The Ware Group
JOHNSTONE SUPPLY
"Providing Contractor Solutions"

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Refrigerant *Update*

What's happening?

The EPA has given producers and importers of HCFC-22 a letter in order to commence the production and importation of HCFC-22 at the lower proposed consumption rate.

What does this mean to me?

The original step down in consumption according to the protocol called for a 10% reduction. The new interim ruling has decreased that by an additional 35%. Therefore the manufacturers have to operate as if this will be the final rule. The drastic reduction has caused speculation of a disruption in supply. With no notice, prices went up overnight causing the entire market to react to the changes in supply. Johnstone Ware Group is prepared to make sure we have adequate supply to meet your daily demands during this rapidly changing market. Our goal is to keep you competitive and more importantly "in stock". This does not have a major effect on refrigerant blends, so you should expect a more consistent supply and price on these items.

What's next?

The final ruling for 2012 and 2013-2015 should be out by summer. The majority of the supply will have already been affected for the main part of the cooling season. You should buy what you need and mark it up appropriately. Take this as a chance to up sell the consumer if they have leaky systems or are in need of a unit change out. The economics of the increased gas prices make a solid case to only sell matched systems when possible. Keep in touch with Johnstone Ware Group for more information as it evolves.

Thanks for your continued business.