

DuPont Refrigerants

Commercial Equipment Owner's A/C Management Plan

Can **YOUR** business survive without air conditioning?

Are you aware of the industry changes and options you have to keep your equipment running? Important information to consider now:

- **Does your A/C equipment run on refrigerant R-22?**
- **R-22 is going away --->** EPA's phase-out cut supply of virgin R-22 by 150 million pounds on January 1, 2010 and supply will continue to decrease 10-13% per year through 2014.
- **This phase-out results in a 27.5 million pound per year shortfall of virgin R-22** versus expected service demand, according to EPA projections.
- **Price volatility:** R-22 price has already gone up 500% since 2003 and based on the expected supply-demand imbalance, the trend is likely to continue.
- **You have options to "stay cool" and manage your cost** by making an orderly transition from R-22, avoiding the risk of unexpected interruptions to your business.



You may have deferred servicing and/or replacing your equipment due to the economy. However, if you continue to delay maintenance, it could cost you more with expensive repairs, unplanned equipment replacement, higher R-22 cost, or business disruption.

Now is the Time

Implement an A/C Management Plan as Part of Your Service Agreement

Consider your options so you can make an informed decision to keep your business running without interruption at the lowest total cost.

DuPont™
ISCEON® M099™
refrigerant

The Quick Switch to Replace R-22*

*See Retrofit Guidelines Before Using



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The time to act is now. We're here to help.

DuPont™ ISCEON® MO99™ refrigerant

The Quick Switch to Replace R-22*
***See Retrofit Guidelines Before Using**

Tel.: 877-683-3566

www.isceon.com

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What are My A/C Management Alternatives?

| | Replace with New Equipment "Capital Investment" Option | Keep your Existing Equipment Change the R-22 to DuPont™ ISCEON® MO99™ "The Quick Switch" Option | Service Existing Equipment with R-22 "Do Nothing Now" Option |
|------------|--|--|--|
| PRO | <ul style="list-style-type: none"> • New, higher energy efficient equipment • Potential energy savings and government credits • Planned equipment replacement strategy • Improved reliability - reduced leaks and maintenance costs • Recovered R-22 can be used to service other equipment | <ul style="list-style-type: none"> • Closest match to R-22 and keeps your equipment running for its full service life • Lowest total cost retrofit option - no oil or equipment changes and minimal disruption to business • Reliable refrigerant supply - protects you from R-22 shortages and price volatility • Recovered R-22 can be used to service other equipment • Successful and proven performance in the field - developed by DuPont • Growing acceptance in the industry as the preferred non-ozone depleting R-22 replacement refrigerant | <ul style="list-style-type: none"> • Low up-front cost vs. equipment replacement • No business interruption as long as you can get R-22 • Feasible for low-maintenance and/or fairly new R-22 equipment |
| CON | <ul style="list-style-type: none"> • Considerable up-front investment (tens of thousands of dollars) • Premature replacement of good, functional equipment • Increased disruption to business due to downtime - higher pressure refrigerant requires line-set replacement | <ul style="list-style-type: none"> • MO99™ refrigerant has slightly less capacity than R-22 • No compressor manufacturer warranty coverage for A/C applications | <ul style="list-style-type: none"> • Continued dependence on R-22 - potential business disruption due to supply uncertainty • Volatile R-22 cost - cannot include an R-22 price in service agreement • Negative environmental impact - R-22 is an ozone depleting refrigerant • No access to recovered R-22, leaving you vulnerable to R-22 price escalation |

SEE OTHER SIDE FOR EQUIPMENT ASSESSMENT

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ISCEON® MO99™
refrigerant

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*See Retrofit Guidelines Before Using



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A/C ASSESSMENT FOR _____

The equipment assessment will recommend one or a combination of the following:

- **Replace** the units and **Recover** R-22 because they are high maintenance, provide poor energy performance, and can cause business disruption due to equipment failure
- **Retrofit** the refrigerant in these units and **Recover** R-22 because they continue to operate well and do not require replacement at this time; this reduces your dependency on R-22
- **Recharge** your remaining R-22 equipment with recovered or virgin R-22

| Location | Equipment # | Options | Estimated Cost & Timing |
|----------|-------------|--|-------------------------|
| | | <input type="checkbox"/> Replace/Recover <input type="checkbox"/> Retrofit/Recover <input type="checkbox"/> Recharge | \$ |
| | | <input type="checkbox"/> Replace/Recover <input type="checkbox"/> Retrofit/Recover <input type="checkbox"/> Recharge | \$ |
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NOTE: Service agreement excludes R-22 pricing due to cost and supply uncertainty.

Comments: _____

Contractor Name: _____ Date: _____

**Company Contact Information/
Business Card**



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