



e-advantage



Red Dot Offers No-Idle, Battery-Powered HVAC for Sleeper Cabs

With tighter restrictions on idling and the unpredictable cost of fuel, more truck owners want an all-electric HVAC system. Of all the no-idle systems on the market today, only ClimaCab from Glacier Bay meets our standards for performance, durability, clean installation, and ROI.

We're now offering Glacier Bay's ClimaCab system through our distribution network and invite you to take a closer look:

Who It's For: ClimaCab is ideal for trucking customers who need auxiliary HVAC but don't want the installation and maintenance costs associated with a diesel-powered APU.

High Performance: Powered by a bank of four AGM batteries, ClimaCab provides 8,000 BTUs/hr of cab and sleeper cooling for more than 10 consecutive hours, the length of an overnight rest period. It produces heat from a radiant panel or Espar Airtronic D2 auxiliary heater.

Easy Installation: ClimaCab uses no ducting so it's easy to install and consumes no interior storage space. You don't need special tools or training.



Simple Setup: ClimaCab uses just five components: a Power Management Module; evaporator; a condenser; a touch-screen control; and mounting bracket for the batteries. Together, the components weigh less than 200 pounds, not including batteries.

The condenser is a continuously variable-speed 350V brushless DC compressor that mounts to the underside of the cab. The evaporator mounts to the rear wall of the sleeper and uses continuously variable-speed fans. The batteries are recharged during normal truck operation.

Financing and Tax Exemption: Glacier Bay offers a "Save-As-You-Go" four-year lease plan that can generate positive cash flow for the user because the expected monthly savings can exceed the lease payment. Also, ClimaCab is certified under the EPA's SmartWay Transport Partnership. Each unit you sell qualifies for a federal excise tax exemption.

We're excited about this product. There's information online at www.climacab.com, and talk to your Red Dot representative for more details.

RED DOT NEWS

ROI: ClimaCab vs APUs

The average long-haul truck will spend 30% of its time at idle, burning a gallon of fuel an hour. If a truck idles eight hours a day, five days a week, to heat or cool the cab, that's 1,920 gallons a year at a cost of \$4,464 if diesel is \$2.30 a gallon. ClimaCab eliminates the fuel expense and more. Here's how its ROI stacks up against an APU:



	APU	ClimaCab
Fuel Consumption	480 gal.	None
Fuel Cost (0.25 g/hr)	\$1,104	None
Battery Depreciation (\$300)	None	\$415
Alternator Draw (\$115)	None	\$415
Annual Maintenance	\$650	None
4-Year Expenses	\$7,016	\$1,660
Operating Savings	\$10,840	\$16,196
Engine-Start Savings	\$2,000	\$2,000
Total Savings	\$12,840	\$18,196
Payback (\$8,000 system)	30 months	21 months
ROI	160%	227%

Compared to diesel-powered APUs, ClimaCab produces \$5,356 greater savings per truck, nine months faster payback, and a 50% higher ROI. It also creates no CO₂ emissions, making it ideal for trucks that operate in ports, urban areas, and other places where emissions are severely restricted.

RED DOT NEWS...

QUE Compressors

QUE A/C compressors have replaced the I.C.E and Seltec products in the Red Dot catalog. An affiliate of TCCI, QUE supplies a variety of quality compressors for heavy-duty truck, off-road, military, and R404A refrigeration applications.

QUE's drop-ship program (FOB Decatur, Ill.) is competitively priced (25-piece minimum order, five pieces minimum per part number). The skid-load



quantity is 100 pieces for the QP15, QP16, and QP21, and 36 pieces for the QP31. Terms are net 30 days; allow a lead-time of eight weeks.

Change In White Paint

Red Dot is making a running change from the glossy white paint used on our aftermarket products to a slightly textured finish.

If you're selling products to "specialty"

OEMs that need to match paint, be advised of this change and please let them know.

We're happy to provide painted sheet metal samples.

SERVICE TIP:

Heater Hoses: Watch for Debris!

It's amazing the amount of debris that can accumulate in coolant over time. Some of these contaminants are big enough to plug water valves and potentially damage the heater core.

What's the source of this debris?

Much of it comes from heater hose, which tend to deteriorate from the

inside out and shed material into the coolant. That's why it's important to promote coolant changes at recommended intervals—and to remind vehicle owners to check hoses for a spongy feeling. It's a great opportunity to promote heater service and a high-quality replacement hose.



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