

Industry Update

News from ICOR International, Inc.

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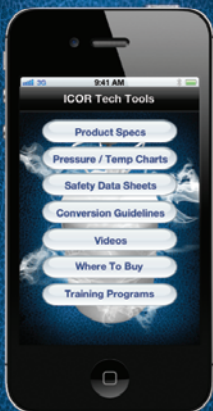


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R-22 Price Increases - The Domino Effect

The ACR industry is bracing for yet another substantial R-22 price increase in October. However, many now believe what we experienced this year was a simple wave and what is on the horizon is a tsunami! It is a well-known fact that the EPA's 45% reduction in January missed the mark. Prices shot up and many were put on allocation, but there have been no reports of any R-22 supply/demand issues. When you also consider that mainstream refrigerant users are now embracing alternatives like ICOR's NU-22B, and the reclaim industry is increasing its contribution, you can see why many are anticipating another major cut by the EPA in early 2013.



Shifts in the R-22 market impact several business sectors in and around our industry. Refrigerant blends that contain R-22 like R-402A/B, R-408A, and ICOR's popular R-12 replacement, Hot Shot, are all affected. Hot Shot is scheduled for a price increase effective November 1st, 2012 (The move is on to HS2). The reclaim industry is also reacting to the latest news and their role in the R-22 supply chain will grow rapidly over the coming months and years.

Even though many are prepared for these changes there are still far more that are not. Be proactive! Make sure your company, and your customers, are well informed on R-22 alternative refrigerants and the growing importance to recover and reclaim. ICOR offers a number of free educational tools. Our condensed training videos are available online along with a number of informative presentations and downloadable materials. Go to www.icorinternational.com. For a free DVD email us at icorinfo@icorinternational.com. For direct technical support call our toll free Tech-2-Tech hotline at (866) 433-8324.

If you are not offering a reclaim program please consider Refr-Claim's Simple Swap™ cylinder program. For details email us at icorinfo@icorinternational.com

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