



# e-advantage



## Turn to JBAR for Specialized Jobs

**W**hen the maker of Ditch Witch mobile drills and trenchers called Jeff Savage of Oklahoma City CSTK about adding rooftop A/C to a new model, it was both an opportunity and a challenge. Ditch Witch has used R-9777s on cabs for a long time, but now needed a rooftop unit that would meet tougher European standards for electromagnetic interference.

"In terms of performance and durability, the R-9777 is the right choice for this particular application," Jeff says. "If we could equip one with an EMI filter, we'd be all set. But Ditch Witch needed fewer than 50 units. It wouldn't be feasible for Red Dot to modify the R-9777 and EMI-certify it given the low volume of the Ditch Witch order."

The solution: Jeff contacted JBAR. "They do custom work, they specialize in off-highway markets, and they're part of Red Dot," says Jeff. "I asked JBAR if they could help. They jumped right in."

JBAR engineers developed a retrofit kit for a handful of R-9777s already in-

stalled on pre-assembled cabs. Moving forward, JBAR will produce a modified version of the R-9777 with EMI protection (and its own part number) and ship it directly to Ditch Witch's cab suppliers.

"Everybody wins here," Jeff says. "JBAR made it possible for us to continue to supply the Red Dot product."

"Jeff did a fantastic job coordinating communication between the engineers here and at Ditch Witch," says JBAR's Tracy Metcalf. "We were all on the same page and had a prototype ready for lab and field testing within 30 days."

Tracy says JBAR gives Red Dot WDs access to the engineering and manufacturing resources they need to develop system business with specialty OEMs.

"It's not usually cost-effective for Red Dot to modify an existing product or develop something new for a

few dozen units a year," he explains. Through JBAR, a WD can offer off-highway equipment manufacturers a system of components from a single source that's customized and designed to work together.

"I believe that's important today," Tracy says. "With low-volume OEMs, we're seeing a trend where they want to streamline the number of suppliers they use. Having three, four, or five suppliers in the system can be hard to

manage when there's a warranty or supply issue. JBAR can take on those smaller, custom jobs and help the WD support

the OEM with a customized unit." If you're working with a specialty OEM, contact your Red Dot Account Manager about how JBAR can help meet your needs.

## JBAR A/C

A Division of



## Red Dot News

### Order Red Dot Desk Calendars

Red Dot's desk calendars put your company's name and Red Dot products in front of valued accounts all year long. Contact Ron Hidalgo for order forms and details about pricing: [ronhidalgo@reddotcorp.com](mailto:ronhidalgo@reddotcorp.com) or 206-394-3511.

Order deadline: August 1.

### Truck-down Order Cut-off Times

During our peak season, the cut-off time to place a truck-down order and have it ship same-day is 6 p.m. Central Time (4 p.m. in Seattle). Truck-down or emergency orders will ship the same day via either next-day or second-day service only. You can track your shipment via a link in the "PO Search" page of Red Dot's eCommerce site.

## SERVICE TIP

# Choosing the Right Refrigerant Oil

By Gary Hansen

One of the great misconceptions about synthetic refrigerant oils is that they're all more or less the same. In fact, there are big differences among them in solubility, viscosity, and additives. Oil isn't a one-size-fits-all commodity. We should treat it like a critical component in the system (because it is). Follow these best practices to make sure you're stocking and using the right oil for the job:

**1. Sanden oil for Sanden compressors:** Roughly 70% of our refrigerant oil sales is Sanden SP-15 PAG oil. Sold in 8-ounce metal cans, this is the standard service oil for heavy-duty Sanden compressors in North America. It's the only oil approved by Sanden—anything else will risk voiding the warranty on a failed compressor.

**2. Choose the proper viscosity:** Viscosity is a measure of the oil's resistance to flow. It is classified by ISO grade, measured in centistokes (e.g. ISO 46, ISO 100, or ISO 150). The numbers represent the viscosity of the lubricant like 10W-30 or 10W-40 represents the viscosity of engine oil. Choose a service oil with

the ISO grade recommended for the compressor make and model. Ideally, it should be a double end-capped PAG (end-capping is a chemical process that makes PAG polymers more stable and less affected by moisture).

**3. Stock a variety:** Maintain a selection of high-quality refrigerant oils, including double end-capped PAG 46, PAG 100, and PAG 150; Sanden SP-15; and POE 68. With a variety of oils on hand, you'll be able to properly service most heavy-duty A/C compressors.

**4. Packaging matters:** Buy oil in smaller containers to better control moisture ingress. At Red Dot, we believe that metal containers and drums work best (metal is not hydroscopic). As always, keep containers tightly closed when the compressor oil is not being dispensed.

Heavy-duty A/C compressors are generally robust and can handle some abuse. The bad news is when they overheat and fail, they're expensive to replace. When in doubt, check with the compressor manufacturer to make sure you're using the proper oil and viscosity rating.



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All times are in the Pacific Time Zone