

# NEWSLETTER

## INSIGHTS FROM SNAP-ON CLIMATE SOLUTIONS SRL

@ PERIODICAL NEWS EDITION – THE INFORMATION DRIVEN BUSINESS SUPPORT

2022 JANUARY

### Information supported Customer Connection

Constantly updated information flow is undeletable for a good customer connection. With the desire to better share relevant and valuable information with our network of customers and colleagues, Snap-on Climate Solutions starts with a periodical edition of Newsletters. Information is not just part of competent know how, but enables deeper connection due to storytelling as a fundamental human experience. Storytelling unites people and drives stronger connections, highly meaningful in any business relationship. We do not sell just products, we pay attention on relationships done by stories building up our brands and help our partners to engage consumers in a fragmented media world.

## WINTER MAINTENANCE PROGRAM



### Everything's ready for the new year?

**Workshop's equipment needs care and maintenance. Prepare now the new season.**

With arrival of first sunny days, winter season leave and A/C Service in your workshop becomes more frequent. Carefully prepared equipment will guarantee professional and efficient service.

In order to avoid wasting time with maintenance while you have to sell and carry out the service, we recommend performing maintenance during the low A/C season in the winter months.

To have always reliable equipment in your workshop, Ecotechnics recommends a Check-list for competent maintenance. For the summary information flyer about maintenance, please click on the language desired.



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## Hidden side? Protect and discover

### New dust-cover IMB0036: a stylish and time-saving solution

Dust-covers protect the A/C stations and ensure their best conservation while they are not in use.

But when the mechanic has to perform an A/C service, you may start a tough search of the right station among the fleet of the stations in the workshop. In fact, our traditional dust-cover for single gas machines IMB0011 "hides" completely the station.



The new dust-cover IMB0036 uses a transparent cover and avoids a laborious and time spending research in the workshop. The new dust-cover has the right dimensions for all single-gas stations. Only the ECK TWIN 12 and ECK BUS PRO stations are larger and require their specific dust-cover (IMB0026).

## R134a / HFO1234yf

### A/C Station's trend in main geographical areas



With the objective of improved environmental protection, the EU Regulation No 517/2014 established the reduction of refrigerants with a high global warming potential (GWP). Since January 1, 2017, vehicle A/C systems must use refrigerants with GWP <150. HFO1234yf gas is the most widely used solution with a GWP 350 times lower than its predecessor R134a. Controls and limitations on the production, import and sale of R134a gas have been introduced.

### The refrigerant trend in A/C station's business

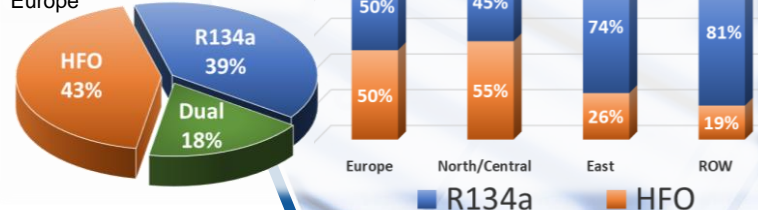
Following these new regulations, share of A/C stations for HFO refrigerant constantly grew during the last years

The European turnover share of Snap-on Climate Solutions in 2021 is 18% Dual Gas machines while for the first time HFO stations share overcame the R134a share:: 43% HFO against 39% R134a (see pie chart).

In terms of quantity, in Europe R134a/HFO relationship is now 50/50%. In northern and central Europe it's already 55% HFO (with some exceptional countries like Germany and France with 60% HFO), eastern Europe still much lower with "only" 26% HFO and 74% R134a.

The HFO average in countries outside Europe ("Rest of the world" ROW excl. USA) is still very low with only 19% share (see histogram).

2021 Turnover share % Europe

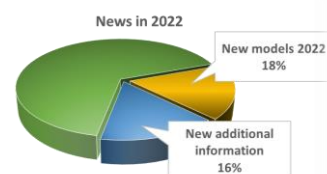


## DATA BASE UPDATE 2022

### For completely automatic workflow

### The Database update 2022 is available.

Only an updated database enables completely automatic workflow of the A/C station and avoids time-wasting research for refrigerant quantities. The new database is updated with most recent new models and updated information. The complete list of vehicles included in the 2022 database is available in AC-Servic24



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- **5.167** vehicles from **98** manufacturers
- 4.082 CAR, 922 AGRI, 164 TRUCK
- **18% new models, 16% with updated information**
- CAR: **3.184** models for R134a, **898** for HFO
- Increasing **HFO share**: 22% of total vehicles, **57%** of vehicles built after 2015
- 90% with information on **oil quantity**, 92% indicates **oil quality**
- Models from 1970 up today. **42% are from 2010 on**

Please find these and further information on our Database Information flyer. PDF download of the flyer with a click on the language desired.