

e-advantage



New R-9976 Compressors for 2015

Starting early next year, Red Dot will begin replacing the R-9976-3P hydraulic compressor in our catalog with a time-tested Parker design that uses the same components except for an important difference: the hydraulic motor has an integrated on/off solenoid valve and bypass circuit, which means there are no add-on valves or circuits required.

What You Should Know

If you stock R-9976 hydraulic compressors, or you sell them to specialty OEs, here are two things you should know about the change coming first quarter 2015:

- 1. There are three sizes:** The R-9976 will be available in three displacement sizes, each with a new part number:
- R-9976-5P: 8 cc/rev
 - R-9976-6P: 14 cc/rev
 - R-9976-7P: 23 cc/rev

The displacement size refers to how many cubic centimeters of fluid is required to turn the motor one revolution. The proper choice depends on available hydraulic system pressure, flow rate, and the required compressor capacity for the application (the "Hydraulic Flow and Pres-

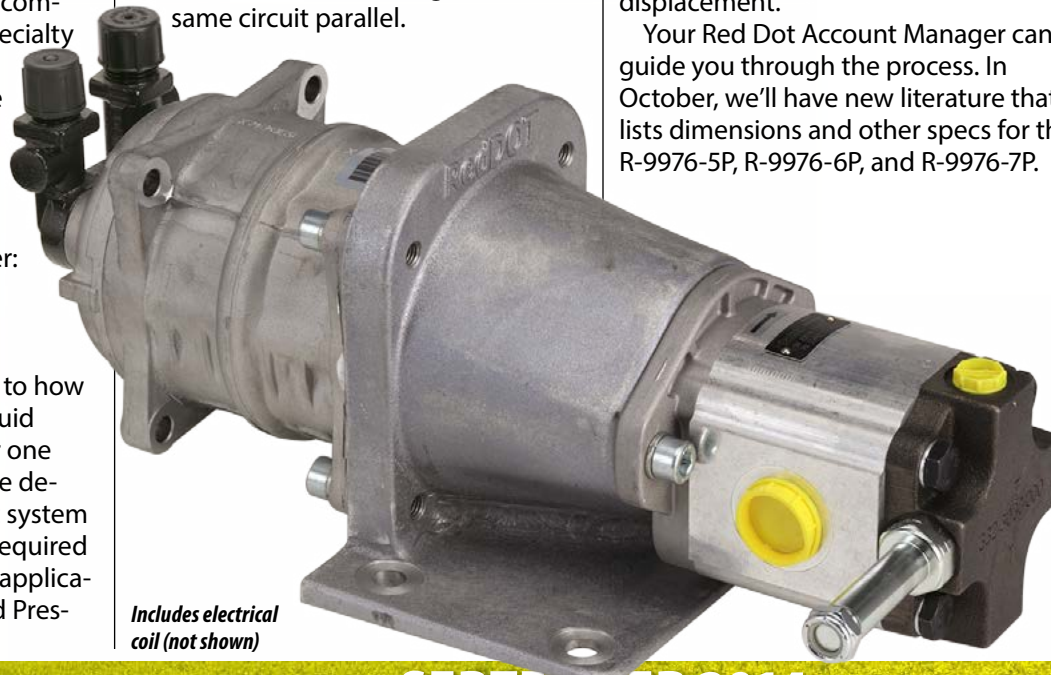
sure Curves" chart on the next page shows the ranges for each assembly).
2. Simpler installation: The R-9976-3P uses an external valve—sold separately—to control the flow of hydraulic fluid to the compressor. The new design has an on/off valve and bypass circuit built into the motor, and is easier to hook up three hydraulic lines, whereas with the current design requires an external valve with some T-fittings in the same circuit parallel.

With fewer components and hydraulic connections, the new design is simpler to install and eliminates several potential leak points.

Talk to Customers Now

Effective third quarter of 2015, the R-9976-3P will no longer be available. It is important to talk to hydraulic compressor customers about how the new design will affect their installation, and also about how to spec the right displacement.

Your Red Dot Account Manager can guide you through the process. In October, we'll have new literature that lists dimensions and other specs for the R-9976-5P, R-9976-6P, and R-9976-7P.



