



**FOR IMMEDIATE RELEASE**

**Attention: Editor**

**February 2009**

**STRICT NO-IDLE LAWS LEAD TO  
THE DEVELOPMENT OF "A PRODUCT WHOSE TIME HAS COME"**

**RICHLAND, MS** – When a customer mentioned a new battery-powered truck air-conditioning system he had heard of, Richard Milne was skeptical. As Parts Manager for Kenworth of Mississippi, he had some negative experiences with battery-powered systems and was unimpressed. But his customer wanted to see how it worked, and Milne knew that many Kenworth customers were looking for a better alternative to diesel-powered APU-driven systems. Milne along with Jeff Dixon, Outside Sales Representative for Kenworth of Mississippi, followed up with a call to the manufacturer of the Arctic *BREEZE* Truck AC™ system, Hammond Air Conditioning.

"We contacted Jeff Lemon, Hammond's senior system designer," recalls Milne. "At our request, he drove down to Mississippi in a rental van with a demonstrator unit in the back of the truck. We spent three days with him demonstrating the unit for potential customers. Afterwards, we ordered an Arctic *BREEZE* Truck AC unit outfitted with **ODYSSEY batteries** and put it in one of our Kenworth trucks." The 12V DC system's cooling capacity and operating time far exceeded their expectations.

"Not only did it maintain a comfortable temperature," says Milne, "it actually cooled the cab down and ran for 15 hours – all during a very hot July day in Mississippi. In fact, for one of our customers, the demo unit ran 18 hours on one charge. On a 115° day, it kept the van at a comfortable 62°. We knew then that this product was going to meet the needs of our customers."

**A product whose time has come**

Jeff Dixon recalls the first day they were making the rounds with their demonstrator. "We visited at least 5 customers, and every one of them had at least one APU unit torn down on their floors. At that point, we realized what a maintenance nightmare APU units are for most fleets and their mechanics," he says. "We knew then that we had a winner on our hands with the Arctic *BREEZE* Truck AC product. The design is amazingly simple -- it really is a product whose time has come."

Milne says the new Arctic *BREEZE* Truck AC answers what he considers to be the top three priorities of most trucking fleets. “The number one priority is compliance with strict new no-idle laws and emissions standards; next is the rising cost of fuel combined with the desire for less downtime and wear and tear and low maintenance on equipment; and last, but certainly not least, is the need to keep their drivers safe and comfortable. This product meets all of these priorities and it has a payback of less than 12 months.” (See Sidebar for details)

Even when fuel prices are low, truckers still need reliable auxiliary air conditioning. Many of Milne’s customers are long-haul fleets that drive in high heat through routes across the southwest all year round. And, according to Milne, some states are enforcing their ‘no-idle’ laws very strictly.

This is the need that Jeff Lemon saw when he designed the system. “Unlike diesel-powered auxiliary power units, this system is quiet, vibration free, and environmentally friendly,” says Lemon. “It’s very cost efficient, with a potential payback in less than 12 months based solely on fuel costs. They’re simple to use and service, and they emit zero emissions,” says Lemon. “No one will be knocking on drivers’ doors asking them to turn off their APUs.”

Hammond is well-known in the heavy equipment industry for its Arctic Wolf™ integrated AC systems, providing thousands of aftermarket kits for virtually every brand of construction machinery. Hammond was also recruited by the US Navy to produce integrated AC systems which later led to the development of Hammond’s new battery-powered technology. Trials have indicated that the Arctic *BREEZE* system is capable of maintaining comfortable temperatures for much longer than the designated 10 to 12 hours. Systems come with a battery protection switch that automatically shuts off the A/C at 12.2 volts, ensuring that drivers will always have plenty of power to turn over their trucks’ engines.

Arctic *BREEZE* Truck AC systems are easy to install and virtually maintenance-free. “In most instances we have done the installation for our customers, although we found that the unit is very easy to install for those customers who prefer to do it themselves,” says Milne. “The basic components are all automotive grade and most are available at local parts outlets. The system has only three proprietary parts in it. Service technicians will immediately recognize the unit’s components, making routine servicing and repair a breeze.”

Milne and Dixon have high praise for Jeff and Deb Lemon at Hammond Air Conditioning. “They’ve done a fantastic job of staying ahead of the curve to make sure the product performs as promised,” says Milne. “One of our customers got caught up in a hurricane and his Arctic *BREEZE* unit got caught underwater and its fan motor burned up. Jeff met that guy at a truck-stop in Kentucky and changed the fan motor up for us. Hammond has demonstrated exceptional customer service of their products. This really is a user-friendly product that helps fleet owners keep their trucks and drivers on the road. Drivers love it because it’s simple and lasts, while owners love it because it lets them get off their drivers’ backs about their idle times. It really is a win-win.”

## Sidebar:

### Arctic *BREEZE* Truck AC – A product whose time has come

Designed to maintain the overall temperature of the truck cab once it has been shut down, the Arctic *BREEZE* cooling system draws a low 45 amps and provides 6800 BTU of cooling. Based on a duty cycle of 50% to 60%, the system consumes only 350 watts per hour on average. Powered by up to 6 truck batteries, the Arctic *BREEZE* system was designed to keep drivers cool and comfortable from 10 to 12 hours, depending upon a number of factors such as the time of day, color of the truck, window-tinting and how many accessories are running. Trials have indicated that the system is capable of maintaining comfortable temperatures for much longer. Systems come with a battery protection switch that automatically shuts off the A/C at 12.2 volts, ensuring that drivers will always have plenty of power to turn over their trucks' engines.

Made of 1/8" aluminum, the compressor/condenser box can be mounted directly behind the cab or hung off frame rails with the included universal brackets. A battery box with all necessary universal brackets for external mounting is an optional item. The system evaporator can be mounted on a shelf, directly on the back wall of the cab, or in a storage compartment. Systems are available for both sleeper and day cabs and come in a boxed kit with all necessary components included and can be installed in 5-6 hours.

### Calculate your potential savings

Hammond created the following chart to simplify the payback calculations for the Arctic *BREEZE* Truck AC system. For more details, go to [www.arcticbreeze-truckac.com](http://www.arcticbreeze-truckac.com).

1. Fuel cost/Gallon	\$4.00
2. Fuel consumption at idle	0.8 gal/hr
3. 1 x 2	\$3.20/per hour
4. x # of hours/day idling	8 x \$3.20 = \$25.60
5. x the number of trucks x 10	10 x \$25.60 = \$256.60
6. x # of days/week	5 x \$256.60 = \$1,283 per week
7. x # of weeks	50 x \$1,283 = \$64,150

### About Hammond Air Conditioning

Based in Ingersoll, Ontario, Arctic *BREEZE* Truck AC™ from Hammond Air Conditioning is quickly becoming the first choice for a growing number of truck dealers and truck fleets and operators seeking dependable, quality-built fully integrated battery-powered air cooling systems. The company's integrated air conditioning experience includes over 700 different vehicle types – everything from mini-excavators to motor graders, from heavy mining and construction equipment to material handlers as well as trucking and marine applications.

For more information about Hammond Air Conditioning and the full line of Arctic *BREEZE* systems, or becoming an Arctic *BREEZE* Dealer, contact Denise Henry or Ken Barnard at Hammond Air Conditioning Limited, 125 Samnah Crescent, Ingersoll Ontario. Telephone: 1-800 267-2665 • Fax: 1-888 267-3745  
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