

Bulletin 97-019
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U.S.

1997 FALL PROMOTION CR AIR DRYER PRODUCTS, NEW COMPETITOR PRODUCTS / INTERCHANGE, and UPDATED CORE RETURN POLICY

CR FAMILY OF AIR DRYER PRODUCTS

Pricing for CR Air Dryers and cartridges has been held over for the second year in a row. Furthermore, more attractive Air Dryer pricing is now available at lower quantity breaks.

NEW LOW PRICING !!! - Competitor Desiccant Cartridges

CR has slashed prices on competitor desiccant cartridges. Take advantage of our 50-99 and 100+ quantity breaks. Contact your CR Sales Representative for more information concerning higher volume orders.

NEW PRODUCTS AVAILABLE - Competitor Reman Air Dryers & Service Kits

CR has expanded its line of competitor products. Service Kits as well as complete remanufactured AD-2, AD-4, and AD-9 Air Dryers are now available at low prices. Please refer to the attached part number interchange to facilitate your order process.

CORE POLICY UPDATE

CR's core policy has been revised to include the newly added competitor Air Dryers and Service Kits. One year from date of purchase allowed for core returns. RGA is required.

CR AIR DRYER PRODUCTS
1997 PROMOTION - U.S.A.
Effective August 17, 1997

CR FAMILY OF AIR DRYERS PROMOTION

	<u>STOCK#</u>	<u>1-5</u>	<u>6-27</u>	<u>28-99</u>	<u>100+</u>
TURBO-2000	T2000	239.90	210.25	190.25	185.30
HD-2000 *	HD2000	239.90	210.25	190.25	185.30
TURBO-3000	T3000	199.50	174.75	158.25	154.25
BRAKEMASTER	62	211.04	187.00	176.50	172.00
TURBO-AC	T62	211.04	187.00	176.50	172.00

* Designed for continuous pumping, naturally aspirated compressors. Call for details.

AIR DRYER PROGRAM GUIDELINES :

- Air Dryer order quantities may be mixed to qualify for best pricing.
- Due to increasing demand, 100+ quantity break now available.
- Reduced pricing for 6+ quantity break.
- Purchase orders with scheduled releases of 10 pcs. or more are welcome.

CR DESICCANT CARTRIDGE PROMOTION

	<u>STOCK #</u>	<u>1-23</u>	<u>24-74</u>	<u>75 +</u>
TURBO-2000	T224	56.25	52.00	50.00
TURBO-3000	T334	49.65	45.75	44.00

CR DESICCANT CARTRIDGE GUIDELINES :

- CR cartridge order quantities may be mixed to qualify for best pricing.
- Purchase orders with scheduled releases of 100 pcs. or more are welcome.
- No price increase from 1996.

All prices in U.S. dollars.

CR AIR DRYER PRODUCTS 1997 PROMOTION - U.S.A.

Effective August 17, 1997

COMPETITOR DESICCANT CARTRIDGE PROMOTION

<u>EXCHANGE</u>	<u>STK#</u>	<u>Core</u>			
		<u>Charge</u>	<u>1-49</u>	<u>50-99</u>	<u>100+</u>
Reman AD-2 cartridge	251	10.00	22.01	19.14	18.76
Reman AD-4 cartridge	255	18.00	24.21	21.05	20.63
Reman AD-9 cartridge	259	23.00	35.21	30.61	30.00

Note: Above items will be billed at promotion price plus core charge.

COMPETITOR DESICCANT PROGRAM GUIDELINES :

- Competitor cartridge order quantities may be mixed for best pricing.
- Purchase orders with scheduled releases of 100 pcs. or more are welcome.

*** *New Products Now Available from Chicago Rawhide* ***

*** ***COMPETITOR SERVICE KITS & AIR DRYERS*** ***

<u>DESCRIPTION</u>	<u>CR #</u>	<u>Core</u>	<u>Jobber Net</u>	<u>W.D. Net</u>
Reman AD-2 Check Valve	320	22.00	17.92	14.34
AD-2 Mounting Bracket Kit	321	—	20.69	16.55
AD-2 Purge Valve Kit	322	—	7.15	5.72
AD-2 Check Valve Kit	323	—	2.65	2.12
AD-4 Purge Valve Kit	324	—	4.23	3.38
AD-4 Seal Kit	325	—	6.25	5.00
AD-4 End Cover Kit	326	—	14.35	11.48
AD-4 / AD-9 Mounting Bracket Kit	327	—	27.62	22.09
AD-9 Purge Valve Kit	328	—	10.17	8.14
Reman AD-9 Check Valve - 3/4"	329A	9.00	12.38	9.91
Reman AD-9 Check Valve - 1/2"	329B	9.00	12.38	9.91
Reman AD-2 Air Dryer	320200	89.00	175.26	140.21
Reman AD-4 Air Dryer	320400	118.00	175.26	140.21
Reman AD-9 Air Dryer	320900	118.00	151.11	120.89

Note: Above items will be billed at W.D. net price plus core charge.

All prices in U.S. dollars.

