



# e-advantage



## Red Dot to Acquire JBAR A/C

**W**e're excited to tell you about the acquisition of JBAR A/C, a designer and manufacturer of off-the-shelf heating and A/C units for vehicles used in construction, materials handling, and other heavy-duty applications.

JBAR, based in Valley View, Ohio, will operate as a Red Dot subsidiary, retaining its brand, management team, and employees. Mike Pease, JBAR's founder and president, will join our senior management team and continue to be responsible for its day-to-day operations.

This is a great addition to the Red Dot family. JBAR is a small manufacturer and we've long admired the quality and performance of its units. As a Red Dot company, JBAR will be able to support its products and customers with the level of manufacturing, customer service, distribution, and engineering resources that heavy-duty vehicle owners expect.

This acquisition will also strengthen Red Dot's manufacturing presence in the Eastern U.S. and Canada. We do plan to invest in additional production capacity in the Cleveland area so JBAR can meet the growing needs of its customers.

This agreement will not affect the way you currently order or receive items from Red Dot, and in terms of manufacturing, distribution, and product support, it's business as usual at our Seattle and Memphis locations.

The acquisition will close on Sept. 1. Then we can provide more details about how we can make JBAR products available to you. In the meantime, you can learn more about JBAR and see its catalog at [www.jbar-ac.com](http://www.jbar-ac.com).

### Meet Ron Hidalgo

Ron is our marketing specialist, working on our all-makes catalog, product literature, and inventory analysis. He joined Red Dot in May and has a background in inside sales, customer service, and logistics.



"Right now I'm focusing on catalog updates and analyzing inventory and demand," Ron says. "It's been a great opportunity to learn the Red Dot product line and analyze what we can do to meet WD demand."

Ron is based in Seattle. To reach him, contact [RonHidalgo@RedDotCorp.com](mailto:RonHidalgo@RedDotCorp.com).

## Product Focus

### Improved R-1200



Indel B, maker of the R-1200 No-Idle Air Conditioner for truck sleepers, has made the battery-powered system even more efficient and easier to use.

Improvements include upgraded wiring and connectors, 12-volt compressors, a remote control, and low-power mode to extend operating

time and battery life.

#### Key features

- All 12-volt system
- Provides up to 6,150 Btu/hr of cooling
- Can maintain a temperature inside the sleeper for 10 to 12 hours
- Simple three-piece system (evaporator, condenser, and compressor)
- 55 amp max power consumption
- Total weight: 80 lbs not including batteries
- Standard low-voltage cutout
- On-board system diagnostics

When you order, note that this system has a new Red Dot part number: R-1200-1. Talk to your Red Dot representative for more information.

## COOL APPLICATIONS

# Cool to the Ends of the Earth

**W**e've seen our A/C units on some pretty cool vehicles, but none quite like the Land Tamer, a diesel-powered amphibious vehicle for moving small work crews and cargoes across rugged terrain. It comes in a six- or eight-wheel-drive configuration with an optional track-over-tire setup and a propulsion package for water travel.

PFM Manufacturing of Townsend, Mont., builds about 50 Land Tamers a year. Roughly half are equipped with an enclosed cab.

"We sell a lot to oil and gas companies for pipeline and wellhead inspection in northern Alberta and Saskatchewan," says PFM's Pat Miller, Jr. "In the summer, the heat up there isn't bad. It's the bugs. There are severe mosquito issues in the muskeg and swamps and customers want to be protected." He says enclosed cabs and A/C are also popular with customers who use the Land Tamer for noxious weed control.

PFM's challenge was to find an air conditioner that could withstand vibration, moisture, and mud in remote off-

road travel and consume little interior space. It chose an R-9755 headliner unit and condenser designed for construction equipment cabs that produces 17,000 Btu/hr of cooling and 240 CFM. The condenser mounts on the rear of the cab, protected from obstructions.



Also important to Miller: the unit weighs 32 pounds and takes up just 5 inches of headroom. You can wear a hardhat and not hit your head on the plenum.

"This isn't an ATV. The Land Tamer is commercial grade, built to be used eight hours a day, seven days a week with minimal maintenance," Miller says. "Our customers go places in their Land Tamer that otherwise are accessible only by helicopter. They're going to the ends of the earth. The Red Dot units handle the punishment along the way."

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All times are in the Pacific Time Zone

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