



# Tripp Lite, CDW Team Up to Help JS Products Beat the Las Vegas Heat



## SUMMARY

### Customer

JS Products, Inc. develops, manufactures, markets and distributes specialty tools and equipment to the professional automotive and industrial markets.

### Goal

Prevent rack-mounted server room equipment from overheating after building air conditioning failure.

### Solution

SmartRack® 7,000 BTU 120V Rack-Mounted Air Conditioning Unit

- [SRCOOL7KRM](#)

### Results

Server room equipment prevented from overheating. Equipment kept cool and functioning normally. No cooling-related downtime or business disruptions since the SRCOOL7KRM installation.

“The SRCOOL7KRM Rack-Mounted Air Conditioning Unit saved the day and our equipment!”

—Francis Shiroma  
Chief Technology Officer  
JS Products

## Customer

Founded in 1986, JS Products, Inc. develops, manufactures, markets and distributes specialty tools and equipment to the professional automotive and industrial markets. Headquartered in Las Vegas, Nevada, the company offers over 4,000 products in diverse business segments such as professional automotive, back shop, industrial, OEM and retail.

## Goal

Summer in Las Vegas is a scorcher. So when the air conditioning went out in the JS Products corporate offices, it didn't take long for temperatures in the company's server room to start climbing to levels that could cause equipment overheating. The server room houses the company's mission-critical blade servers, network attached storage (NAS), storage area network (SAN), and network communication hardware. If this equipment overheats and shuts down, the company's \$500,000 in hardware investments could be damaged. The subsequent downtime would also shut down the corporate headquarters, resulting in lost revenue.



While JS Products waited for the building air conditioning to be repaired, they looked for an immediate solution to chill the hotspots that would fit – both into the budget and into the company's server room. Their CDW Account Manager suggested an innovative solution from Tripp Lite: the SRCOOL7KRM Rack-Mounted Air Conditioning Unit. Because the SRCOOL7KRM mounts directly into a standard 19-inch rack, it perfectly suits

JS Products' objectives of providing equipment with highly efficient close-coupled cooling that doesn't occupy precious floor space.



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1111 W. 35th Street  
Chicago, IL 60609 USA  
773.869.1111  
tripplite.com



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### Solution

#### SmartRack® 7,000 BTU 120V Rack-Mounted Air Conditioning Unit

#### Model: [SRCOOL7KRM](#)

The first EIA-compliant rack-mounted air conditioning unit specifically designed to cool rack-mounted IT equipment in data centers, server rooms and network closets.

- Prevents equipment shutdowns, malfunctions and failures caused by overheating and temperature fluctuations
- Saves valuable floor space in IT environments with available rack space
- Saves energy with efficient close-coupled cooling
- Supports optional remote management via Ethernet
- Plugs into a standard 15-amp outlet (NEMA 5-15R)
- No floor drain or water collection tank needed



### Results

CDW quickly delivered the unit and the JS Products IT staff was able to easily install the SRCOOL7KRM into the rack like any other piece of IT equipment. It immediately cooled down the rack-mounted server room equipment, preventing overheating and damage. Downtime was avoided, which could have cost the midsize company \$1,167 per minute according to industry estimates. "The SRCOOL7KRM Rack-Mounted Air Conditioning Unit saved the day and our equipment!" said Francis Shiroma, Chief Technology Officer for JS Products. The unit now provides supplemental cooling and is ready for the next Las Vegas summer emergency.



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[triplite.com](http://triplite.com)



### About Tripp Lite

Since 1922, Tripp Lite has established a global reputation for quality manufacturing, superior value and excellent service. Tripp Lite makes more than 3,000 products to power, protect and connect electronic equipment, including UPS systems, replacement batteries, PDUs, rack systems, cooling solutions, surge protectors, KVM switches, IP console servers, cables, display solutions, power strips and inverters. Headquartered in Chicago, Tripp Lite maintains offices worldwide.