CHICAGO RAWHIDE

COMPETITOR PART NUMBER INTERCHANGE

<u>CR STK #</u>	<u>DESCRIPTION</u>	<u>BENDIX #</u>
250	New AD-2 Desiccant Cartridge	287313
251	Reman AD-2 Desiccant Cartridge	101900X
253	Refill Kit for AD-2	286718
254	New AD-4 Desiccant Cartridge	103981
255	Reman AD-4 Desiccant Cartridge	104358X
258	New AD-9 Desiccant Cartridge	107796
259	Reman AD-9 Desiccant Cartridge	107794X
320	Reman AD-2 Check Valve	286868 (new)
321	AD-2 Mounting Bracket Kit	*** see below
322	AD-2 Purge Valve Kit	287053
323	AD-2 Check Valve Kit	287298
324	AD-4 Purge Valve Kit	103818
325	AD-4 Seal Kit	103879
326	AD-4 End Cover Kit	103980
327	AD-4 / AD-9 Mounting Bracket Kit	107695
328	AD-9 Purge Valve Kit	107798
329A	Reman AD-9 Check Valve - 3/4"	107799 (new)
329B	Reman AD-9 Check Valve - 1/2"	107800 (new)
320200	Reman AD-2 Air Dryer	286934X
320400	Reman AD-4 Air Dryer	065041X
320900	Reman AD-9 Air Dryer	065225X
254 + 326	New AD-4 cartridge plus End Cover Kit	103817

***** #321 contains 2 pieces of each of the following:**

Mounting Clamp Band	247954
Nut - 5/16"	204214
Lock Washer - 5/16"	202982
Cap Screw - 5/16" x 4"	247728

CHICAGO RAWHIDE CORE POLICY

Competitor Desiccant Cartridges, Air Dryers, & Check Valves

Effective August 17, 1997 - Replaces policy dated October 1, 1995

SCOPE

CHICAGO RAWHIDE provides complete remanufactured AD-2, AD-4, and AD-9 air dryers as well as replacement cartridges, and remanufactured check valves for these dryers. There is a core charge included in the W.D. price for these products. The core charge can be credited with the return of cores if there is an available balance in the core group. Each dryer, check valve, and cartridge represents a core group. Each core group has a specific core charge.

RETURN AUTHORIZATION REQUIRED

A return authorization is required for any core return. All core returns must be accompanied by CR Approved Return Request Form (457713). Note the Return Authorization number on this document. The shipment will be refused if no RGA is listed.

CORE ACCEPTANCE

- Cartridge Cores must not be bent, dented, or corroded. The AD-2 cartridge (250/251) shoulder bolt must not be damaged or stripped and the top plate must not be bent, chipped, or cracked. The AD-9 cartridge (258/259) stud must be intact and undamaged.
- Complete Air Dryer Cores must have no major parts missing or damaged or exposed to fire, flood, or high temperatures in order to receive credit. Major parts consist of cartridge, end cover, canister, and weldments.
- Check Valve Cores must have no visible damage.
- A core return can be refused for any of these reasons. Unacceptable cores will be disposed of with no obligation from CHICAGO RAWHIDE.

ONE YEAR ALLOWED FOR CORE RETURN

There is one year allowed to return cores from date of purchase. Core Balances are tracked by core group. On the one year anniversary of the purchase, if cores have not been returned, the quantity will be deducted from the balance available for return.

FREIGHT

Core return shipments may be shipped collect with a preferred carrier, ask Customer Service for details. Otherwise, return shipments must be shipped FREIGHT PREPAID, credit will be issued. For a collect or prepaid shipment to qualify for freight credit, one of the following conditions must be met — 32 cartridge units or 4 complete air dryer units are required. Freight credit for return of check valve cores will only be issued as part of a qualifying shipment. Send freight bill to CHICAGO RAWHIDE debits and credits department. Core returns must be packed in suitable containers and shipped to the CR worldwide distribution center.

Send core returns to:

**CHICAGO RAWHIDE
Worldwide Distribution Center
2030 Meridian Place
Hebron, KY 41048**

Send freight bills to:

**CHICAGO RAWHIDE
Attn: Debits / Credits
735 Tollgate Road
Elgin, IL 60123**

Do not ship warranty or returned merchandise with cores. Combining these materials will cause delays in core credit and warranty processing.

CORE CREDIT ONLY

CHICAGO RAWHIDE will only issue credit for returned cores. Under no circumstances will a check be issued for cores returned.

WARRANTY

CHICAGO RAWHIDE warrants the CR Air Dryer Desiccant Cartridge, when installed in accordance with CR Air Dryer Desiccant Cartridge instructions, to be free of defects in material and workmanship for one (1) year, 100,000 miles or 3600 hours (whichever comes first) from the date of installation.

CHICAGO RAWHIDE will repair or, at its option, replace all parts that fail due to defective material or workmanship. Malfunctions or damages resulting from accident, abuse, misapplication, improper installation, or normal wear and tear are not covered by this warranty.

It is expressly agreed that this warranty is in lieu of any other warranties and liabilities, expressed or implied, including but not limited to any warranty of merchantability or fitness for any purpose and any liability for consequential damages arising out of the use of the product sold hereunder.

The foregoing states seller's entire and exclusive liability and buyer's exclusive and sole remedy. Seller will in no event be liable for any consequential, special or contingent damage or expense arising directly or indirectly from any defect in its goods or from the use thereof, nor is any other person authorized to assume from seller any such liability.

If you have any questions or need further assistance, please do not hesitate to contact your local CR Sales Representative.

**FOR TECHNICAL ASSISTANCE OR
OTHER PRODUCT INFORMATION
CALL TOLL-FREE 1-800-882-0008**