



# Retailer's Guide to the California Regulation



**Selling Small Cans of R-134a  
Automotive Refrigerant**



# California Regulations on Small Cans of R-134a Refrigerant

**THE BASICS** Retailers located in California now have special requirements necessary for the sale of R-134a refrigerant to be used in automotive A/C systems. These regulations are in full force for 2011, even though signage requirements actually began on January 1, 2010.

**What is the purpose of this regulation?** The main reason for this regulation is to reduce accidental emissions of R-134a refrigerant from small containers used by DIY consumers. It is the right thing to do because R-134a is a greenhouse gas and contributes to global warming. Small containers are defined as those containing more than 2 oz. and less than 32 oz. of R-134a refrigerant.

## **What does the regulation require?**

**The regulation has 4 requirements:**

1. Enhanced labeling instructions on all containers
2. New self-sealing valves on all small containers
3. Consumer Education
4. Recycling Program that includes deposit, return and recycle process

These 4 requirements are reviewed in the next few pages of this brochure with easy-to-follow instructions for your store personnel.

**Who must comply with the regulations?** This regulation applies to all stores located in the state of California and affects all retailers, manufacturers of these products and consumers that recharge their A/C system with these products.

**When does the regulation take effect?** As mentioned above, the regulation was effective January 1, 2010 for signage. However, small containers (more than 2 oz. & less than 32 oz. of R-134a) made before 1/1/2010 were "GRANDFATHERED" and could be sold by retailers through December 31, 2010. That's good news, because new California products do not begin distributing until Q4 2010.

**The new products must replace old in all California stores before January 1, 2011. IF OLD PRODUCT REMAINS IN-STOCK, IT WILL HAVE TO BE REMOVED FROM SALE before that date.**



## **Your A/C Products Partner**

In March 2010, IDQ became the first California-certified manufacturer of "small cans" of refrigerant. We continue certifying products and are proud to be your only FULL-LINE supplier of California products.

**Effective January 1, 2011, ONLY CERTIFIED CA SKU's WITH SPECIAL UPC CODES, self-sealing valves, approved instructions and details of the California deposit and return program, PURCHASED FROM A CA-CERTIFIED MANUFACTURER may be sold in the state.**



**Corporate@IDQUSA.com**

## **We're Here to HELP!**



**If you have any questions or need assistance with the California "small can" Refrigerant Regulation, call us at (888) 318-5454.**

# UNDERSTANDING CALIFORNIA'S REGULATION... EASY AS 1-2-3-4!

## Ready, Set... Before the Sale...

### 1 Consumer Education

**BOTH** required education pieces must be in place wherever A/C products are displayed in CA!

- Consumer "How-To" with CARB-approved content
- California "Global-Warming" placard
- IDQ has CA approved artwork, visit [www.idqusa.com](http://www.idqusa.com) for examples.

*\*MATERIALS DISTRIBUTED BY RETAILER*

Green placard located for easy reference to customers.

"How-To" Guide



### 2 Enhanced Labeling

Look for **"THE BOX"**!

It tells you it's a California product and subject to deposit & returns

- "Certified" CA products include:
  - Deposit & return program info
  - Improved how-to instructions

**\$10 REFUNDABLE DEPOSIT**  
if returned within 90 days of purchase.

**CALIFORNIA**

DEPOSITO REEMBOLSABLE DE \$10  
si es regresado en menos de 90 días después de la compra.

All new California approved packaging will have **"THE BOX"** describing the \$10 deposit.



### 3 Self-Sealing Valves

Look for the valve!

CA "certified" small containers (more than 2-oz / less than 32-oz of R-134a) will have a self-sealing valve

- Eliminates accidental installation leakage
- Retains left over R-134a for storage or recycling



### 4 Deposit>Return>Recycle

It's simple and responsible!

- Customer purchases & returns for deposit
- Retailer sorts & ships empties to manufacturer
- Manufacturer recovers, reclaims & recycles



\*Details appear to the right in this brochure.



# After the Sale... It's EASY...

## 1 Sell It!

- Sell products to consumers, as usual
- Observe for “specially-marked” cans
- Briefly explain program to customer
- Collect \$10 CA Deposit (un-taxed)

### \$10 REFUNDABLE DEPOSIT

if returned within 90 days of purchase.

### CALIFORNIA

### DEPOSITO REEMBOLSABLE DE \$10

si es regresado en menos de 90 días después de la compra.



