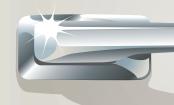








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CHON81







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Welcome



Steve Vassallo Business Development Manager – Air Conditioning

Welcome to another edition of The Fridge.

As Autumn approaches I hope you had an opportunity to capitalize on the heat this summer with a lot of workshops enjoying plenty of air-conditioning work.

Our compressor kits offering with 3 year warranty has been well received well by many customers who've taken up the offer.

This gives workshops peace of mind with only doing the job once.

I am sure some of you have been caught out with just replacing the compressor, only to have the customer returning with the replacement compressor failing after a short period of time.

In most cases this was due to having a contaminated system and trying to flush the condenser with no luck as the small micro ports in the tubes catch debris and become blocked, causing the compressor to fail.

Read some testimonials on page 10.

By now you should have received the 2019 air-conditioning catalogue. If you haven't received one as yet please

contact Adrad customer service & they will organize one for you.

You will find in this edition of the fridge condenser specials, new staff members in Qld & Vic. New Geelong branch opened & many more exciting products that we have ranged.

As previously mentioned our customers are the key to our success, and we value your feedback, comments and requests for products that you would like us to carry.

Please email us any time at: product@ adrad.com.au.

Continue to keep reading "The Fridge" with a lot of exciting new products listed.







When the cooling performance of a car fails, the electronic control valve may need replacing.

Adrad now stock electronic control valves from AdAir.

Find the range in RadShop or call 1800 882 043 to order.

Item Code	Full Item Description
PCV01	SUITS DENSO 6SEU14C 7SEU16C 92mm 90 degree
PCV02	SUITS SANDEN PXE13 PXE16 101mm with lead
PCV03	SUITS SANDEN PXE13 PXE16 72mm with lead
PCV04	SUITS SANDEN PXE13 PXE16 PXE18 72mm 90 degree
PCV05	SUITS SANDEN PXE13 PXE16 102mm 90 degree
PCV06	SUITS DENSO 5SE09C 5SE12C 6SEU16C 7SEU16 97mm straight
PCV07	SUITS DENSO 6SEU12C 6SEU16C 123mm straight
PCV08	SUITS DELPHI CVC 87mm 90 degree
PCV09	SUITS DENSO 7SBH17C 98mm straight
PCV10	SUITS VALEO DCS17E 94mm straight
PCV11	SUITS DENSO 5SE09C 93mm 90 degree
PCV12	SUITS DENSO 5SEU 6SEU 7SEU with diode 93mm
PCV13	SUITS SANDEN PXE14 PXE16 78mm 90 degree
PCV14	SUITS ZEXEL VALEO DCS17E DCW17 97mm 90 degree
PCV15	SUITS ZEXEL VALEO DCS17 101mm with lead
PCV16	SUITS SANDEN SD7C16 92mm 90 degree
PCV17	SUITS DENSO 6SEU14C 7SEU16C 93mm with lead
PCV18	SUITS SANDEN SD6C12 SD7C16 94mm 90 degree
PCV19	SUITS SANDEN PXE14 PXE16 87mm 90 degree
PCV20	SUITS DENSO 6SEU16C 5SE09C 5SE12C 7SEU17C 95mm
PCV21	SUITS DENSO 6SEU16C 119mm 90 degree
PCV22	SUITS HALLA VS16E S16E 93mm 90 degree
PCV23	SUITS DENSO TSB19C TSE17C 5SE09C 6SEU16 99mm straight

Meet the Team: Mark Boyle (VIC)

Hi I'm Mark and I'm the Account Manager for Victoria for our air conditioning products.

I've been around & working on cars since I was 16 & I've been a member of the FPV & XR Owners Club Victoria (yes the Blue Oval all the way) for over 15 years.

Although I must say that I did own a Holden once, for about 2 months.

I've been in sales for around 20

years within the auto aftermarket, construction and electronic security industries but started an apprenticeship as an electrician when I was 18 and did that work for about 15 years.

I'm a member of Richmond FC, go the mighty Tigers, and a member of Melbourne United basketball club.

I love trying to play golf, just don't get enough time to play more.

- Mark Boyle



Lance Sarota (QLD)

Ever wondered who's in our Air Conditioning Products team? Here's a conversation with our Queensland Account Manager.

