

# DuPont™ ISCEON® MO29

## CASE STUDY: ABCO REFRIGERATION SUPPLY

Abco Refrigeration Supply on the leading edge with DuPont™ ISCEON® MO29.



DuPont™ ISCEON® MO29 is the closest match to R-22 capacity and efficiency in most systems—with significantly lower discharge temperature vs. R-22. This is likely to prolong the life of the compressor.

ISCEON® MO29 provides up to 8% improved cooling capacity and up to 14% improved efficiency vs. R-22 at low-temperature conditions as a result of taking off demand cooling. ISCEON® MO29 provides slightly lower cooling capacity (about 5%) and comparable efficiency vs. R-22 at medium-temperature conditions with 10°F (6°C) subcooling.

### Background

Andy Kelly, Vice President, 17 years with Abco Refrigeration Supply, grew up in the HVACR business. His experience includes working as a field technician, warehouse manager, counter/inside sales, and regional manager before reaching his present position. Kelly has account responsibility for contractors who service the supermarket industry. He knows the HVACR business from both sides and has a firm belief that education and training are keys to the success of his customers and further down the value chain.

### Situation

When asked what he thought was most appealing about DuPont™ ISCEON® MO29 as a retrofit solution for R-22, Kelly stated, "It was about a year ago when Nick Strickland [Product Development Manager, DuPont™ ISCEON® refrigerants] brought these new alternative blends to our attention. Although I wasn't totally convinced at the start, ISCEON® MO29 [R-422D] in particular appealed to me as a viable option for my supermarket customers to help them transition away from R-22."

ISCEON® MO29 (R-422D) is an easy-to-use, non-ozone-depleting HFC refrigerant for replacing R-22 in low- and medium-temperature direct expansion (DX) refrigeration applications, including commercial supermarket systems.

# DuPont Refrigerants



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Kelly recalled that less than a year ago, he and Strickland scheduled one- to two-hour meetings with Abco's key supermarket contractor customers. Kelly described what they encountered was "no sense of urgency on the part of the contractors or the supermarkets to take action. Most were aware that they had to start thinking about moving away from R-22, and were slightly aware of the ISCEON® refrigerants, but none were moving." Kelly admitted that, "At the start, I wasn't totally sold on ISCEON® MO29 and the benefits. Then, as we continued our efforts to meet with customers and supermarkets, I learned more, and saw the response gain momentum."

### Benefits Gained

Abco played a fundamental role in helping its contractor customers succeed in delivering the benefits of, and assisting with the retrofit to DuPont® ISCEON® MO29 at supermarkets like Pathmark. Kelly gets excited about the results after less than one year of bringing ISCEON® MO29 to his customers. He reflects, "Quick-response, information, and knowledge are core elements of what Abco brings to its customers. We want and continue to be in the forefront of providing solutions to our customers' needs just as we did back in the days of the MP39 and HP80 conversions. We're continuing that today with ISCEON® refrigerants."

### Conclusion

Kelly described what's happening today in the HVACR market as fun. "We're bringing the practical and field experience together with the information and knowledge we gained with ISCEON® MO29 to our customer base and beyond. It's fun to see the excitement extend to the end user."

For anyone considering ISCEON® MO29 as an alternative to R-22, Kelly noted, "Contractors may have a little trepidation because [ISCEON® MO29 is] a new product; however, I suggest you reach out to someone with experience. DuPont has resources, like project managers and materials, available to assist with the retrofit process—take advantage of that. The transition is not totally effortless; however, it's smoother when working as a team!"

### DuPont Refrigerants. The Science of Cool.™

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