Includes electrical coil (not shown)

Red Dot News

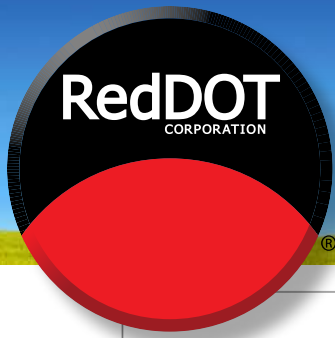
Order Red Dot Desk Calendars

Red Dot's desk calendars put your company's name and Red Dot products in front of your valued accounts all year long. Contact Leah Sattler for order forms and details about pricing: leahsattler@reddotcorp.com or 206-394-3511. An order form is on page 3
Order deadline: September 19



Save the Date

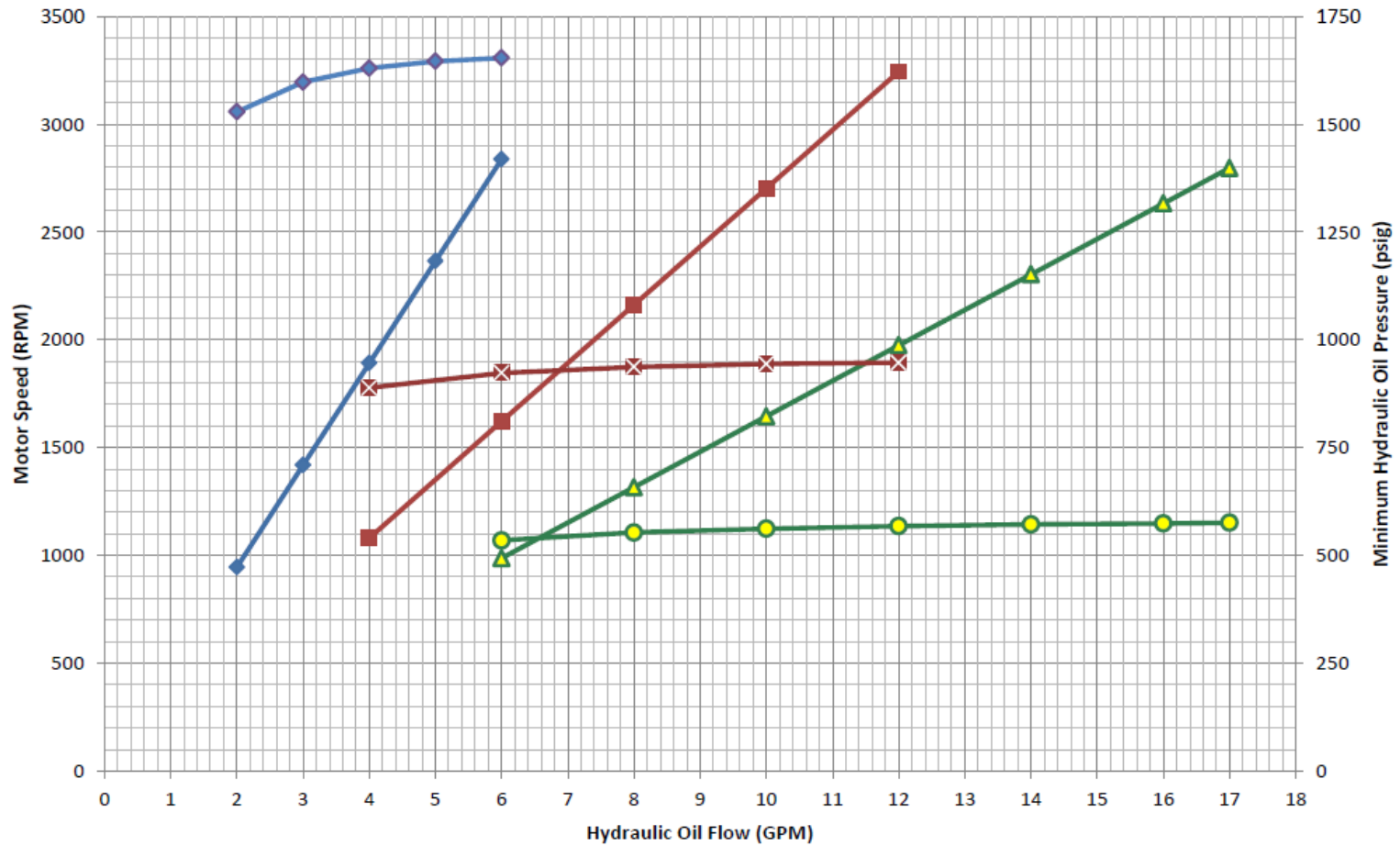
The 2015 Red Dot Distributor Conference is scheduled for January 5-7 at the Kauai Marriott Resort on Kalapaki Beach in Hawaii. Talk to your Red Dot account manager for details.



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Hydraulic Compressor Assembly Calculated Hydraulic Flow and Pressure Curves



- R-9976-5P Speed
- R-9976-6P Speed
- R-9976-7P Speed
- R-99756-5P Pressure
- R-9976-6P Pressure
- R-9976-7P Pressure

IN THE SHOP...

5-8% Performance Boost for the R-2300

What do you do when you need to squeeze a little more performance from a unit that's already known for delivering high capacity for its size?