Hi my name is Lance Sarota and I am the account manager for Air Conditioning Products for Qld.

I have been doing this role since August 2018

I am originally from Cairns where I started working in the Radiator industry at the age of just 18 years, learning the trade of radiator repairs and air conditioning at Ryans Radiator Service and working on for 6 yrs.

I have been in the automotive industry all my working life in different ways, moving to Brisbane at the end of 2004 and taking jobs from rival companies doing varieties of tasks.

In 2007 I found my way to Adrad and have been here ever since, working in the call centre in the Brisbane branch for about 11yrs, building respect & relationships with our valued customers.

In this new role I am excited because I get to meet these valued customers in person.

Well that's me in a nutshell.

- Lance Sarota



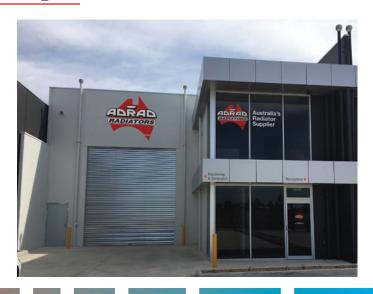
New Adrad Geelong Branch Now Open

Adrad has opened a new branch office and warehouse in Geelong to provide even faster parts delivery to customers in Western Victoria.

Located at Factory 1/22-24 Hede Street in South Geelong, this new branch carries hundreds of popular part numbers on hand for rapid response deliveries of local orders.

This will new location will improve our delayed regional deliveries as couriers no longer have to do battle the thick suburban traffic.

We expect our customers to agree it's a "swell" idea.





Big Boost to Blower Motors

Adrad has significantly increased its range of HVAC Blower Motors. There are now blower motors available to suit over 1,000 popular passenger vehicle, 4x4 and light commercial applications.

The blower range includes quality aftermarket and OE brands like Adair, Valeo and Denso, with all products designed for easy direct fit installation.

Valeo blowers are fitted as OE parts to 1 in every 3 vehicles produced in Europe. Denso blowers are fitted as OE in many Japanese makes. The Adair blowers are also quality parts which is why the complete blower range is supported by the same Adrad national warranty.

Adrad has a wealth of experience in designing and sourcing the highest quality aftermarket engine cooling and air conditioning parts.

These new blowers have been carefully chosen for their high quality and durable construction to deliver reliable performance.

It is worth noting that Adrad has ISO9001-2015 quality accreditation which includes parts they distribute (not just manufacturing).

Blower motors from Adrad are high quality and suitable for popular vehicles including:

AUDI A3, S3, Q3 & Q7; FORD Falcon BA – FG X, Territory SY & SY II; HOLDEN Colorado RC & RG, Commodore VY - VE II; HYUNDAI Elantra, iLoad, iMax; JEEP Compass/Patriot; KIA Sportage; LANDROVER Discovery II; MAZDA 3, CX-5, CX-7, CX-9; MERCEDES BENZ Sprinter; MITSUBISHI Magna, Verada, Outlander, Pajero; NISSAN Navara, Pathfinder; SKODA Octavia, Superb, Yeti; TOYOTA Camry, Corolla, Hiace, Hilux, Kluger, Landcruiser 80, 100, 200, Prado, Prius, Tarago, Yaris; VOLKSWAGEN Amarok, Caddy, EOS, Golf, Jetta, Passat, Touareg.

Adrad's continually expanding range of products means that you can purchase all the parts you need to complete HVAC repairs.

Adrad supply compressors, condensers, cabin air filters, evaporators, TX valves, receiver driers as well as refrigerant and the oils and dyes used for system diagnosis and repair.

For full A/C system repairs, Adrad also offers A/C Compressor Replacement Kits that contain the major components needed and includes an industry-leading 3 year warranty.





Congratulations Noelene & Phil!

By purchasing quite a number of Adrad Compressor Kits to enter our "Win a Coffee Machine" competition, not only did Noelene & Phil at Natrad Port Macquarie gain happy customers, they also are the lucky prize winners of our promotion.



Hella Light Globes

Adrad has expanded its high quality product range to include HELLA globes.

Despite the fact that there is 60% less traffic on the roads at night, more than 40% of fatal car accidents occur at night. This means that high quality, compliant headlights are an essential safety upgrade for all road users.

