



e-advantage



What Happens When Parker Goes?

Parker Hannifin has been such a big name in the heavy-duty A/C aftermarket that it's hard to imagine the company not being part of it.

However, Parker has announced that it will no longer supply steel receiver driers effective March 31, 2015, and will stop taking orders completely on Dec. 31 of this year. Also, we're anticipating a series of price increases from Parker starting this fall.

Because Parker driers have been prominent in our catalog, we want to tell you what we're doing to make sure you have access to OEM-quality all-makes alternatives.

Is this a surprise?

The timing may be a surprise but Parker's decision is not. The company sold its TXV business in 2009 and its automotive air-conditioning business in 2012. It seems to be focusing more on hydraulic, pneumatic, and electromechanical motion and control technologies.

Will someone buy the business from Parker?

Parker is the only domestic supplier of heavy-duty A/C receiver driers. It's hard to envision someone being competitive making driers here in the United States. Most end-users seem less concerned about where a product is made as long as its cost, quality, and distributor support are there.

What will Red Dot offer?

More than 10 years ago, we decided to provide a line of high-capacity, spring-

loaded receiver driers that would be cost-competitive and meet the demands of heavy-duty vehicle operators in North America. This line is called Red Dot Select.

We worked with a supplier in China and put quality controls in place to make sure the result was a product that we can put our name on. Today, there is a Red Dot Select receiver drier to replace every Parker drier in our catalog.

If you're not familiar with Red Dot Select driers, talk to your Red Dot account manager about how they compare. While we're sorry to see the Parker name exit the market, Red Dot is providing the best possible option: a proven, cost-competitive

receiver drier that's designed to meet North American expectations for performance and cost.



Red Dot News

Aloha, 2015 Distributor Conference

The 2015 Red Dot Distributor Conference will take place Jan. 5-7 at the Kauai Marriott Resort on Kalapaki Beach in Hawaii. Contact your Red Dot account manager for details.

MACS Workshop, Sept. 20

Red Dot will host the Mobile Air Conditioning Society's heavy-duty A/C training workshop in Seattle on Sept. 20. Fees are \$75 for MACS members and \$125 for non-members. Register by Sept. 15 at the MACS website or call Pam Smith at 215-631-7020 x306.

IN THE SHOP...

Streamline Inventory with Sanden FLX7

Red Dot's all-makes program means you can be a one-stop parts source for any mixed fleet. There's no better example than the Sanden FLX7 family of compressors.

It's expensive to stock every OE compressor configuration. With the FLX7, you can replace the majority of Sanden's original equipment compressors with just 15 models and five head adapters. Each FLX7 comes standard with heavy-duty clutch bearings, a clutch diode, and a pressure relief valve. It has a pad style cylinder head

ready to accept any of the six hose fittings, and the port fittings are low-profile and made from forged steel, promising better durability and lower weight than cast-iron fittings.

The FLX7 doesn't just replace existing models, it makes it possible to create compressor configurations previously unavailable from Sanden. If you know a vehicle's make, model, and year, you can create a replacement compressor from a Sanden FLX7—and consolidate hundreds of unique part numbers into less than 20.

The Case of the Crushed Condenser

It's no mystery what happened here (the tire marks on the box are a dead giveaway). While we don't like to see photos like this, taking pictures of damaged parts and packaging is a good idea. If Red Dot paid the freight, we can use the picture when we file a claim with the freight company.

Take time with your staff to review proper identification and handling of damaged freight and filing claims. Even though the damage is done, arming staff with knowledge about how to identify and handle freight claims will help accelerate the recovery of the claim.



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Need to reach someone in customer service but not sure who?

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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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