

# e-advantage



## Bring on Spring 2015

By Bill Jewell

**W**hile the rest of the country is scraping ice off the windshield, in Seattle we've been watching the protracted labor dispute at West Coast ports. Even though dockworkers and port operators reached a tentative five-year agreement on Feb. 20, it's going to be months before the bottlenecks break up and freight starts moving through warehouses and customs clearance and onto trucks and railcars.

The good news is that last summer, when it became evident a slowdown would happen, we began adding inventory so there would be no shortages from overseas suppliers.

### Compressors In Stock

Like last year, we made a major purchase of Sanden SD7 compressors and have them in stock now. These compressors ship directly from Memphis



(we no longer drop-ship Sanden compressors and have done away with "DS" designator for Sanden compressors).

SD7 compressors are the industry's most popular heavy-duty A/C compressor design. Talk to your Red Dot account manager about Sanden pricing, quantity breaks, shipping terms, and stocking strategies for this year.

Many WDs stock QUE compressors as a Sanden alternative. While there's not

a QUE compressor for every Sanden configuration, we've made it easy to find and order the compressor you're looking for.

If you log in to [RedDotCorp.com](http://RedDotCorp.com) and enter the Sanden part number, you'll see the Sanden item and the quantities we have on hand and a line below showing the item number with a "Q" after it denoting a QUE compressor. Check the stock count and then click the link to place your order.

Whether you're choosing Sanden or

QUE, we want Red Dot to be your best source for heavy-duty compressors.

### Red Dot Select Driers

This month marks the end of era: Parker is officially out of the receiver-drier business. Parker was the only domestic supplier of heavy-duty A/C receiver driers, which means any all-makes alternatives now come from overseas.

More than 10 years ago, we decided to offer our own line of high-capacity, spring-loaded receiver driers that would be competitive with Parker driers. This is our Red Dot Select line. We worked with a supplier in China on a drier that would meet North American requirements for performance and quality and be worthy of the Red Dot name. Today, there is a Red Dot Select drier to replace every Parker drier in our catalog.

Knowing that Parker is exiting the market this month, we've built up a solid inventory of Red Dot Select driers.

If you've stocked Parker driers and need an alternative, talk to your Red Dot account manager about Red Dot Select.

## Red Dot News

### 2015 Print Catalog Available

The print edition of our 2015 Units and All-Makes Replacement Parts catalog is now available featuring the industry's largest selection of HVAC units, components, parts, and service items.

For 2015, the catalog has an expanded OEM application section and an updated cross-reference section to make it easier to match part numbers to Red Dot aftermarket numbers. It's a handy reference for a countertop or any time you don't have access to the online or electronic edition.

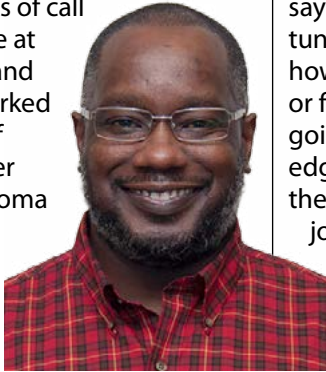
Ask your Red Dot account manager to guide you through the changes for 2015. If you need catalogs, contact a Red Dot customer service representative and place your order.



## SERVICE TIP

### Meet Danny Green

**D**anny Green may be the new voice in Red Dot customer service but it's a voice of experience. Danny has almost eight years of call center experience at AT&T and Sprint and most recently worked for two and a half years at a Grainger location in Oklahoma City, where he did customer service, picked orders for will-call or delivery,



and also worked the front counter. "In customer service, you're always listening and always learning," Danny says. "Every conversation is an opportunity to gain more knowledge about how to help customers solve a problem or find what they need. I love that I'm going to end each day a more knowledgeable person and better at serving the customer. It's the best part of my job."

Danny is a great addition to our team. You can reach him at [DannyGreen@RedDotCorp.com](mailto:DannyGreen@RedDotCorp.com) or 800-364-2696.

## PRODUCT SPOTLIGHT

### Kalori Elektrik

**R**ed Dot now offers Kalori Elektrik 12V rooftop A/C units for on-road applications.

With three blower speeds and five rotating air diffusers, the unit delivers cooling performance in the 11,900 BTU/hr range. Note that it also draws up to 80 amps; the unit is designed to be used with the engine running and is not an engine-off system for heavy-

duty cabs or sleepers.

Kalori is a 20-year-old company and a leader in the design of heating and A/C systems for industrial and specialty vehicles. It supplies the Elektrik almost completely assembled including a compressor powered by a brushless electric motor. Installation and charging are fairly straightforward for a qualified A/C technician—the compact footprint and low profile make it ideal for small cabs.



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## CUSTOMER SERVICE

Need to reach someone in customer service but not sure who?

Use our general email address: [amcustomerservice@reddotcorp.com](mailto:amcustomerservice@reddotcorp.com).

Add it to your address book. Your email will reach all of us in aftermarket customer service.

**Jared Hazen** – 1-866-366-3811  
**Customer Service Supervisor**  
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All times are in the Pacific Time Zone

MARCH 2015

# New Product for March

OEM	Application	Year	Description	OEM Part Number	Red Dot Part Number
<b>Mack</b>	Mack All	2000-2008	Condenser	210RD59M	<b>77R8335</b>
<b>Mack</b>	Vision	2007-2010	Condenser	210RD517M	<b>77R8340</b>
<b>Mack</b>	Vision	2000-2007	Condenser	210RD427	<b>77R8345</b>
<b>Navistar</b>	ProStar	2007-2010	Condenser	2591836C91, 2591621C91	<b>77R8350</b>
<b>Navistar</b>	LoneStar/ProStar, TerraStar (Class 4/5)	2010-2014	Low Pressure Switch	3839315C1	<b>71R6270</b>
<b>Peterbilt</b>	Pete 330, 335, 340	2006-2008	Condenser	3S010633	<b>77R8355</b>
<b>Trans Air/ Carrier</b>	Bus Parts		Blower Motor	BLW -200-41	<b>73R5772</b>
<b>Various</b>			Refrigerant Hose - #6 Class I Barrier (825 ft reel)		<b>78R9466SP</b>
<b>Various</b>			Refrigerant Hose - #8 Class I Barrier (725 ft reel)		<b>78R9468SP</b>
<b>Various</b>			Refrigerant Hose - #10 Class I Barrier (600 ft reel)		<b>78R9461SP</b>
<b>Various</b>			Refrigerant Hose - #12 Class I Barrier (425 ft reel)		<b>78R9462SP</b>
<b>Various</b>			Compressor	QP16-1206	<b>75R89782Q</b>

**MARCH 2015**