



145 South State College Boulevard, Suite 200 Brea, CA 92821
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October 22, 2018

Governor Edmund G. Brown
C/o State Capitol, Suite 1173
Sacramento, CA 95814

Mary D. Nichols, Chairperson
Air Resources Board
1001 I Street
Sacramento, CA 95812

CC: Pamela Gupta, Bart Croes, Ryan McCarthy (Air Resources Board)

Subject: Letter of support for incentive program for end users adopting low-GWP refrigeration systems

Dear Governor Brown and Chair Nichols,

On behalf of CoolSys, I am writing to express support for establishing an incentive program to allow supermarkets and other end users to adopt low-global warming potential (GWP) refrigerants to replace hydrofluorocarbons (HFCs) used in commercial refrigeration systems.

CoolSys provides a full-spectrum of solutions to customers with mission-critical refrigeration and HVAC systems, in the retail, commercial and light industrial markets. Our service offering includes engineering consulting & design, installation of new and remodeled systems, service and maintenance, controls, and energy optimization. In California, we operate under two different brands: Refrigeration Solutions, Inc (RSI) in Northern California and Source Refrigeration and HVAC (Source) in Southern California. We have approximately 1,700 technicians nationwide, serving customers in various vertical markets, including supermarkets, restaurants, cold storage, industrial facilities, telecom, and more. Our experience with low GWP refrigerants dates back many years, including over 50 installations of CO₂ systems, service and maintenance of R290 propane refrigeration systems, as well as the first Ammonia/CO₂ system in the grocery retail sector.

An incentive program has the power to enable transformative change by helping to overcome current market hurdles to adoption of energy efficient, low-GWP refrigeration systems. These alternative systems are commercially available, but face significant market hurdles to



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widespread adoption due to high up-front costs that are beyond the financial capabilities of many end users.

By providing incentives to supermarkets and other end users, California can help create economies of scale for manufacturing, designing, installing, and maintaining these low-GWP systems and equipment.

We strongly support funding for a statewide incentive program that will minimize the barriers related to the upfront costs of low-GWP technologies and allow for their widespread adoption.

Sincerely,

A handwritten signature in black ink, appearing to read "Bryan Beitler".

Bryan Beitler
Vice President, Chief Engineer

Cc-Morgan Smith, NASRC