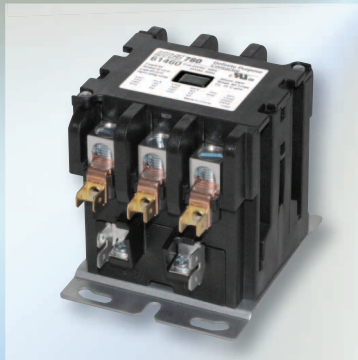
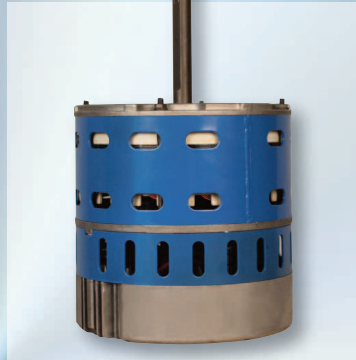




Presents

Getting Into Parts

Suggested start-up inventory for wholesalers not currently offering HVAC/R replacement Components, Motors, and/or Service & Installation products



www.marsdelivers.com

Toll Free: 800-445-4155 • Fax: 631-348-7160

MARS Technical Help Line: **800-678-9888** M-F 8 am - 5 pm EST



Based on over 75 years of experience in the industry, MARS suggests these top selling product categories that will get you started in the HVAC/R business

Motors
Capacitors
Contactors
Relays
Surge Protectors

Transformers
Time Delays
Hard Starts
Pressure Switches
Condenser Pads

Whips
Disconnects
Fuses
Condensate Pumps



Using the suggested inventory as a guide (*see insert*) your MARS representative will work with you to customize the right parts, in the correct quantities, to serve your market needs.

The MARS brand has been recognized for generations for quality, dependability, and consistency by technicians throughout the world.



In addition, 2006 marks the year that MARS introduced the JARD brand. JARD products give you the option of stocking an economical, cost sensitive offering backed 100%, by MARS.

FEATURES

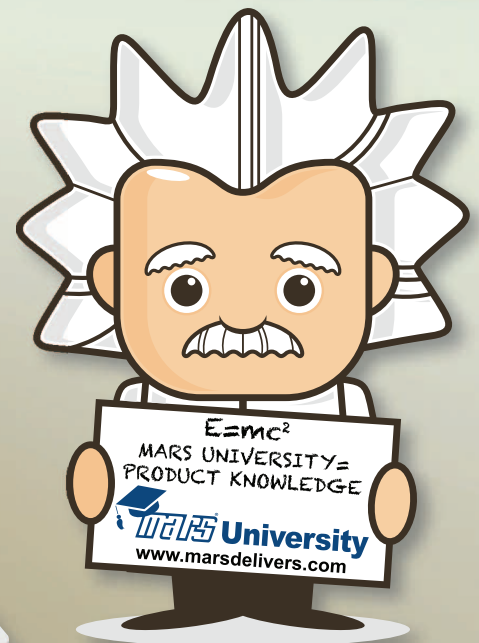
Guaranteed Sale NO RISK

- If not satisfied with sales results within 6 months of invoice date, entire inventory may be returned
- No restock charge
- If returned, freight is the responsibility of wholesaler
- Customized, competitive pricing will be arranged by your MARS representative

TRAINING

MARS Tech training for your Counter & Outside sales personnel

MARS Tech provides basic information for each product category that you will be stocking. Educated sales personnel are essential to the success of "Getting into Parts."



Getting Into Parts

MARS #	JARD #	DESCRIPTION	QTY.
OUTDOOR CONDENSER FAN MOTORS			
10729	22729	1/3hp, 208/230v, rev., 1 spd	2
10730	22730	1/2hp, 208/230v, rev., 1 spd	2
10465	22465	1/6-1/3hp, 208/230v, rev., 1075/2 spd.	2
10458	22458	1/6-1/3 hp, 208/230v, rev.,1075/1spd.	2
10874	-	AZURE ECM 1/8-1/3 hp, 208/230v, rev., 825/1075 rpm	2
DIRECT DRIVE BLOWER MOTORS			
10585	22585	1/3 hp, 115v, 1075 rpm, 3 spd, rev.	2
10586	22586	1/3 hp, 208/230v, 1075 rpm, 3 spd, rev.	2
10587	22587	1/2 hp, 115v, 1075 rpm, 3 spd, rev.	2
10463	22463	1/6-1/2 hp, 115v, 4 spd, rev.	2
10466	22466	1/5-3/4hp, 115v, 4 spd, rev.	2
10858	-	AZURE ECM Constant Torque 1/5-1/2hp,	2
10859	-	AZURE ECM Constant Torque 1/2-1hp, 115/230v, rev.	2
RUN CAPACITORS			
14005	12905	5 mfd 370 oval	10
14007	12907	7.5 mfd 370 oval	10
14008	12908	10 mfd 370 oval	10
14010	12910	15 mfd 370 oval	10
14031	12931	7.5 mfd 440 oval	10
14029	12929	5 mfd 440 oval	10
14032	12932	10 mfd 440 oval	10
14283	12783	35/5 mfd 440 round	10
14288	12788	45/5 mfd 440 round	10
14286	12786	40/5 mfd 440 round	10
14290	12790	50/5 mfd 440 round	10
14292	12792	55/5 mfd 440 round	10
14294	12794	60/5 mfd 440 round	10
START CAPACITORS			
11049	11949	145-175 mfd 250/220v	6
11052	11952	216-259 mfd 250/220v	6
11062	11962	88-108 mfd 330v	6
11066	11966	145-175 mfd 330v	6
11068	11968	189-227 mfd 330v	6
11148	11948	124-156 mfd 250/220v	6
TURBO CAPACITORS			
12100	-	Turbo 200 mini 2.5-15 mfd 370 or 440v	2
12200	-	Turbo 200 2.5-67.5 mfd 330 or 440v	2
12300	-	Turbo 200X 5-97.5 mfd 370 or 440v	2
12500	-	Turbo 200 mini-Oval 2.5-15 mfd 330 or 440v	2
12600	-	Turbo Easy Start Hard Start	2
		up to 1 ton 108-130mfd, 1-2 tons 189-227 mfd,	2
		2.5-3 tons 233-280 mfd, 3.5-5 tons 270-324 mfd	2
POTENTIAL RELAYS / UNIVERSAL REPLACEMENT			
19007	-	MARS 68	2
19004	-	MARS 65	2
19006	-	MARS 67	2
93001	-	QC-6 spade terminal kit	2
HVAC POTENTIAL RELAYS			
19168	-	MARS 168	2
19165	-	MARS 165	2
19167	-	MARS 167	2
903 SERIES SWITCHING RELAYS			
90340	92340	power-power 24v	6
90380	92380	spno-spnc 24v	6
90293	92293	spdt 24v	6
90370	92370	spdt 24v	6
90295	92295	spdt 208/240v	6

