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Innovations And Improvements Reflect The Service Tech's Perspective

By Mark Skaer Of *The News* Staff

One of the contractor-judges was particularly impressed with the flexibility and potential savings offered by the Industrial OAM-Purger from Redi Controls Inc. (Greenwood, Ind.). The judge was obviously not alone in his assessment, as the product earned the gold award in the Refrigeration Equipment and Accessories category in *The News'* first-ever Dealer Design Awards.

Mark Key, vice president, sales and marketing, Redi Controls, believes the company's purger is top-notch. "Every time a service technician has to respond to a chiller that is needing assistance due to lost capacity [oil migration], that decreases the profit on that service con-



According to Redi Controls, its Industrial OAM-Purger can restore chiller capacity, thus offering substantial energy savings for building owners.

tract," wrote Key in his entry form.

"This product can be sold to the customer (and energy management departments often assist with funding), save the customer thousands of dollars in energy savings, and thus the Industrial OAM-Purger pays for itself, and the service contractor regains capacity and decreases the amount of time servicing this chiller, thus increasing profits on the service contract."

Gold Winner

According to Redi Controls, its Industrial OAM-Purger is an oil, acid, and moisture purger specifically designed to remove oil that has been entrained in a chiller's refrigerant charge. Thus, noted Key, the product regains chiller's lost capacity, saves thousands of dollars per year in energy savings, decreases wear and tear on the chiller, and can assist in extending refrigerant charge life.

The contractor-judges zeroed in on the features that were designed and manufactured to assist the contractor in the installation, maintenance, and service for the product.

According to Key, the Industrial OAM-Purger was designed so that the contractor can simply mount the unit next to the chiller, make appropriate connections, "and then allow this passive device to operate."

According to Key, within the first month, approximately 80 percent of the oil will be removed. The following month, the remaining oil will be removed, leaving only a trace amount of oil in the system. After installation, Key said the only yearly maintenance for the Industrial OAM-Purger is the filter replacement.

"Nonproprietary filters can be purchased from any HVACR wholesaler," commented Key.

In ways the product is different from

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DEALER DESIGN AWARDS

REFRIGERATION EQUIPMENT AND ACCESSORIES

GOLD WINNER
Redi Controls Inc.
Industrial OAM-Purger

other competitive products, Key noted that the service contractor can sub-contract with a refrigerant reclaimer, who will charge around the same amount or more for reclaiming charge, but within a few years, one will be back to having oil entrained in the charge again.

"For the same price or less, the contractor can provide the Industrial OAM-Purger, including installation, and solve the problem for the rest of the life of the chiller," wrote Key. "This benefits the contractor who will spend less time sending a technician to service a chiller running at lower capacity and, in some cases, responding to low oil fault."

For more information regarding the Industrial OAM-Purger, visit www.redicontrols.com.

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