

The logo for 'the NEWS' is displayed on a blue rectangular background. The word 'the' is in a smaller, white, lowercase font, and 'NEWS' is in a larger, red, uppercase font.

As seen in

Predicting the Future of R-22 Reclamation

Company Leaders Comment on Reclamation's Next Five Year

April 7, 2014

Consolidated Refrigerant Solutions Inc.

Comments by James Sweetman, president

When determining where our industry is headed, we should take into account how our industry has evolved over the past several years. Traditionally, contractors had only one outlet for used refrigerant, and typically it was an inconvenient and costly process. There were few reclaimers willing to provide cylinder management services directly to contractors, and incentives, if any, were reserved for the distributor. Where this has always been our focus, at last, many reclaim facilities are now willing to provide services and incentives directly to the contractor. Even the large corporations, which typically only served the distribution side, are realizing the importance of serving contractors directly. Moving forward into the years ahead, we see this trend continuing.

We have always believed that the future of the reclaim industry would lie in its ability to provide contractors with exceptional services and incentives for reclaiming recovered refrigerant. It is the regulatory landscape and the commitment to environmental responsibility that mandates responsible recovery practices. But, it is the reclaim industry that lessens the burden of such regulations and commitments. Yes, there will be new technologies, and yes, the regulatory landscape will continue to change. But one aspect that should continue to progress and evolve is our industry's commitment to simplifying the process for mechanical contractors. We believe that the future success of our company, and that of our industry, lies in our ability to deliver efficient, compliant, and profitable reclaim services directly to mechanical contractors.