



ADVANTAGE

News and Information for Red Dot Distributors

Aftermarket Report: Heavy Trucks & APUs

Factory-installed no-idle power systems are a growing trend in the heavy-truck market. You've no doubt seen integrated auxiliary power units (APUs); generators; fuel-fired heaters; battery-based systems; "idle shutdown" systems; and stationary electrical or "shore power" solutions. Freightliner, Volvo, International, Mack, and Kenworth have announced factory-installed idle-management systems.

There's a case to be made

for aftermarket units, however. Some customers object to factory-installed systems because a) they're included in the 12% Federal Excise Tax; and b) they don't get the U.S. DOT's 400-pound weight exemption for APUs.

The 12% FET is a big hit when you consider the cost of the factory-fitted no-idle option, which can range from \$3,000 to \$8,000. It's a competitive advantage for aftermarket no-idle systems and a message

you can weave into conversations with your truck customers.

Did you know? Long-haul trucks in the United States use an estimated total of 838 million gallons of diesel fuel to idle their engines, primarily for climate control. That equates to 1,860 hours of idling per truck per year for an estimated cost of \$4,650, if you figure that an idling truck uses about a gallon of fuel per hour and fuel costs \$2.50 a gallon.

RED DOT NEWS

- We have a new O-ring supplier. The color of the new rings is green instead of red, although the material is still the same and will act in the same way as always.
- Red Dot has discontinued the R-256-OP (Low Amp) auxiliary heater for commercial trucks and recreational vehicles.
- Red Dot was designated a "certified supplier" by Crenlo Inc., a manufacturer of cabs and ROP structures for Cat, John Deere, CNH, AGCO, and other heavy equipment suppliers. Crenlo certifies suppliers based on on-time delivery, quality, cost reduction, and corrective actions. We supply R-9475, R-4460 and R-3960 units to Crenlo.
- Meet us at MACS. We'll be at the Mobile Air Conditioning Society event in Phoenix from Feb. 1-3 (go to www.macsw.org for details). Please stop by Booth #431 and say hello!



OEM Watch

Pierce Manufacturing

This is the first in a series on specialty OEMs that use Red Dot product but whose dealer network may need support for HVAC service.



HQ: Appleton, Wisconsin

Profile: Big cabs, lots of glass, extended downtime, and firefighters in heavy gear make fire and rescue a demanding HVAC application and a good opportunity for service and parts sales.

A division of Oshkosh Truck Corp., Pierce has a full line of pumpers, tankers, rescues, aerials, and other emergency vehicles. It has authorized dealers in the United States and Canada, but many have multi-state areas of responsibility. For a list: www.piercemfg.com/contact/dealer_locator.cfm

Red Dot Applications: We're the standard HVAC system supplier for the Dash, Lance, Quantum, Saber,

and Enforcer models. These use the R-2510 front evaporator and R-9715 rear evaporator, R-3500 heater, and R-4500 condenser.

We're also standard on the new Velocity (pictured) and Impel models, entering production in January. The Velocity and Impel A/C system uses similar components to the R-9715 ceiling-mount unit (essentially, we're taking two R-9715s and placing them back to back, so one blows forward while the other blows aft). It also uses an R-4500 condenser, VC31 compressor, and hard lines to reduce leaks and moisture ingress. Pierce will offer ProTecht as an option as part of its three-year warranty package.

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All times are in the Pacific Time Zone