That's the challenge Red Dot engineers faced when a WD asked if we could increase the output of our R-2300 heater-A/C unit for a specialty OE customer.

Available in 12- and 24-volt models, the R-2300 produces 17,700 Btu/hour of cooling and 27,000 Btu/hour of heating. It can be mounted on the floor, ceiling, or under the dash, with optional outlets so the air can be ducted wherever it's required.

"This is a rugged, powerful little unit but it's at the threshold in terms of how much airflow we can put through," says Tim Oliphant, Chief Project Engineer. "So we looked at how to improve the performance of the core."

Red Dot engineers made two specific changes:

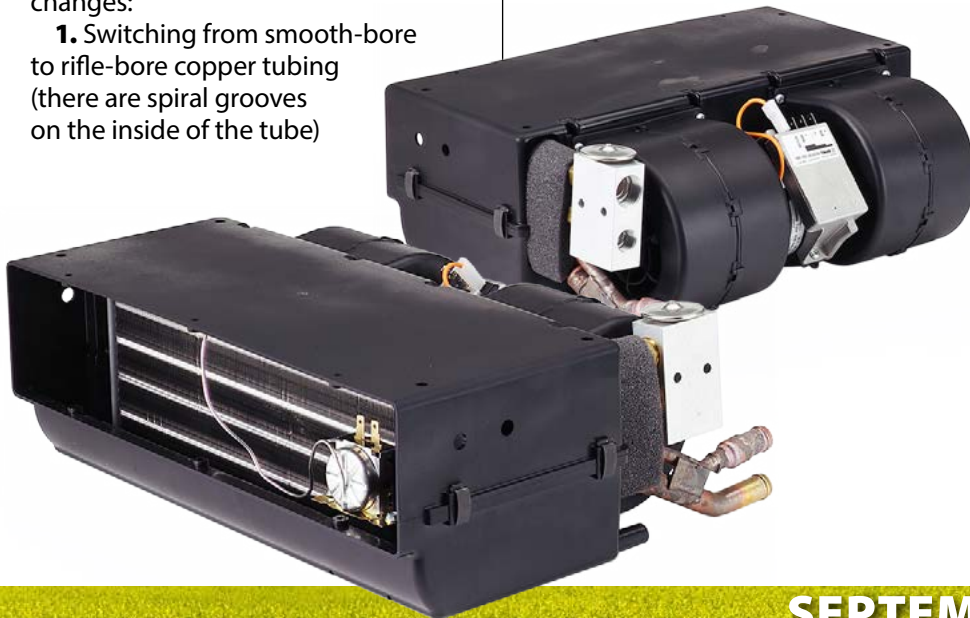
1. Switching from smooth-bore to rifle-bore copper tubing (there are spiral grooves on the inside of the tube)

improves the contact area with the refrigerant without added excess cost or complexity. "It's a different tube stock but you'd never know just by looking at the finished core," Tim says.

2. Louvered fins have slits in the sheet metal that create more diffusion and surface area. The result is better heat transfer.

What seem like little details in fact yield a 5 to 8% performance increase.

"The thing to remember is that these changes were prompted by a WD who was working with a specialty OE," Tim says. "At Red Dot, we have engineering resources to help WDs meet the needs of OE customers. A product may have been around for years, but there's almost always room for improvement. One person asked us to solve a specific problem and now everyone who uses an R-2300 is going to benefit."



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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.

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All times are in the Pacific Time Zone

SEPTEMBER 2014

RED DOT CORPORATION

2015 Calendar Order Form

Red Dot's desk calendars are the perfect way to keep your company's name in front of your valued accounts all year long.

Desk calendars are \$6.50 each, with a 100-piece minimum order.

Press and stick calendar prices, with a 150-piece minimum order:

- 150 @ 78¢ ea. = \$117.00
- 250 @ 75¢ ea. = \$187.50
- 500 @ 70¢ ea. = \$350.00
- 1,000 @ 65¢ ea. = \$650.00

Red Dot will co-op all calendars at 50% with your company's available co-op balance. Standard shipping via UPS Ground freight will also be at 50% co-op rate.

To order calendars, PLEASE RETURN THIS FORM WITH A HIGH RESOLUTION COPY OF YOUR COMPANY'S LOGO by September 19, 2014. If your company participated last year and you have no changes, Red Dot will use the artwork already on record. If there are changes, we will need to have your graphics along with this form.

Order deadline: September 19

Quantity: **Desk Calendars** @ \$6.50 ea. (100 piece minimum) \$

Quantity: **Press And Stick Calendars** (150 piece minimum) \$

PO#

Company Name

Contact Name

Address

City/State/Zip

Phone #



QUESTIONS:

Contact: **Leah Sattler**

LeahSattler@reddotcorp.com

206-394-3588

SEPTEMBER 2014