HELLA only manufacture globes using materials highly resistant to UV deterioration, ideal for Australian conditions where some of the highest UV levels worldwide are found.

With a light beam 20-60m longer than standard globes, HELLA globes add valuable seconds to driver reaction times.

HELLA globes offer resistance to vibration and have reduced UV emission to limit the discolouration of polycarbonate lenses so light transmission strength is maintained.

Unlike other high vision globes available, the HELLA range is fully compliant with the Australian Design Rules (ADR).

While it is not illegal to sell non-ADR compliant globes, it is illegal to install them and use them on a vehicle on public roads. The penalty is a fine or voiding of the driver's insurance.

Compliant HELLA globes from Adrad offer high performance and long lifespan of 500 hours for halogen globes or 2500 hours for xenon globes.

These 'fit and forget' globes have fewer returns and warranty issues, plus are easy to install as exact replacement for original globes.

The range is available in H1, H3, H4, H7, H9, H11 as well as HB3 and HB4 globes. Globes come in twin packs for recommended replacement in pairs.

Blue 4000k Xenon light globes from HELLA provide a brilliant white daylight effect. These globes have 77% less power consumption than standard halogen globes and maintain steady brightness even if the power supply varies.

Adrad has a full range of HELLA Globes, available on RadShop.





Product Talk with CJ

CJ Shaw



Category Manager - Air Conditioning

Welcome to a new year and our third edition of The Fridge.

The Adrad product team attended the Automechanika Shanghai trade show in December. Here we met with a number of our current suppliers as well as several potential new suppliers.

Keep an eye out for our Radshop product releases in the coming

months, which will contain a wide range of new products.

The product team has worked hard to further extended our electronic compressor control valve range. We now have dozens of part numbers!

Adrad's range of electronic control valves now covers all your popular compressors such as Denso, Sanden, Delphi, Zexel/Valeo and Halla.

We continue to build on our quality range of Denso AC products, with a number of new blower motors and evaporators on the way to our warehouse.

Our Adair range of cabin air filters continues to gain traction with more and more customers supporting this program.

If you aren't stocking a range of popular cabin air filters it is well worth considering.

Cabin filters are an easy upsell that can make you good money for little effort. Ask your local sales representative for our cabin filter application guide.

We can recommended a list of our topselling filters for popular models to get you started.

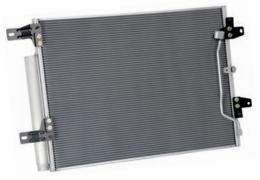
Adrad's full range of air conditioning products is constantly being updated, so keep an eye on our announcements through Radshop to be the first to know about new product releases.

If you have any feedback or questions relating to our products, or if you are looking for a part that you can't find, please contact our national customer service centre on 1800 882 043.



Tech Tip

Condensers and their function



The condenser is designed to dissipate heat from the refrigerant, which changes the high-pressure refrigerant vapour to a liquid.

Vapour is condensed to a liquid because of the high pressure that is driving it. This process generates a high amount of heat.

The heat is then removed from the condenser, aided by the air flowing

through the condenser fin from a fan and/or the vehicle moving.
Condensers are susceptible to external blockage, mostly from things like leaves, insects, or even dirt. They are also susceptible to severe internal blockage after a compressor failure.

When compressors fail internally, metal particles and other debris can contaminate the whole A/C system through the circulating refrigerant.

This debris can quickly block the micro ports of the condenser.

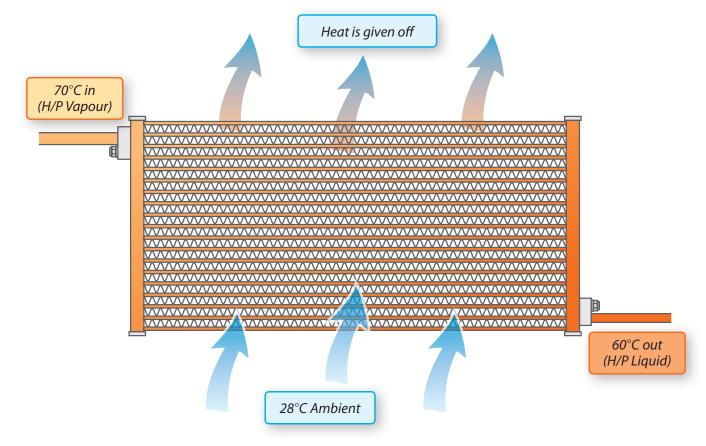
Condensers can also fail when there is weld failure or holes in the tube, resulting in leakage.

