

# e-advantage



## New Products: Get Ready for a Busy 2015

By Bill Jewell

**T**here's no better way to start off the year than with new products for the aftermarket, and we have a lot on the schedule. A redesigned R-6100 is in the works. Red Dot Ohio will have a new headliner unit for us. A battery-powered rooftop unit is available now. We'll offer an expanded series of hydraulic compressors.

It's going to be a busy 2015. Here's a preview of products we'll roll out this year:

### R-6100 Redesign

Red Dot will offer a new design for the R-6100 rooftop air conditioner this year, the first step in a long-term program to refresh our units.

Our engineers set out to create a sleek, low-profile housing that will look right at home on today's truck and heavy-equipment cabs. Early test results show added benefits, including a 28% weight reduction and 30% performance boost compared to the existing design.

The injection-molded housing has pockets to hold the receiver-drier,

blower assembly, and evaporator core, like the R-9777, so these components are simpler to service. A 12-inch Spal fan, dual-scroll/dual-inlet Spal blower, rifled-tube evaporator, and a parallel-flow condenser contribute to the improved performance.

Testing continues and production is scheduled for late 2015. We'll have more details later this year.

### R-9976 Hydraulic Compressors

Starting on June 1, we are replacing the R-9976-3 hydraulic compressor in our catalog with a time-tested Parker design that uses the same components except for a key

no add-on valves or circuits required.

The R-9976 will be available in three displacement sizes. The right choice depends on available hydraulic system pressure, flow rate, and the required compressor capacity for the application. Talk to your account manager for details.

### Kalori Elektrik

Red Dot now offers Kalori Elektrik rooftop A/C units for light-duty on-road applications where you can't use an engine-driven compressor (the unit uses a compressor powered by an electric motor and isolated battery). Kalori supplies the system almost completely assembled but not charged. Installation is fairly straightforward for a qualified A/C technician. The unit delivers cooling performance in the 9,600 BTU/hr range.

We're excited about the pipeline of products for the aftermarket this year and in years to come. Talk to your account manager for help planning inventory, promoting products, and building your business with Red Dot.



The newly redesigned R-6100

difference: the hydraulic motor has an integrated on/off solenoid valve and bypass circuit, which means there are

## Red Dot News

### Get Your 2015 Pricing CD

Did you get your 2015 Red Dot pricing CD? The disc contains pricing effective Jan. 1 on more than 4,000 items in the Red Dot catalog and eCommerce site. To learn more, contact your Red Dot account manager.

### See Us at MACS



Be sure to see us at the 2015 MACS Training Event and Trade Show, which runs from Feb. 5-7 at the Caribe Royale All Suite Hotel and Convention Center in Orlando. Red Dot's Gary Hansen will kick off the heavy-duty A/C sessions with a look at trends in hydraulic and electric systems in off-highway vehicles.

## IN SEATTLE...

### Electronic Thermostats: Making the Switch in 2015

In a heavy-duty HVAC system, the thermostat is a switch that engages the compressor clutch so refrigerant can flow to the high side of the system. It senses temperature in the evaporator through a probe positioned between the evaporator fins.

Starting this year, Red Dot is shifting away from mechanical thermostats to electronic ones on our aftermarket heater-A/C units including the R-1630, R-2300, R-5440, R-8500, R-8545, R-9757, R-9777, and R-9800.

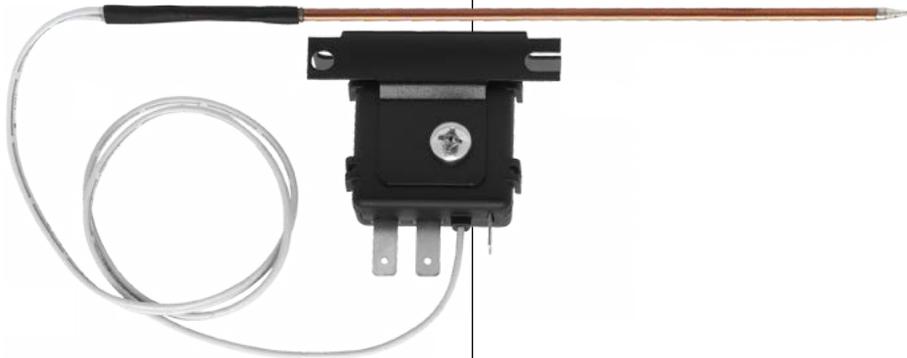
When you talk to customers about electronic thermostats, here's how to communicate the benefits:

- Simple drop-in for existing mechanical thermostat
- Robust, with solid-state electronics and conformal coating

- Integral clutch relay (no external relay required)
- Integral clutch cycle limiter (set at 4 cycles/minute)
- Integral over-voltage/under-voltage protection
- Eliminates the need for a diaphragm with refrigerant charge and the potential for charge loss
- Long track record of success in Red Dot OE heater-A/C units

Talk to your Red Dot account manager about stocking aftermarket thermostats in 2015.