MARS #	JARD #	DESCRIPTION	QTY.
CONTACTORS			
61445	17435	40a 3p 24v	3
61345	17325	30 2p 24v	3
61447	17437	40a 3p 208/240	3
61430	17335	30a 3p 24v	3
61320	17315	30a 1.5p 24v	3
61446	17436	40a 3p 120v	3
61432	17337	30a 3p 208/240v	3
61431	17336	30a 3p 120v	3
61755	17425	40a 2p 24v	3
SOLID STATE TIME DELAY RELAYS			
32391	-	adj. delay on make	3
32392	-	adj. delay on break	3
32395	-	adj. by pass timer	3
HARD START KITS			
32701	-	1/2 - 5 hp, 277 max volts, MTX 100	6
32702	-	1/2 - 10 hp, 277 max volts MTX 200	6
32741	-	1/4 - 1/3 hp, 115v MCS 41	6
32781	-	1/12 - 1/5 hp, 115v MCS81	6
32708	-	1/2 - 10hp, 115-277v, All Start	6
CONDENSATE PUMP			
21780	-	115v, 24' lift	2
TRANSFORMERS			
50354	44504	120/208/240v, 24v sec. foot mt.	6
50304	44524	120/208/240v, 24v sec, 3-way	6
50327	44511	50va, 120/208/240/480v, 24 sec.	6
50321	44513	75va, 120/208/240/480v 24v sec.	6
PRESSURE SWITCHES			
43306	43906	210/275 FC open on rise	3
43313	43913	410 manual open on rise	3
43332	43932	425/300hp open on rise	3
43341	43941	5/20 LP open on fall	3
43347	43943	25/65 LP open on fall	3
SURGE PROTECTION			
83905	-	outdoor/indoor surge protection	6
83904	-	Furnace Air Handlers and 120v Ductless Equipment	6
DISCONNECTS			
83335	-	60 amp non fused generic	6
80315	-	60 amp non fused side open	6
80316	-	30 amp fused side open	6
80317	-	60 amp fused side open	6
WHIPS			
84135	-	6 x 1/2 non metallic	6
84137	-	6 x 3/4 non metallic	6
84138	-	6 x 3/4 metallic	6
84136	-	6 x 1/2 metallic	6
84131	-	4 x 1/2 non metallic	6
84132	-	4 x 1/2 metallic	6
FUSES			
82038	81038	30a 250 tr30	6
82230	82230	atc 3 blade (5 pac)	6
82231	82231	atc 5 blade (5 pac)	6
82036	81036	20 a 250 tr20	6
82037	81037	25a 250 tr25	6
82040	81040	40a 250 tr40	6
82043	81043	60a 250 tr60	6
CONDENSER PADS			
93592	-	36 x 36 x 3"	3
93584	-	30 x 30 x 3"	3
93587	-	32 x 32 x 3"	3

Shelf Signage

Will be provided for each product group for easy identification and location.



6" x 3" Aisle Signs

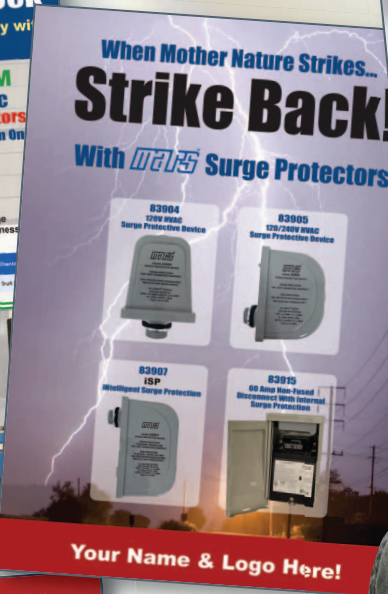
- | | |
|------------------|-------------------|
| Capacitors | Pressure Switches |
| Contactors | Relays |
| Condensate Pumps | Start Assists |
| Disconnects | Transformers |
| Fuses | Whips |



MARS Banners are 40" x 20"

Personalized Sales Support Material

MARS' in-house art department will provide print ready artwork to help promote your new product additions.



MARS Hats for your counter people

10 MARS hats will ship at no charge on your initial stock-up order

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