

# **From: the NEWS**

## **Reclaimers Find Opportunity in HCFC Phaseout**

### **Demand for Recovery Products, Services Likely to Grow**

**The ongoing phaseout of hydrochlorofluorocarbons (HCFCs), such as R-22, holds many unknowns for the HVACR industry as 2020 approaches, but at least one sector of the industry anticipates tremendous opportunity: the reclamation sector. Although the reclaimers face some of the same unknowns as the rest of the industry, the need for their services is likely to increase, and they will play a vital role in contractors' ability to service their customers.**

“The reclamation sector has been anxiously awaiting the EPA [Environmental Protection Agency] phasedown for many years,” said Bob Kussel, vice president, [Consolidated Refrigerant Solutions Inc.](#) “Reclaimers are ready, willing, and able to handle the current and future demands for reclaimed refrigerant R-22 as the new and imported supply is reduced.”

According to Kussel, most reclaimers in the U.S. are positioned for growth as demand increases for their services. The reclamation business is not just an R-22 market anymore, he said.

“The percentages of other refrigerants recovered have all increased in the last couple of years,” he said. “Because a majority of commercial systems are still operating with R-22, reclaimers should be able to supply the servicing demand well into the future until these systems reach the end of their life cycles.”

Added Kussel: “As the value of R-22 and other refrigerants increase, smart contractors should be seeking out the best reclamation, record-keeping, and cylinder-management programs. Part of a contractor's future success lies in the ability to partner with a reclaimer that delivers superior, efficient, compliant, hands-off, and profitable services.”