



**REFR**

**Refrigerant  
Management Options:  
Conserving  
Your Resources**





## **Refrigerant Management Options**

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Remember how simple managing your CFC refrigerant supply used to be? It still can be.

The transition to non-CFC alternatives has already begun for many of our customers. As part of this transition, deciding what to do about current and future supplies of new and recovered CFC's can be challenging. The stakes are high, the uncertainties are many, and the options are usually too few or too expensive. And frankly, your company's resources are needed elsewhere.

Over the past few years, companies like yours have turned to us for solutions, and we have responded. Refron has put its resources to work for you, giving you the choices and flexibility you need for an easy CFC transition. We have assembled for you the broadest and most practical selection of CFC management options in the industry. It is our way of saying thank you for making us the largest refrigerants wholesaler in the country.

In this brochure you will find a description of each of these options, along with suggestions on the advantages of each. Please feel free to call us with any questions you may have.



***Recovered Refrigerant Return***

***Recovered Refrigerant Clean-up/Exchange***

***Stock-Up Purchasing of  
New or Reclaimed Refrigerant***

***Banking of New or Reclaimed Refrigerant***

***Retroactive Banking***

***Retrofit Wash-Charge Leasing***

***Refrigerant Recovery Services***

***Analytical Testing Services***

***Custom Programs***



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### ***Recovered Refrigerant Return***

This is the most frequently chosen option. Return your recovered (used) refrigerant to us for cash or credit. This option features the lowest minimum quantity requirement (185 lbs.), and the greatest flexibility. Credit can be used toward future refrigerant purchases of any type or quantity, any place in the U.S., or cash payment can be requested and utilized as you see fit. Loaner cylinders (where needed) and all shipping services are provided to you free of charge.

If you are not sure whether, when or where you will need the refrigerant that you have recovered, or if you wish to reduce current expenses, this is the easiest option for you.

### ***Recovered Refrigerant Clean-up/Exchange***

Return your recovered (used) refrigerant to us, and we will clean it to meet ARI-700 purity standards, and return it to you tested and certified. This option requires the payment of a clean-up fee for total pounds of product returned, and a minimum return quantity of 1000 pounds. Under the "Clean-up" option, there is a one-way freight charge for the return of the same refrigerant to you after processing and reclaiming. Under the "Exchange" option, virgin refrigerant of an equivalent quantity is shipped in exchange, with no delivery charges. A credit for any partial cylinder/drum quantity is issued.

If you know that you will have an immediate need for the refrigerant you have recovered, and can invest in the clean-up fee, this option may save you money. See the accompanying insert titled "Reclaimed or Virgin Refrigerant" before selecting the "Clean-up" or "Exchange" option.

### ***Stock-Up Purchasing of New or Reclaimed Refrigerant***

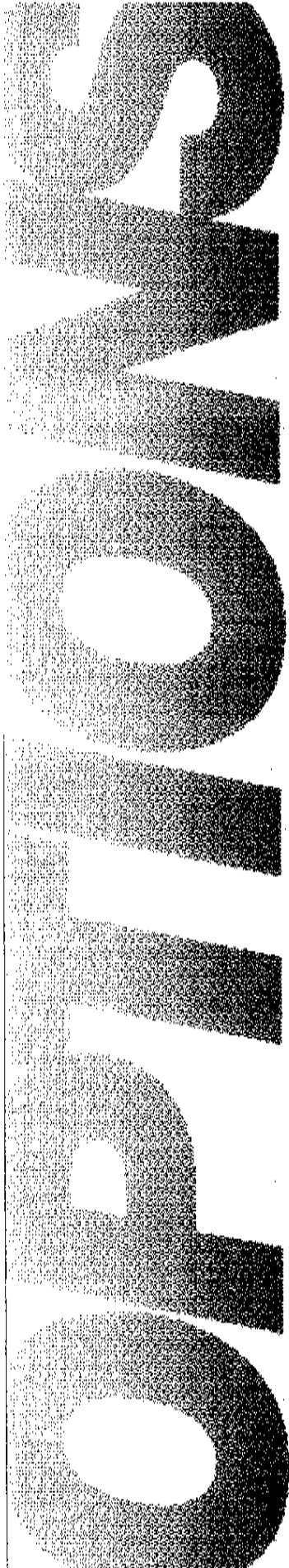
You may wish to purchase new or reclaimed refrigerant now, in anticipation of future requirements.

If you have predictable future needs for specific types of refrigerants, and are comfortable with the current investment costs, the "Stock-up" option will protect you from any supply uncertainties that may arise in the future, and we will assist you in disposing of any excess product you may have. See the accompanying insert before deciding between virgin or reclaimed refrigerant.

### ***Banking of New or Reclaimed Refrigerant***

We will hold ("bank") your new or reclaimed refrigerant for you at our facility for a monthly per pound fee. You can make an initial deposit into your refrigerant banking account by either purchasing virgin or reclaimed refrigerant from us, or by requesting that we hold for you the refrigerant that you have sent us for clean-up. This program requires a minimum initial deposit of 1000 lbs. for each type of refrigerant you wish to bank, and a monthly storage charge for total pounds stored. Withdrawals of reclaimed refrigerant are subject to minimum quantities and shipping charges for delivery, since they are banked in a central location. Withdrawals of virgin refrigerant have no minimum or shipping charges, as they are banked locally near you. Banked deposits which you no longer need may be sold back to us at your option.

If you anticipate long-term needs of specific refrigerants for which you would like to Stock-up, but do not have the storage space, our banking service may be useful to you.



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### ***Retroactive Banking***

Within a designated time period, you can retroactively repurchase refrigerants returned to us for credit under our "Return" option, and convert them into refrigerants held for you in our bank. For eligible returns, you refund the credit previously received and pay the appropriate clean-up and banking fees you would have paid originally, plus a small finance fee. The refrigerant is then deposited into your banking account for future withdrawal.

If you've made a recent refrigerant return but find that you really need a long-term bank deposit instead, this option will provide you with the flexibility to benefit from your hindsight.

### ***Retrofit Wash-Charge Leasing***

If you are performing a retrofit on a non-functioning system containing no refrigerant, you may need to charge the system with CFC's in order to perform the necessary pre-retrofit oil change-out procedures. We can lease to you the required refrigerant to perform the oil flush at a fraction of the cost to you of buying new refrigerant. You specify the needed quantity and type, and pay a per pound leasing fee as well as two-way shipping charges. Once the refrigerant is returned to us, we will charge you for any refrigerant shortage and for excess oil disposal.

This unique option will save you money when retrofitting non-functioning systems.

### ***Refrigerant Recovery Services***

If you need to recover refrigerants from larger systems, we can assist you with technical support, or if you wish, we can arrange to perform the recovery work for you. Our technical staff are highly experienced in performing specialized refrigerant transfer work. We can also refer you to a qualified contractor in your geographic area where this is more economical.

### ***Analytical Testing Services***

We can provide you with refrigerant testing services through our fully-equipped, state of the art analytical laboratory, so that you can make informed decisions about the refrigerants in your systems. Sample cylinders will be provided to you for this purpose as needed, at no charge.

### ***Custom Programs***

Possibly, you may need an option that is not outlined here. If it can be easily implemented, and makes good business sense we will be happy to consider it. In fact, that's how some of the above options came to be. We want to work with you to make your transition to a CFC-free environment as smooth and as simple as possible.

For further information, simply call **1-800-4-REFRON**. We'll be happy to answer your questions and to help you choose an option that works best for you.

***Refron...For all your refrigerant needs.***



***Sales Offices***

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