# Belco Controls Inc.

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## Marketing Profile

Belco Controls Inc. produces a Refrigerant Recovery and Recycling unit with a unique filter system that removes water, oil and acids from the refrigerant as the refrigerant is removed from an air conditioning or refrigeration unit.

The unit's features include: the unit's compressor is protected from contamination and damage that would res.ult from unfiltered refrigerant flowing through it; the recovered refrigerant is ready for re-use without further filtering; the machine is easily portable by one person (30 Kg), reliable, and simple to use.

The machine has undergone extensive testing by the Underwriters Laboratories (UL) of Northbrook, Illinois, and has met the requirements of UL 1963 Standard and SAE J1991 specifications. As well, it has Canadian Standards Association (CSA) approval. This means that the recovery units can be used to evacuate air conditioners and refrigeration units under repair without jeopardizing warranty requirements. The Refrigerant Recovery and Recycle unit was designed and engineered in Canada. This enables the company to achieve a 75% Canadian content in its product.

Approximately 25% of the company's sales are made to the United States; they market through a network of 10 distributors in the U.S. The balance of its sales (75%) is made to Canadian distributors. With environmental preservation and protection fast becoming a global concern, demand for Refrigerant Recovery and Recycling units is quickly growing throughout the world wherever air conditioning or refrigeration is used. While Belco Controls is interested in pursuing and developing sales worldwide, its immediate challenge is to further develop its North American market. Afterwards it plans to develop its European, South American and Asian markets.

## Products/Services Available for Export:

Refrigerant Recovery and Recycling Units