

e-advantage



Do You Have Enough Compressors?

For distributors, it's always a challenge to keep compressors in stock this time of year. That's not necessarily a bad thing as long as you can re-stock when you need to.



At Red Dot, we've taken steps to make that process easier.

Sanden

This year, we made a major purchase of Sanden SD7 compressors that ship directly from our Memphis distribution center (we no longer drop-ship Sanden units 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.

QUE

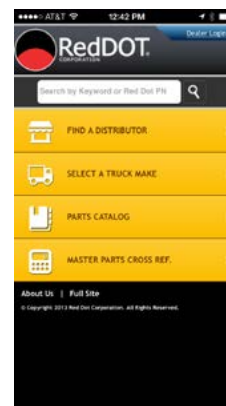
Many WDs stock QUE compressors as a Sanden alternative. While not every Sanden compressor has a QUE counterpart, it's simple to verify that we have what you need.

Log in to RedDotCorp.com. Go to "resources," and then "Master Cross-Reference," and enter the Sanden part number you're looking for. You'll see one line showing the Sanden item and the quantities we have on hand. Another line below it will show 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.

When it comes to all-makes A/C compressors, Red Dot is your go-to source. If you have questions, call your account manager or customer service representative.

Go Mobile

Search for parts and place orders from wherever your work takes you. Download the Red Dot Mobile App for your iOS, Android, or Windows Mobile device. It's free and available from your app store. Just search for "Red Dot Mobile."



JBAR A/C Is Now Red Dot Ohio

JBAR A/C has changed its name to Red Dot Ohio, reinforcing Red Dot's engineering and manufacturing presence in the Eastern U.S. and Canada.

Based in Valley View, Ohio, near Cleveland, Red Dot Ohio continues to be managed by Mike Pease, who joined Red Dot when we acquired JBAR A/C in September 2011, and the day-to-day operations, products, and management team will remain the same.

Red Dot News

Red Dot Hosts MACS Workshop Sept. 20

Red Dot will host the Mobile Air Conditioning Society's first heavy-duty A/C training workshop in Seattle on Sept. 20.



Blake Gordon of Polar Mobility will lead the session and cover the complexities of servicing A/C systems in heavy-duty and off-road vehicles. While the program includes a plant tour, this is a MACS event and not training on Red Dot products.

Fees are \$75 for MACS members and \$125 for non-members, and attendance is limited. RSVP now by registering at the MACS website or call Pam Smith at 215-631-7020 x306. Continental breakfast and lunch are included. Registration will close on Sept. 15.

IN THE SHOP...

The 4-Step Compressor Test

Before you pull the compressor from a vehicle, take these four steps to confirm that it really needs replacing:

1. Is the compressor rotation smooth?
With the vehicle off, turn the compressor shaft with a 14-mm socket. If you feel grinding or hanging as you rotate the shaft, there may be broken components within the compressor. If the rotation is smooth, move on to Step 2.
2. Is the coil getting more than 11.5 volts? Take a reading with the engine running and the clutch engaged. If there's insufficient voltage, get to work on that. Otherwise, move on to Step 3.
3. Is the coil resistance between 2.8 and 4.4 ohms? Any resistance outside this range will prevent the

clutch from engaging or will cause used circuits to open. If the resistance is between 2.8 and 4.4 ohms, continue to Step 4.

4. Is the compressor able to produce 350 psig or more? If not, leave the compressor where it is. The system may have a low refrigerant charge because of a leak that needs repair, or a high-side blockage that limits refrigerant flow to the compressor. Diagnose those problems first.

We see lots of compressors that are returned fully functional and therefore not warrantable. Get the diagnosis right. Perform a simple compressor function check before you pull the component from the vehicle.

What's the deadline for truck-down orders?

If the product will ship from Memphis, the deadline is 5 p.m. Central. If it will ship from Seattle, the deadline is 5 p.m. Pacific. Truck-down or emergency orders will ship the same day via either next-day or second-day service only. You can track your shipment online via the link on the "PO Search" page of our site.

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.

Craig Alexandre – 1-866-366-3811
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WARRANTY & PRODUCT SUPPORT

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All times are in the Pacific Time Zone

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