marketing plan for business:
 - Launched a thriving HVAC business, building revenues grossing up to \$500K with minimal overhead.
 - Create special promotions, write/design print and outdoor advertising and coordinate all media buying.

continued ...

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- Keen improvisational skills when conflicting building techniques differed from blueprints (as typically encountered) without diminishing integrity or performance as required.

Communication: Presentations/Technology

- Fully implemented the use of advanced technologies for an overall synergistic approach to achieve ultimate energy efficiency, safety, comfort and health, in the targeted facilities/building environment. Technologies such as:
 - Space certified air purification equipment as per application requirements.
 - Geothermal heat pump systems, incorporating various open/closed type loops.
 - Radiant floor heating systems, i.e., open/closed loop hydronic or electric...
 - VRF/DC Inverter HVAC systems...
 - Solar HVAC and domestic hot water systems...
 - Solar and high efficiency lighting systems/designs...
 - Electrical power conditioning systems...
 - High efficiency air/fire/water, safety & emergency systems/designs...
 - High efficiency building envelope designs, incorporating structural, multifunctional insulations.
 - Flexible, upgradeable, user friendly, intelligent/adaptive Energy Management Systems...
- Develop close, personable relationships with local utility providers/agents, in order to negotiate best possible terms based on local practices and procedures in billing and utility usage.
 - Design and develop production and operations for most advantageous/practical solutions.
- Design and deliver educational classes for business owners/managers to facilitate decisions most cost effective, considering overall needs and concerns.
 - Strategies developed to create and allow informed decisions to be weighed according to both tangible and intangible costs for owners/managers.
- Communicate and develop correspondence with federal/state/local authorities for compliance with all applicable codes and regulations.
 - Coordinate on-site meetings with applicable code officials to obtain special permission for implementation of new technology when existing codes were not current.
- Rapidly learn and master varied computer programs; recently completed Wrightsoft certificate course.

EMPLOYMENT HISTORY

MANAGER/OWNER, LORD & SONS; MARIETTA, GA — 1995-PRESENT

Managed operations of Lord & Sons (determine details listed above).

HVAC/BUILDING ENGINEER, LANDIS AND GYR; ATLANTA, GA — 1994-1995

Primary responsibilities were to perform maintenance and repair of mechanical and electrical equipment, comprising all of the HVAC equipment and various power generation, and fire/life safety systems as required for the continual operations of the data center for the Southern Bell Center Towers in downtown Atlanta. Primary equipment included four 1300 ton Carrier centrifugal chillers and four 1500 KW NATCO gas turbine generators.

HVAC/BUILDING ENGINEER, TBS PROPERTIES, INC; ATLANTA, GA — 1989-1994

Primary responsibilities were to perform maintenance and repair of mechanical and electrical equipment, comprising all of the HVAC equipment required for building operations in CNN Center, as required for the continual operations for the CNN/Headline News areas, as well as the Omni International Hotel. Primary equipment included four 200 Bhp Kewanee steam boilers, three 1300 ton York centrifugal chillers and two 300 ton Trane centrifugal chillers.

FACTORY REPRESENTATIVE/TECHNICIAN, GEORGIA TRANE; ATLANTA, GA — 1984-1989

Performed "Start-ups", troubleshooting, maintenance and repair, as required for Trane customers throughout the state of Georgia. Advised mechanical contractors on the proper installations and operations of all various Trane equipment. Primary equipment was centrifugal chillers, absorbers, screw chillers, DX systems as well as all the

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various Trane equipment including air distribution systems of many sorts, computer ECS systems, EMS systems, etc...

MISSILE FACILITIES SPECIALIST, US AIR FORCE; MALMSTROM AFB, MT — 1980-1984

Served in the US Air Force providing maintenance support for the Minuteman III ICBM weapons systems. Primary duties were troubleshooting, repairing and replacement of components of the power production system, HVAC system, and the electrical distribution systems for the launch facilities and the launch control facilities. Promoted to the Technical Training Branch as an instructor for final year of service instructing new technicians in their OJT (On the Job Training) as Missile Facilities Maintenance Specialists.

EDUCATION

COMMUNITY COLLEGE OF THE US AIR FORCE:

- *(Honor Graduate)* Chanute AFB, Illinois - 1980
 - Electrical Sys. Analysis
 - Refrigeration Sys. Analysis
 - Environmental Sys. Analysis
 - Skilled Level Internship
- *(Top in Class)* Malmstrom AFB, Montana - 1981
 - OJT Training Course

CLAYTON JUNIOR COLLEGE, MORROW, GA - 1985

- HVAC Technical Training Course

AIRCOND TECHNICAL SCHOOL, ATLANTA, GA - 1985

- HVAC Troubleshooting Course

TRANE COMPANY TECHNICAL SCHOOL, LA CROSSE, WI - 1986

- HVAC Electronic Controls Training Course

BARBER COLEMAN TRAINING CENTER, ATLANTA, GA - 1986

- Pneumatic Controls Training Course

FERRIS STATE UNIVERSITY, ATLANTA, GA - 1993

- HVAC Advanced Technical Training Course

CONTINUING EDUCATION CREDITS - 1993 to 2011

- Annual Average - 8 Credit Hours - Total Cumulative 144 Accredited Hours

LICENSES

State of Georgia Conditioned Air Contractors Class II Unrestricted; No. Cn007897 --- 1993 to Present

Georgia State Association of the National Institute for the Uniform Licensing of Power Engineers; No. 3166E

CFC Certification; No. *****9591 ---- 1993 to Present

References may be obtained upon request.