

e-advantage



Larry Fleming: Mourning a great friend

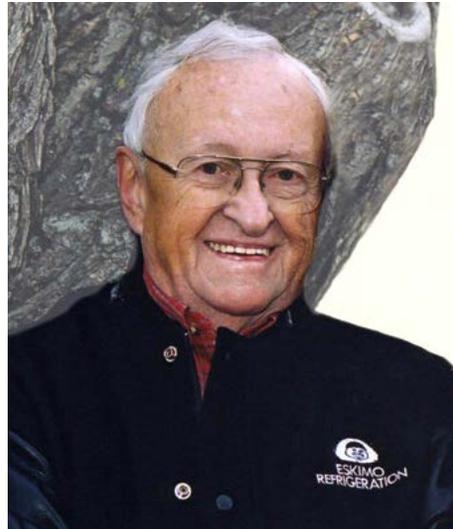
When Red Dot founder Harky Runnings would call on Larry Fleming at Eskimo Refrigeration, it might be hours before the two would actually make it into the office to talk business.

“Harky would arrive and all he and Dad wanted to do was hang around the shop and talk to the mechanics about what they were working on,” recalls Robbie Fleming, Larry’s son and president at Eskimo, a longtime Red Dot distributor in Calgary.

“They were cut from the same cloth. They had a business relationship, sure, but their passion was out there with the technicians and the machinery. What could they do to make systems work better? What could they do to help people in their jobs? Tackling those questions—that’s what Dad loved the most about coming to work.”

Larry passed away peacefully on August 14 in Invermere, B.C., at age 85. Robbie says he was active at Eskimo Refrigeration almost until his death.

“Like Red Dot, Eskimo Refrigeration is



a family business and Dad treated people like they were family,” says Robbie. “I can’t tell you how many dinners my mom made for factory representatives and technical people visiting from out of town because she and Dad couldn’t stand the idea of someone sitting in a lonely hotel room.”

Larry had only a 9th grade education but always said it was a sad day if you didn’t learn something new. He was a

fierce advocate of SAIT, the Southern Alberta Institute of Technology, and the training it provides to tradespeople in the region.

“Dad always supported factory training but he wanted to make sure there were other opportunities for tradespeople in Canada,” Robbie says. “He worked with the Alberta Apprenticeship Board and SAIT in the late 1960s and early ’70s to get transport refrigeration recognized with a three-year training program and journeyman status. Today, I believe SAIT is the only remaining journeyman transport refrigeration technician trade school in North America.”

Larry started Eskimo Refrigeration in 1964 and was a great friend to Red Dot and to many others in the trucking and transport refrigeration industries. For his lifetime commitment to the mobile HVAC industry, he received the Red Dot President’s Award in 2006.

Larry is survived by his wife of 59 years, Arthena, and his sons Robbie and Randy and their families. He will be missed.

Red Dot News

Overstock Pricing on Sanden SD7s

We’re overstocked on Sanden SD7H15 compressors for Freightliner, Kenworth, Volvo, Mack, and other commercial vehicle applications.

That means special pricing for you.

Sanden SD7 compressors are the industry’s most popular heavy-duty A/C compressor design. These overstock units ship directly from Memphis.

See page 3 for applications, part numbers, and prices.



SEATTLE UPDATES

Meet Jeremy Richardson

When it comes to heavy equipment, Jeremy Richardson knows the meaning of uptime.

Jeremy, our newest customer service representative, performed diagnostics and repairs on Blackhawk helicopters, M1 Abrams tanks, and heavy trucks during his service in the U.S. Army. He also worked as a civilian instructor and Quality Assurance/Quality Control inspector in Kuwait City, and did field



repairs as a certified and licensed residential HVAC technician.

"I've been an HVAC technician in the field and know how important it is to have the right parts and tools in the truck," Jeremy says. "I also know the sense of urgency people feel when a vehicle is down."

In customer service, that combination of experience and expertise is a real advantage and we're

excited to add Jeremy to our team. You can reach him at 800-364-2696 or JeremyRichardson@RedDotCorp.com.

SHOP TALK

Plastics Line Comes In House

A lot of planning goes into bringing just one piece of major equipment into our manufacturing process. With that in mind, this summer we added nine injection molding machines to our Seattle facility and now are making plastic parts in-house, including the housings of the R-9777 and our new R-6101. The R-6101 will enter production in Q4.



SALES

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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.

Add it to your address book. Your email will reach all of us in Aftermarket Customer Service.

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All times are in the Pacific Time Zone

Overstock Pricing on Sanden SD7s

We're overstocked on Sanden SD7H15 compressors for Freightliner, Kenworth, Volvo, Mack, and other commercial vehicle applications. Sanden SD7 compressors are the industry's most popular heavy-duty A/C compressor design.



Red Dot Part No.	Factory Part No.	Sanden Part No.	Model	Year	Application	OEM Cross Reference	SPECIAL	Overstock Amount
75R89622	RD-5-14652-0P	4082	Ford/Sterling		L-Series and Sterling A-AT, Acterra, L-Line 5500, 6500, 7500, 8500	4543 ABP N83 304455	\$160	190pcs
75R89632	RD-5-14653-0P	4084	Freightliner		Sanden SuprHD Comp with 8 Groove 12V	4808 ABP N83 304456	\$160	199pcs
75R89642	RD-5-14654-0P	4885	Ford/Sterling	1999-2002	L-Series and Sterling A-AT, Acterra, L-Line 5500, 6500, 7500, 8500	4885 ABP N83 304457	\$125	193pcs
75R89652	RD-5-14655-0P	4081	Kenworth	2003-2006	T2000, with 8 Groove 125mm GSA Head Ear Mount (F69-6003-112)	ABP N83 304458	\$160	152pcs
75R89662	RD-5-14656-0P	4090	Kenworth		All Models, with 8 Groove 119mm 4.6" (LE1085, K318-103)	ABP N83 304435	\$157	191pcs
75R89682	RD-5-14659-0P	4108	Freightliner	2008-2009	All with 8 Groove 140mm, Direct Mount	4108 4802 ABP N83 304437	\$162	193pcs
75R89702	RD-5-14661-0P	4117	Volvo/Mack		All with 8 Groove 130 mm, Direct Mount, 2 wire	20370290	\$162	147pcs
75R89712	RD-5-14662-0P	4120	Volvo/Mack		Cummins ISX, 6 Groove 125mm Direct Mount with WV Head	21349573	\$162	179pcs

Conditions & Limitations

1. The PO must clearly say "**Overstock Special**".
2. Order must be sent to customer service and not entered online.
3. Limited to the overstock amount.
4. First come, first served.

SEPTEMBER 2015