Because the air con condenser is located at the front of the vehicle, it can be physically damaged by flying debris like small rocks and other matter that is flung up off the road. The air con condenser is also often damaged if the vehicle is in a front-end collision.



In all circumstances, internally clogged, leaking, or damaged condensers are not repaired, but replaced with new units.

We recommend that you use an Adrad Compressor Replacement Kit which comes with a 3 Year National Warranty.





Customer Testimonials For Adrad's A/C Compressor Kits

- "I like the quality and range of Adrad's products. I always get great service, and I would have no issues in recommending Adrad to any businesses like mine."
 - Laszlo

Auto Breeze Mechanical Repairs & Airconditioner Servicing Oakleigh South

- "I love the range, service and supply of all the products that Adrad have provided since I took over the business and I am looking forward to increasing my air con sales next summer."
 - Andrew

Pakenham Radiators in Pakenham

6 ... Fitting a compressor kit is the best way to go about the job. That's why I use and install Adrad Compressor Kits.

Terry EdgarOwner & operator of Kat's Auto

- "I'm a fairly new customer of Adrad. I'm very pleased with the range of A/C products and will certainly continue to use Adrad as my preferred choice for any future A/C needs."
 - Alex

Fast Track Automotive in Scoresby

- "As a technician of many years I have learned how to do things the right way, for my customers and for myself. I have found fitting a compressor kit is the best way to go about the job. That's why I use and install Adrad Compressor Kits. They are reliable, quality units at an affordable price. In my experience, I have never had a concern with these kits, so I will continue to use Adrad Compressor Kits in my workshop. I know Adrad is there to support me if needed."
 - Terry Edgar

Owner & operator of Kat's Auto

- "I am writing to let you know Adrad's Compressor Kits have been on demand from our customers, both Trade and Retail. Buying the kit saves the customer money, plus the knowledge that we the fitters have all the correct parts to do the job in one go. We are hoping Adrad brings out more of these kits for different types of vehicles.
 - Well done Adrad ... a jump ahead of the other suppliers."
 - **Kim Courtney**Natrad Strathpine
- "I've purchased many of Adrad's A/C products including the A/C Compressor Kits. The Kits are excellent value for money and contain everything you need."
 - Alex

Alex Auto Electrical Moorabbin

Get Ready For HFO-1234yf

Adrad has a range of equipment to ensure you're ready to service vehicle air conditioning systems with HFO-1234yf refrigerant.

The change to HFO-1234yf refrigerant is happening fast in the automotive industry. It won't be long until you start seeing vehicles with HFO-1234yf systems in your workshop, as manufacturers make the change to this more environmentally friendly refrigerant.

What Equipment Do I Need To Handle HFO-1234yf?

The tools that you use to handle HFO-1234yf must be 'ignition proof'.

Adrad has a range of equipment designed for use with HFO-1234yf including halogen leak detectors, service hoses, oil injectors, valve core kits and refrigerant identifiers. All of our equipment meets the Society of Automotive Engineers (SAE) Standards for use with HFO-1234yf.

The dye and oil used with HFO-1234yf is also different from that used for R134a.

Is HFO-1234yf Compatible With Existing R134a Equipment?

No, you'll need different equipment. The service couplers you use to access the HFO-1234yf system refrigerant circuit are a different size to R134a systems. The service coupler also has a left-hand thread that requires a matching hose, so you'll need a specific HFO-1234yf gauge set. All equipment used with HFO-1234yf must be ignition-proof as the new refrigerant is classified as an A2L flammable refrigerant.

Where Can I Buy HFO-1234yf?

You can purchase 4.5kg bottles of HFO-1234yf by calling our customer service team on 1800 882 043.





Adrad Distribution Network

Adrad has a national distribution network of around 22 warehouses, carrying an enormous range of radiator and air conditioning products, from component parts through to complete assemblies.

We've recently added a new Adrad branch in Geelong.

Adrad can supply parts fast anywhere in Australia, and provide prompt warranty support.







1800 882 043

or visit radshop.com.au