**Service Tip:** It's important to insert the thermostat so the probe tip has tight contact with the coil. Refer to the vehicle's service manual so you'll know the correct placement depth.



## SALES

**Robert Gardiner** – Cell: 206-310-2298  
[RobertGardiner@RedDotCorp.com](mailto:RobertGardiner@RedDotCorp.com)

**Jeff Engel** – Cell: 630-235-1289  
[JeffEngle@RedDotCorp.com](mailto:JeffEngle@RedDotCorp.com)

**Robb Morrison** – Cell: 770-265-9943  
[RobbMorrison@RedDotCorp.com](mailto:RobbMorrison@RedDotCorp.com)

**Jim Slogar** – Cell: 216-533-8208  
[JimSlogar@RedDotCorp.com](mailto:JimSlogar@RedDotCorp.com)

**Charles Wilkes** – Cell: 904-219-3305  
[CharlesWilkes@RedDotCorp.com](mailto:CharlesWilkes@RedDotCorp.com)

## MARKETING

**Bill Jewell** –  
**Aftermarket Marketing Manager**  
206-574-6566  
Cell: 206-979-7282  
[BillJewell@RedDotCorp.com](mailto:BillJewell@RedDotCorp.com)

**Leah Sattler** – **Marketing Assistant**  
206-394-3588  
[LeahSattler@RedDotCorp.com](mailto:LeahSattler@RedDotCorp.com)

## CUSTOMER SERVICE

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

Use our general email address: [amcustomerservice@reddotcorp.com](mailto:amcustomerservice@reddotcorp.com).

Add it to your address book. Your email will reach all of us in aftermarket customer service.

**Jared Hazen** – 206-574-6563  
**Customer Service Supervisor**  
6:30 am to 3:15 pm  
[JaredHazen@RedDotCorp.com](mailto:JaredHazen@RedDotCorp.com)

**Kristina Wolbeck** – 1-800-364-2708  
7:45am - 4:30pm Monday - Friday  
[KristinaWolbeck@RedDotCorp.com](mailto:KristinaWolbeck@RedDotCorp.com)

**Rita Jones** – 1-800-364-9557  
7:00am - 3:45pm Monday - Friday  
[RitaJones@RedDotCorp.com](mailto:RitaJones@RedDotCorp.com)

**Danny Green** – 206-574-6560  
7:45am - 4:30pm Monday - Friday  
[DannyGreen@RedDotCorp.com](mailto:DannyGreen@RedDotCorp.com)

## WARRANTY & PRODUCT SUPPORT

**Frank Burrow** – 206-394-3501  
Cell: 206-849-8816  
8 am–5 pm, Monday–Friday  
[FrankBurrow@RedDotCorp.com](mailto:FrankBurrow@RedDotCorp.com)

**Rene Andrews** – 206-575-3840, x3632  
6:30am–5:15pm, Monday - Thursday  
[ReneAndrews@RedDotCorp.com](mailto:ReneAndrews@RedDotCorp.com)

**Mark Williams** – 206-575-3840 x3339  
6:30am–5:15pm, Monday–Thursday  
[MarkWilliams@RedDotCorp.com](mailto:MarkWilliams@RedDotCorp.com)

**Colleen Bowman** – 206-575-3840, x3631  
6:30am–5:15pm, Monday - Thursday  
[ColleenBowman@RedDotCorp.com](mailto:ColleenBowman@RedDotCorp.com)

**Craig Channer** – 206-575-3840, x3633  
6:30am–5:15pm, Monday–Thursday  
[CraigChanner@RedDotCorp.com](mailto:CraigChanner@RedDotCorp.com)

All times are in the Pacific Time Zone



# 2014 Red Dot Distributor Award Winners

We closed out our Red Dot Distributor Conference at the Kauai Marriott Resort on Kalapaki Beach in Hawaii by honoring our top WDs of 2014. Winners were chosen based on outstanding performance in overall sales of Red Dot products.

Congratulations and thank you to our award-winning WDs who helped make 2014 a tremendous success:

## Red Dot Winners Circle Top 5 Distributors of 2014

1. Badger Truck Refrigeration (\$2 Million Award Winner)
2. Central States Thermo King (\$1 Million Award Winner)
3. Crows Truck Service (\$1 Million Award Winner)
4. NVB Equipment
5. Thermo King of Indiana

## Triple Crown Winners

AIRPRO  
Arctic Traveler  
Enterprise Auto Parts  
Eskimo Refrigeration  
Florida Detroit Diesel-Allison  
Fuel Systems  
Hiway Refrigeration  
Illinois Auto Central  
Instrument Sales & Service  
Kool Radiator Service  
Polar Mobility  
Rock Island Thermo King

Ross Equipment  
Simplicity Air  
Thermo King Central Carolinas  
Thermo King of Houston  
Thermo King Northwest  
Thermo King Western  
Trans-F-AIR  
Transport Refrigeration  
Tri-State Refrigeration  
United Engines  
W.W. Williams SE  
Wajax Power Systems

JANUARY 2015