

In This Issue:

- R134a Prices Skyrocket, Contamination Threat Explodes
- Ultima ID Trade Up Program
- Ultima ID Owners Corner

Ultima ID Corner

Profit on Every Car!

With the price of R134a going through the roof, identifying the refrigerant in every car is a must. Be sure to use the Built In printer feature of your Ultima to print out the test results. This printout makes it easy to charge the customer \$10-\$20 for a contamination check. The test and print out take about one minute and the Ultima ID can be your personal ATM this Season.

Where is the serial number located on my Ultima ID?

The serial number is printed on the outside of the cardboard shipping box as well as inside of the battery compartment. To access the serial number label, simply remove the battery cover from the back of the unit. Don't forget to reinstall the cover before you turn the unit on.

Can my Ultima ID be powered from a standard AC outlet?

Neutronics offers an A/C power cube specifically for the Ultima ID. P/N 6-01-6001-13-0 will power your Ultima ID from any 100-240 VAC source.

Have a comment or question? Email us at:

Info@refrigerantid.com

Ultima ID Model #'s

RI-2004DX

Ultima ID Base Unit with Case

RI-2004DXP

Ultima ID Base Unit with Printer and Case

RI-2004DXB

Optional Battery and Charger

RI-2004DXA

Optional 110/220 VAC Power Supply

R134a Prices Skyrocket!

Contamination Threat Explodes for R134a Cars!

With the price of R134a rising exponentially and the increasing number of R134a cars requiring AC service, 2005 looks like a contamination nightmare in the works.

The rising price of R134a; What happened??

Rumors abound regarding the cause of the rising prices. A few of the more colorful ones that I have recently heard or read are:

- A shortage of cans used to package R134a
- A fire at an R134a manufacturing plant
- Rising oil prices causing manufacturing costs to increase
- A government conspiracy



Michael Oulouhojian of Speedway Auto Radiator in Concordville, PA says, "Consumers can take it on themselves to service R134a systems and who knows what they are going to put in them."

Well the truth is out there.....somewhere.....and finding it is a bit of a challenge. To find the cause of the higher prices, we need to travel back to 1999 and the first industry discussion on R134a supply. We had just gotten over the change from R12 to R134a and accepted the practice of retrofitting. The price of R12 had stabilized and the industry realized that R12, although expensive, was still readily available. The majority of automotive R134a use was in the production of new vehicles. The need for R134a in the aftermarket was limited, while manufacturing capacity was plentiful.

Refrigerant manufacturers have recognized that the life span of R134a is probably limited and therefore investing in additional manufacturing capacity is not in their future plans. With the European community making a concerted effort to move away from R134a in their future MVAC applications, the refrigerant manufacturers are very wary of increasing their R134a production capacity. This lack of production expansion has only served to shorten supplies and increase prices.

What does this mean to the Mobile A/C market?

The current supply situation of R134a has wide ranging effects on the entire Mobile A/C market. The OEM car manufacturers are faced with increasing costs to produce new vehicles and possible R134a supply issues for their production facilities as well as their dealerships. The aftermarket is looking at dramatically increased cost as well as increased risk of contamination when servicing R134a vehicles. This increased risk is due directly to the cost of R134a and the lack of rules regarding its use. As far as the EPA is concerned, every low end A/C shop, car auction, used car dealer and worst of all, "Joe Backyard Mechanic" can put whatever they want in the AC system because the 609 regulations do not regulate R134a refrigerant substitutes or service.

Are Flammable refrigerants an option?

You bet they are!!! Just take a look at E-Bay when you search for R134a. You will find numerous flammable substitutes advertised as R134a drop in replacements. Did you know that most of the federal rules DO NOT apply to R134a! This includes no provision for unique fittings for R134a replacements, no regulation of the type or content of the refrigerants that can be used within an R134a system. Check the facts for yourself at <http://www.epa.gov/ozone/snap/refrigerants/hc-12a.html#q2> According to the EPA, **"Note that the Clean Air Act does not regulate the use of any of these hydrocarbon refrigerants when they are used as replacements for non-ozone-depleting chemicals such as HFC-134a. However, many states prohibit using flammable refrigerants in motor vehicles, regardless of which original refrigerant was used in the vehicle."**

Continued on Page 2.....

