

e-advantage



R-6101: Now In Production

Red Dot officially launched our next-generation rooftop air conditioner, the R-6101, an update of our popular R-6100. The R-6101 is rated up to 21,300 BTU and 299 CFM, and the sleek, low-profile housing looks right at home on today's cabs.

With these units rolling down the line and shipping now, here's a quick FAQ about the latest in rooftop A/C:

Why an injection-moulded housing?

The injection-molded housing contributes to a 15-pound weight savings compared to the R-6100. It also allows us to produce an aerodynamic, low-profile design (7.7 inches off the roofline) with molded pockets inside to hold the receiver-drier, blower assembly, and evaporator core. These pockets, similar to what we use on the R-9777, make components easier to service and replace.

Where does the 30% performance improvement come from?

The 12-inch Spal fan has a far more efficient propeller blade that increases airflow substantially, and a dual-scroll/dual-inlet Spal blower, rifled-tube

evaporator, and parallel-flow condenser contribute to the improved performance.

What applications will use the R-6101?

The R-6101 is designed for on-highway use where supplemental A/C means a more comfortable, productive operator. We're seeing tremendous interest in stop-and-go applications like waste and refuse trucks, and severe-service

vocational applications like dump trucks and heavy haulers.

What happens to the R-6100?

We plan to phase out production of the R-6100 this summer. If you have customers who use the R-6100, now is the time to start discussing a shift to the R-6101. Check out our R-6101 brochure and talk to your Red Dot account manager about strategies for making the move to the next generation in rooftop A/C.



Red Dot News

R-6101 Brochure

With the R-6101 now shipping, make sure you have the latest product literature. Our R-6101 brochure outlines the features and specs you need when you're talking to customers about our next-generation rooftop A/C unit. Log in to the "[Literature](#)" section of our eCommerce site to download our R-6101 brochure.



2016 Catalog

The print edition of the 2016 Red Dot catalog is ready to ship. Go online and place your order now for the industry's most comprehensive catalog of all-make HVAC units, components, and replacement parts.



MARKETING TIP

New PDF Flyer Creator

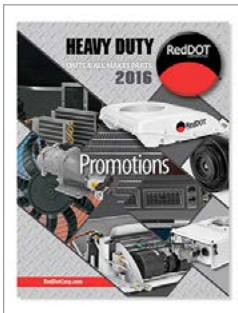
Do you know you can create and customize your own ad flyers through the Red Dot eCommerce site? Look under the "Media" tab and start building ads for Red Dot products. If

you haven't sent us a digital copy of your logo, talk to your Red Dot account manager about how to do it. That way you can automatically put your branding on your Red Dot flyers.

PRODUCT OPPORTUNITIES

2016 Seasonal Promotions Deadline: March 31

Have you checked out our 2016 Red Dot Seasonal Promotions booklet? Talk to your Red Dot account manager about



how to take advantage of special pricing on a wide range of products including Sanden, Que, and T/CCI compressors. Our seasonal specials are a great opportunity to sit down and analyze your Red Dot product requirements, reach a new pricing discount level, and stock up for a busy 2016.

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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

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