

Industry Update

News from ICOR International, Inc.

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June 10, 2013



ICOR Expands Field Support

The accelerated phase out of R-22, and subsequent price increases, has prompted a major shift to alternative refrigerants like ICOR's NU-22B® (R-422B), and low temp R-22 replacement ONE SHOT-C® (R-422C). To better serve the rapidly growing numbers of NU-22B and ONE SHOT-C users, ICOR has expanded its regional support staff and technical support resources.

"Estimates are that between 30-35% of R-22 users will transition to an alternative refrigerant in 2013, and ICOR's ozone safe direct replacements are frontrunners throughout North America," said ICOR VP/COO Gordon McKinney. "Many in our industry are in desperate need of training and guidance during this critical period. We have expanded our regional sales force, refined our coverage strategy, and added a number of new technical resources to satisfy the demand."

ICOR added two additional regional directors to its national sales team. Led by Tony Hanes, ICOR's National Sales Director, the ICOR staff has been actively engaged in conducting numerous sales and technical training events across the country. Along with onsite training presentations and support, ICOR offers many new web based services to include teleconferencing, customized technical training, and now, each Wednesday at 12:00 pm EST, offers a comprehensive training program, "Proper System Charging Procedures", via webinar. This training program is now recognized by RSES and NATE for continuing education credits. Follow this link to register for the next webinar: www.icorinternational.com/webinars.


In May ICOR introduced their NU-22B Superheat/Sub Cooling Slide Chart Calculator, and later this month will release the digital chart version as a mobile app. This will round off ICOR's FREE mobile application products and once again keep ICOR product users on the cutting edge of field support technology. Watch for our New Mobile App announcement in the next few days.

ICOR's Tech-2-Tech toll free hotline continues to grow in popularity. Tech Support Supervisor, Jamey Hale CMS, fields dozens of calls each day and the feedback he is receiving by ICOR product users is very positive.

To access and interactive map of ICOR's National Support Staff, go to www.icorinternational.com/ICOR_Support_Map.pdf.

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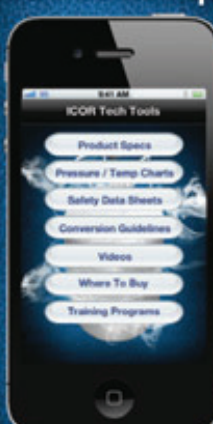


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