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R134a Prices Skyrocket! Contamination Threat Explodes for R134a Cars!

This is a recipe for disaster and the only way to protect yourself is to make sure you identify the refrigerant in the vehicle prior to servicing the A/C system.

What this means to the Shop Owner and Technician:

First, your service prices must keep pace with the cost of your materials. Have you ever been to one of those overpriced restaurants where the Lobster says "Market Price"? While I don't think you will have to go to that extreme, I would certainly be ready to change the refrigerant price on a weekly basis as the price increases. Remember it is not what you paid for the refrigerant, it is the cost to replace it that should govern your price. Second, every ounce is now valuable and you will not want to waste good refrigerant by venting it because you don't want to contaminate your supply.

Mike Oulouhojian of Speedway Auto Radiator in Concordville, PA says, "The shortage of 134a upsets me the most because the consumer takes it the hardest. Our higher costs are passed onto the customer and sometimes they just don't want to hear about any increase in costs. That's the other problem. Consumers can take it on themselves to service R134a systems and who knows what they are going to put in them. When I found out there was a 134a shortage, the first thing I did was update our refrigerant identifiers to the latest technology for both of our stores to make sure our R134a supply is protected."

Where do we go from here? What can we do?

Maybe it is time to get the EPA to control the use of R134a in the same manner as R12. Until then, protect your R134a supply and make sure you have enough to get through you're A/C season. Share with your customers the information on the R134a supply situation so they understand the cost involved in protecting your shop and providing them with quality service. Stay tuned.....

Neutronics "Trade In & Trade Up" Program

Neutronics Automotive is pleased to expand our trade In & Trade-Up program to include ALL makes and models of Refrigerant Identifiers in ANY Condition.

A/C season is right around the corner and the Neutronics Automotive Team is pleased to offer our existing users an exceptional opportunity to Trade-In their current refrigerant identifier for a brand new Ultima ID Refrigerant Identifier at an unbelievable price.

The price of R134a going through the roof and "Joe Backyard Mechanic" is more likely now than ever to work on their own car before they take it to you. You can't afford to take chances with refrigerant contamination in any car.

The ALL-NEW Ultima ID™ Refrigerant Identifier is just like having a cash machine in every service bay! We've taken our 10+ years of refrigerant identification experience and combined it with years of technician and shop owner input to make the Ultimate Refrigerant Identifier.

With the Ultima ID, you can print the test results for every car and get paid for it!



The All-New Ultima ID from Neutronics includes a Built-In Printer (RI-2004DXP) for easy service billing.

"Refrigerant identification is a service that protects you and your customers so get paid for it!"

To receive your new Ultima ID, select the model you would like from the chart below and call our Service Department @

800-378-2287 x 123
Or
610-524-8800 x 123

Model RI-2004DX (Base Model)	\$749.00 (with Trade-In)
Model RI-2004DXP (Includes Internal Printer)	\$899.00 (with Trade-In)

Options:

Battery Kit w/ Charger	\$99.00
AC Power Cube	\$99.00
Shipping (UPS)	Free (US only)

The Fine Print.....

- Trade-In unit must be returned within 15 days of receipt of your new Ultima ID
- Shipping Charges include UPS Ground Service.
- PA sales tax of 6% applied to all units shipped to PA.
- Offer for a limited time only and may be changed or discontinued without notice.
- All Payments are Credit Card, COD or prepayment.

Don't have a trade in, call your local Tool and Equipment Dealer and ask them for the Neutronics Ultima ID!

This offer is for a limited time only so act fast and be protected from flammable refrigerants and hidden blends TODAY!