

Tabled by Dr Wright,
SEWPAC
15/10/12



HEATCRAFT AUSTRALIA PTY LTD

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June 6, 2012

Dear Customer,

Refrigerant Price Increases – Effective 13th June and 9th July, 2012

The Refrigerants market is moving through a period of unprecedented change. Heatcraft has recently been advised of significant increases in our costs of Refrigerants, which prompts the need to increase our Refrigerant list prices.

Effective 13th June 2012 Heatcraft list prices on all Refrigerants will increase by 20%, with the exception of R134a and R407C, which will increase by 15%.

In addition, the list prices on all Refrigerants will be further increased, effective 9th July, 2012 to the levels detailed in the table below.

We expect price volatility could continue in the coming months and recommend you take account of this in your business.

Heatcraft remains committed to providing customers value through Gas2Go® Australia's leading refrigerant management system. Your local Heatcraft representative can provide useful information on alternative refrigerant and equipment options.

Should you have any questions regarding these refrigerant increases please contact myself directly on (02) 9774 7070.

Yours sincerely

Leon Miller
Director of Sales

Heatcraft List Price Increase Schedule		
Refrigerant Type	List Price - 13 June, 2012, \$/kg	List Price - 9 July, 2012, \$/kg
R23	748.80	1690.15
R134a	65.72	181.82
R404A	92.88	377.71
R507	111.38	384.69
R407C	97.87	213.10
R410A	90.58	227.91
R424A	153.40	308.71
R434A	153.40	370.08
R437A (Isceon MO49+)	124.22	251.52
R438A (Isceon MO99)	153.40	296.40
R22	108.36	170.83
R123	113.90	228.03
R408A	154.74	296.40
R409A	149.69	186.17

Gas Price Rises

Source: Heatcraft List Prices Increase Schedule released June 6, 2012

Type	List Price - 13 June, 2012, \$/kg	List Price - 9 July, 2012, \$/kg	\$/kg rise	Direct levy cost \$/kg	Additional cost increases
R134a	65.72	181.82	116.10	29.90	\$86.20
R404A	92.88	377.71	284.83	74.98	\$209.85
R407C	97.87	213.10	115.23	35.10	\$80.13
R410A	90.58	227.91	137.33	39.68	\$97.65
R22	108.36	170.83	62.47	0	\$62.47

Contractors and major end users pay a lot less (list price less 40% or more), small enterprises and consumers can pay list price or even more.