

**International Compressor Remanufacturer's Association
Round Table Discussions
Hilton Head, S.C. November 11, 2021**

Ref: ICRA Future Directions and Opportunities

Ritchey addressed reports of reciprocating compressors volumes being reduced in the marketplace. He advised that the Annual Statistical newsletter published by ACHR News (BNP Media) stated numbers showing reciprocating compressors numbers actually increased the last couple years. Much of those increases were in refrigeration low temp equipment, but the reductions everyone suspected are not occurring as quickly as was thought.

Suggestion for next convention: Something else to sell available???
Market Research ???

Prices are all going up. Freight, parts, equipment, vehicles, etc. – Everyone will need to review, evaluate, and perhaps adjust their prices. This is a perfect opportunity for small businesses to increase while everything is going up according to national surveys. People will expect and accept increases now better than ever before. There may not be opportunities like this again for a long time.

Group Purchasing: There are products used by most member companies that may lend themselves to better pricing by combining resources and negotiating prices based on volumes of several companies in the Association.

i.e. Boxes, Pallets, Decals, Essex Varnish, Lead Wire, Magnet Wire, Roto Finish fluids

Ritchey interjected that we must try to find items to group purchase that would not compete with our major vendors who support our Association.

Purchasing Committee - Should look for reps of products to present at Association functions to sell to the whole group in order to get the best group pricing.

Bruce advised that he will send a survey out to the membership to see what items they would be interested in seeing for a group purchase program to be initiated. He advised that it would be out in November.

Warranty Considerations – Ritchey stated that it seems the purchasing public expects more from independents than they do from OEM's even though the OEM pricing is so much greater.

A question was asked about what portion of market share do we think independents like our members have of the total remanufacturing marketplace – Carrier used to say they thought we commanded 50% or more of total market share. We do not think so.

These notes of the Roundtable Discussions will become an addendum of the minutes of this year's General Membership Meeting.