## 2 Cash It Out!

- Consumer uses and returns can
- Ask for receipt
- Look for “THE BOX”
- Match receipt to return
- Refund consumer's \$10 deposit

STORE# 9876  
DATE: JAN 11, 2010  
TIME: 13:39

SALE# 123456 19.99  
SUBTOTAL 19.99  
TAX 6% 1.20  
DEPOSIT/CA 10.00  
UNTAXED

TOTAL 31.19  
TENDERED 35.00  
CHANGE 3.81

SALE# 123456 19.99  
SUBTOTAL 19.99  
TAX 6% 1.20  
DEPOSIT/CA 10.00  
UNTAXED

## 3 Sort it!

- Separate deposit returns from defective returns box
- Save time later! Make sure returns go into an “ORM-D”-marked box

*Follow store policies for marking returns.*



TYPICAL ORM-D CARTON MARKINGS



DO NOT RETURN AS DEFECTS

## 4 Send It!

- As return box fills, arrange to send to DC
- Do not mix deposit returns with defectives!
- Pack & ship to DC in ORM-D boxes

*Follow guidelines & store procedures.*



# Look for “THE BOX”!

It tells you whether the refrigerant you’re selling is of a size that requires it be sold with a deposit in California.

**\$10  
REFUNDABLE  
DEPOSIT**

if returned within  
90 days of  
purchase.

**CALIFORNIA**

DEPOSITO REEM-  
BOLSABLE  
DE \$10

si es regresado en  
menos de 90 días  
después de la compra.

**“THE BOX”**



## What is a “small container?”

A “small container” contains more than 2 ounces and less than 32 ounces of R-134a refrigerant for use in a mobile A/C System.

# FAQ's About Recycling, Deposits & Certification

**1. On what cans do we collect deposits?** Deposits & refunds apply only to specially-marked cans sold in California. Look for **"THE BOX."**

**2. Do we have to accept used-can returns?** If you sell them & collect deposits, YES! But you're only required to refund deposits on the specially-marked small cans sold by your business. For your protection, deposit refunds require a receipt. There will be no out of state returns - the program is CA-only.

**3. What happens to returned, used cans?** **THREE THINGS:** 1) Returned deposit cans are sorted separately from "defectives"; 2) Sorted cans are returned to your DC; 3) The DC returns to manufacturer for recycling.

**4. Any special shipping requirements for returned cans?** Yes. They must be return-shipped using DOT's "ORM-D" standards. Consult your company's guidelines for DC return procedures.

**5. We sell to "DIYers" & "Pros." Do both pay a deposit?** Yes.

**6. If a store outside CA sells a CA product outside CA, do they charge a consumer deposit?** No. The program works only in California. No refunds are issued outside of CA. Remember to check receipts before refunding any deposit.

**7. Are retailers responsible for record keeping & reporting to CARB?** The main responsibility for reporting belongs to your manufacturer partners. IDQ will automatically report shipments and returns of CA products annually to CARB (due by March 1<sup>st</sup>) by item & by customer. Upon request from CARB, retailers may also be required to submit monthly can sales & returns for each CA-certified SKU. You can contact your IDQ sales representative for assistance with any CARB reporting requests.

**8. What's a "CA-certified" manufacturer & does this matter?** Effective January 1, 2011, manufacturers must be "certified" & registered with CARB.

**Only certified manufacturers may supply CA small container refrigerant to stores after this date. IDQ IS YOUR CERTIFIED, FULL-LINE SUPPLIER, certified first in March 2010.**

**9. How do I know our source is a "CA-certified" manufacturer?** **TWO WAYS:** 1. Look it up ON-LINE: CARB's Emission Reductions site is: <http://www.arb.ca.gov/cc/hfc-mac/hfcdiy/hfcdiy.htm> 2. Understand their California program. Does your manufacturer:

- Have a State of CA Air Resources Board Executive Order for the SKUs you're buying? Will they accept & recycle your returns of used deposit cans?
- Sell date-coded, specially-marked CA-SKU's with special labeling & unique UPC codes? Are their CA products equipped with self-sealing valves?
- Have required, pre-approved, CA consumer education materials for display at your point of retail sale?

**10. What happens to any "unclaimed" deposits (i.e. - consumer does not return the CA-certified can for a refund of the \$10 deposit)?** CARB requires that any unclaimed deposit funds be spent on education materials to inform consumers of proper A/C recharging techniques and measures to reduce greenhouse gas emissions associated with DIY recharging.



**IDQ Holdings, Inc.**

2901 Kingsley Road  
Garland, TX 75041

560 White Plains Road  
Tarrytown, NY 10591

[www.idqusa.com](http://www.idqusa.com)

**Questions? Call 1-888-318-5454**