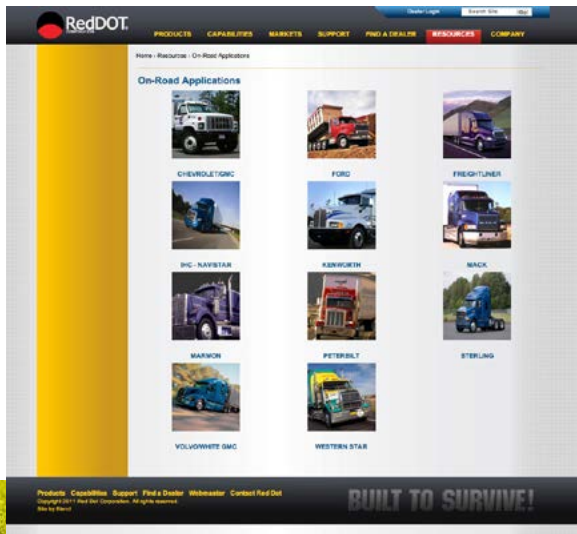


e-advantage



On-Road Applications Section Now *Live*

If you know your customer's truck make and model, you can search our online applications without having to log in to the "dealer" section of the web site. Organized by OEM, each item includes a photo, description, OEM part number, and Red Dot part number. Our online On-Highway Applications section is a quick, easy way to see our complete offering of all-makes HVAC parts for any truck in a fleet. [Check it out!](#)



Gear Up With Inside and Outside Training

During the spring and summer months, I'm in truck dealerships almost every week providing training. While I do a lot of technical training with mechanics, a big part of my job involves training inside and outside salespeople. Both work directly with customers but require a very different approach to training.

With parts counter men, the goal is product training. I want to make sure they're fully aware of the products that are available, where to find those products online and in the Red Dot catalog, and what to ask so they can create a cross-sell opportunity.

With outside sales guys, the focus is sales support. I accompany the salesperson on his call and provide the technical expertise or product knowledge to help him communicate with his customer. For the outside salesperson, it's a big advantage to have a Red Dot specialist with him. I've known first-hand how to build an all-makes parts inventory that will cover all the trucks in a fleet, and why a particular unit or condenser works best for a given application. I can also help the customer and his mechanics with technical training. When the salesperson says that Red Dot stands behind our products, the customer can see that we're right there, literally, doing just that. It makes an impression.

Training is an important part of what we do as Red Dot account managers. Whether you need technical or product training (or both), talk to us about building the right program for you or your customers.

—Scott Dueringer

Red Dot News

Larry Skaro Retires

Few people know more about what goes into Red Dot products like Larry Skaro does. Larry has been involved with purchasing at Red Dot for the better part of 35 years, including the past eight as our Senior Aftermarket Buyer.

Larry is retiring from the company on April 25. He will be succeeded by Dale DesMarais, himself a 21-year Red Dotter.

"The business has expanded so much with new technology and global sources of components," says Larry, who in February received the Mobile Air Conditioning Industry Pioneer Award for an outstanding career in the mobile HVAC industry. "But this is still a tight-knit business. Personal relationships matter more than ever. The people I've admired the most during my career never lost

sight of that and treated colleagues and competitors alike with respect."



Dale DesMarais

Larry Skaro

APRIL 2013

BUILT TO SURVIVE!

SERVICE TIPS

3 Takeaways: Condensers

The condenser is where refrigerant cools in order to change from a gas to a liquid. As it changes state, the refrigerant gas gives up a lot of heat energy to air moving through the condenser. Red Dot's Gary Hansen offers five key takeaways about spec'ing and servicing heavy-duty A/C condensers:

1. There is no substitute for face area. The amount of air flowing through the condenser is the critical factor in how well the condenser functions. The more face area a condenser has, the more effective it can be.
2. Multi-flow pros and cons. Multi-flow condensers are highly efficient and they're ideal for compact applications. However, their brazed-ribbon-fin construction isn't as strong as

either tube-and-fin or serpentine. There is also a greater pressure drop through the core than the tube-and-fin style, and multi-flow condensers need to be replaced when replacing a compressor.

3. Be conservative when evaluating condensers based on published ratings for cooling capacity. There is no standardized rating system. The simplest way to determine the capacity required for a condenser is to follow the rule of thumb that condenser Btu capacity should be 33% greater than the evaporator capacity. For an evaporator capacity of 20,000 Btu/hr, the condenser capacity should be 26,660 Btu/hr.



Red Dot's 77R0585
Multiflow type
condenser

Features	Round Tube & Fin	Serpentine	Multi-flow
Heat Transfer	Good	Better	Best
Size/Weight	Large and heavy	Medium	Compact and light
Durability	Robust	Medium	Good
Refrigerant Volume	Large	Medium	Small
Flushable	Yes	Possible	No

SERVICE TIP: If you're troubleshooting and need to create excessive high pressures, you can artificially produce them by preventing air flow across the condenser, thus minimizing heat-removal from the system. Simply disconnect the fan switch/relay or block the condenser with a sheet of cardboard.

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All times are in the Pacific Time Zone

The latest new part numbers...

