



# e-advantage



## Take a 5S Approach to Spring

By Robert Gardiner

**T**our our plant in Seattle (seriously—we'd love to host you) and you'll hear a lot about a lean manufacturing principle called 5S (pronounced *five "S"*): Sort; Set in order; Shine; Standardize; and Sustain.

It's a systematic approach to eliminating wasted space, time, and movement. As A/C season ramps up, 5S absolutely can lend itself to your parts and service operation. Here's how:

1. **Sort:** Clear out the old catalogs, papers, and broken parts. Remove anything you don't use that takes up valuable space. One distributor I know freed up 30% of his inventory space and eliminated a mezzanine, which he was able to sell.

2. **Set in Order:** Organize work areas so your staff can find catalogs, phone numbers, and other data quickly. Same with your service trucks. How many times do you have climb back into the vehicle for particular tool, part, or gauge? How many extra trips (at 8 mpg) do you make because you don't have what you need?

3. **Shine.** Target specific places to regularly clean, like counter areas, storage, trucks, and service equipment (maintenance is part of the process). Define a standard of cleanliness as well as how to clean and who will do the cleaning.

4. **Standardize.** How can you mistake-proof your system? We use checklists, color codes, visual symbols, and allocate time at the end of the day to sort, order, and shine.

5. **Sustain.** In Japanese, the fifth S stands for *shitsuke*: to form a habit of always following the first four S's.

The last two S's are the most important. Anyone can do a spring cleaning blitz. It takes ongoing management support to make 5S part of the everyday job with training, audits, and ideas about how to improve performance.

Start with an inventory that makes sense for your operation. Ask your Red Dot Account Manager for help. A sixth S—**success**—will be right around the corner.

### Compressors

The 2012 compressor specials are out and it's time to place orders.

*Red Dot was proud to sponsor the MACS Hole-In-One contest in honor of our friend and colleague Jimmy Graves, who passed away in 2010. Jimmy received the inaugural Topper Nurrenbrock Training Award at MACS in 2008. He is sorely missed.*

**Today's hole-in-one contest**

Sponsored by RedDOT CORPORATION

In Remembrance of Jimmy Graves



MACS member, Technical Trainer and Golfer

**Good Luck in the Contest!**

## Red Dot News

# JBAR A/C

A Division of RedDOT CORPORATION

## JBAR Units Join the Family

JBAR units are a great fit for the Red Dot family. That's by design, say Mike Pease, who manages our JBAR business. Mike owned JBAR from 2001 until it was acquired by Red Dot in last August.

"We developed JBAR units to match the performance and durability that Red Dot is known for," he says, "but with a size, capacity, mounting location, or some other feature that would make JBAR units stand out."

One example is the R-9753 (previously JBAR's EE120). It's a headliner A/C unit similar to the R-9755, but it's more compact and has a heat option. "Every JBAR unit meets a need like no other unit Red Dot makes," Mike says. "You'll have more options to satisfy a customer."

Your Red Dot catalog (available in early March) has a complete list of units made by JBAR, or talk to your Red Dot Account Manager for details.

## NO-IDLE A/C TECHNOLOGY

# Sleeping Well Makes the Cut at Marathon Cheese

Any way you slice it, the new R-1200 Sleeping Well Arctic Plus is a big improvement over diesel-fired APUs and other battery-powered A/C systems. So says Tony Gertschen, air-conditioning mechanic at Marathon Cheese in Marathon, Wisc. The company is equipping every new tractor in its 35-truck fleet with the Sleeping Well Arctic Plus. Badger Truck Refrigeration in Eau Claire is handling the installations.

A cheese packager, Marathon Cheese runs regular routes that include 10-hour rest periods for drivers. Uptime is critical. No one likes having to pull a truck off the road to fix the APU.

The 12-volt R-1200, introduced last year, is durable, compact, and keeps the sleeper cool for 10 to 12 hours with the engine off. Maximum power consumption is 55 amp/hr, a 26.66% reduction compared to the previous version.

"This Sleeping Well system is the best we've used," Tony says. "The electri-

cal connections are sturdy and we're not seeing the corrosion and other problems that we've had with systems that say they're heavy-duty but really aren't." The single-fan condenser is quieter and more reliable than the twin-fan unit on the previous Sleeping Well model, he explains, and drivers like the remote controls on the latest version.

Tony says there are tradeoffs to battery-powered A/C systems. They're designed to maintain a temperature, so drivers should use the truck's A/C to cool the sleeper 15 to 20 minutes before they shut down and draw the curtains for insulation.

"The 12-volt Sleeping Well works great for us," Tony says. "We get excellent reports from the drivers, and from my perspective it's the first idle-free A/C system that lives up to the claim of being 'maintenance free.'"

To learn more, visit [www.RedDotCorp.com](http://www.RedDotCorp.com) or contact your Red Dot Account Manager.

## Mid-America Trucking Show

If you missed us at MACS in Las Vegas last month, see Red Dot at the Mid-America Trucking Show in Louisville March 22-24.

**We'll be at Booth #11036.**



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All times are in the Pacific Time Zone

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