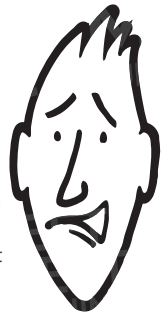


# Airhead!

The diary of an air conditioning apprentice...



## MONDAY

We've been studying the competition recently. There's lots of interest in home-heating radiator systems run by heat pump – really efficient and they reduce energy bills big-time. *Penguin* install some really good systems, so Max wants us to compete with them. "We'll undercut those smart-arse *Penguin* guys by bringing in cheap heat pumps from China", he said. "But aren't they much poorer quality?", I asked. "Naaaah!", he sneered, "It's all about price - that's all the punters care about, son. Bish-bosh!"

## TUESDAY

Blimey, Max didn't waste time... He's found a Chinese company called *Wang* who make really cheap heat pumps. Max has

imported a pump to install at a client's villa, for radiator heating. And he's put an ad in the paper to promote the new heat pumps. He's calling himself the 'King of Wang' – er, an unfortunate turn of phrase, I'd say...

## WEDNESDAY

We're installing the new *Wang* system today. I haven't a clue how to do it, and Max is winging it, that's for sure (or is that *Wanging* it?)... But anyway he's brought in a couple of experienced Romanian technicians to help out...

## THURSDAY

Finished the job today. But those Romanian guys seemed very concerned. As soon as Max paid them, they scampered off, muttering something about the pump being too underpowered

for the job... And very noisy too, apparently... But when I asked Max about it, he just said "So what? We got her money already!"

## FRIDAY

OMG – disaster! The client – some kind of Swedish baroness - phoned to complain, saying the *Wang* unit is barely warming the radiators yet it's making a racket like a helicopter hovering over her roof... Then, as she was on the phone, there was a muffled *Bang!* in the background, as the *Wang* burst its pipes and water flooded all over her patio garden...

Er... looks like a case of: Wang, bang, thank you ma'am...!

Follow *Airhead's* diary in the Resident every week...



**Don't get an airhead, get an expert!**

# PENGUIN



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