Blower Motors

73R5644 RD-5-12742-24P

Single Speed
253 CFM
12 volt
12 1/4" x 3 3/8" x 4 1/2"
Use on Red Dot Model R-9755-0-24P



Multi Application

73R5652 RD-5-14046-0P

OE Part Numbers: 3946686, 2809-841-021
Single Speed
253 CFM
12 volt
12 1/4" x 3 3/8" x 4 1/2"



Volvo

VHD, VN, VT

Condenser

77R6817 RD-4-5273-0P

OE Part Numbers: 61203-34, 1S12193
Overall Width: 39 3/8"
Fin Width: 35 1/2"
Height: 22 5/8"
Thickness: 1 1/8"
Inlet: #8 MIO
Outlet: #6 MIO



Western Star

38, 48, 49, 58, 59, 69, Constellation, Heritage

Heater Unit

R-270-2P RD-1-1660-1P

BTUs: Heating – 15,000 BTU/Hr @ 100°F
Air Temp. rise (4.4 kW @ 34.8°C)
Air Flow: 140 CFM (237 m3/h)
Weight: 7 lbs. (3 kg)
Motors: One 12 VDC (2-speed)



Current Draw: 7.7 amps @ 13.6 VDC, 3.8 amps @ 27.2 VDC

Receiver Driers

74R1986 RD-5-14078-0P

OE Part Number: 582166227
2 3/4" diameter x 8 3/4" long
#6 Male O-Ring
Switch Port Body
Switch Port Side
Fuse Side
Sight Glass Body
Pressure Relief



John Deere

Dozers (605C, 655C, 755C, 950C, 950J, 1050C, 1050J)
Wheel Loaders (244J, 304J, 344J)

Liebherr

Track Loaders and Dozers
Wheel Loaders
Wheeled Excavators (300 series)
Terex/Fuchs Material Handlers

74R2681 RD-5-13250-0P

OE Part Number: JA1300, 18-03076
3" diameter x 8" long
#6 Male O-Ring
Schrader Port
High Capacity
Peterbilt
COE, Chassis and Conventional



74R2716 RD-5-12462-0P

4 1/4" diameter x 10" long
Inlet: 1 1/8"
Outlet: 1 1/8"



AGCO - Allis
Caterpillar
Challenger

Receiver Driers

74R5405 RD-5-14045-0P

OE Part Number:
3670134-C1
2.75" diameter
Inlet: Bead Fitting
Inlet Size: #6
Outlet: Navistar Pad
Outlet Size: Pad Type
International
Prostar with OE#



74R0455 RD-5-14094-0P

OE Part Number: 257-3227
2.5" diameter x 7.75" long
Inlet: Male Insert O-Ring Inlet Size: 3/8" #6
Outlet: Male Insert O-Ring Outlet Size: 3/8" #6

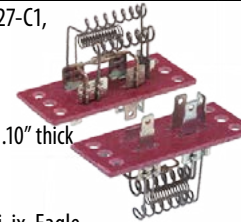


Caterpillar
Off-Road

Resistors

71R1467 RD-5-13239-0P

OE Part Numbers: 2053727-C1, 650475B5M, CA1070
3 Terminals (1/4" blade)
3 Speeds
Bakelite base: 3" x 1 1/4" x .10" thick
Height: 1 1/4"



International

5000, 5000i, 9000, 9900i, ix, Eagle
Kenworth
Coe, Conventional

71R1530 RD-5-8487-1P

Variable resistor assembly
Rotary potentiometer
5k ohms
knob not included
Metripak Connection
Multi Application



Thermostat

71R3350 RD-6-5916-0P

Mounting hole spacing
(for the bracket): 2 1/8"
Capillary Length: 29"
Type: Fixed
Temp. Range: 34°- 39°F
Clutch Cycle Range: 5°F



Operating Voltage: 9 to 32 VDC
Power Rating: 3A at 24 VDC
6A at 12 VDC

Multi Application

Water Valves

72R7115 RD-3-17795-0P

12 or 24 Volt 3/4" hose connections
Replacement knob available
separately: 71R4063



Multi Application

72R7125 RD-5-13576-0P

12 or 24 Volt 3/4" hose connections
Replacement water valve for R-5300



Multi Application

The latest new service equipment part numbers...

Service Filter

79R0115

RD-5-14063-0P

This rugged filter cartridge connects in-line between a vehicle and any A/C service equipment to protect refrigerant supply, recovery system and oil separators.

Features:

Hi-tech design captures large volumes of sealant oil sludge and other contaminants while still filtering effectively without plugging. Maintenance is fast and simple with a clean-out drain, and when necessary, easy filter replacement.



Service Vacuum

79R4060

RD-5-14061-0P

Pump rating: 7 cfm
Field rating: 25 microns
Intake: ¼ flare and ½" ACME thread
Motor: ½ horsepower at 1725 rpm
Internal capacitor
Thermal Overload: Temperature Rise 104°F (40°C)
Voltage (1 phase): 115 Volt, 60 Hz or 220 Volt, 50 Hz
Oil capacity: 28 oz (0.8 liter)



Univeresal Dye

79R5035

RD-5-13225-0P

For Ester Oil
Six per package



30' Blue Hose

79R3180

RD-5-14064-0P

¼" hoses for R-134a refrigerant
½" Acme fitting meets SAE requirements
Double-barrier protection
Threads: ½" Acme female, 14 mm Acme male

30' Red Hose

79R3182

RD-5-14065-0P

¼" hoses for R-134a refrigerant
½" Acme fitting meets SAE requirements
Double-barrier protection
Threads: ½" Acme female, 14 mm Acme male

