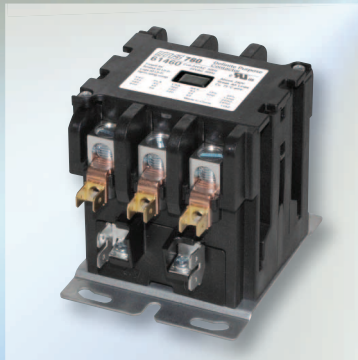
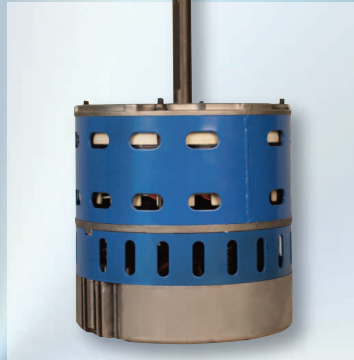




Presents

# 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](http://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

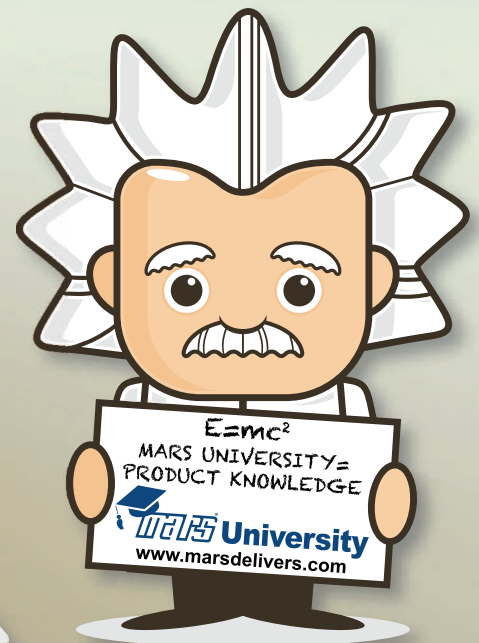
#### Guaranteed Sale NO RISK

- 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."





## Shelf Signage

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



## 6" x 3" Aisle Signs

Capacitors

Contactors

Condensate Pumps

Disconnects

Fuses

Pressure Switches

Relays

Start Assists

Transformers

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