RPI CELEBRATES 40 YEAR ANNIVERSARY

This year, RPI is celebrating our 40th anniversary in business, and we owe it all to you, our customers.

Founded in 1972 by Al and Sherry Lapides, along with two other partners, our focus has always been on the quality engineering of our parts, working hard to ensure our parts are always in stock, and providing the very best in both customer service and technical support.

The story by now is fairly well known, but just in case: Al and his brother-in-law, Sheldon, worked in the thriving southern California aerospace industry in the 1960's, but were always interested in starting their own business, but were not sure on which industry to focus their attention.

They eventually met a man named Norman Frank at a wine tasting club, and discovered that his father had started a company in the 1950's that made replacement parts for the meat-cutting industry (National Band Saw or NBS). The idea was developed between the three that the company's business format could be applied to other industries, and so a list of those industries was developed and some research conducted.

One day, Al and Sheldon were visiting Norman at NBS, and noticed that there was a business next door that specialized in the repair of medical equipment. After meeting for three hours with the owners of this repair company, they learned that the medical equipment repair industry was in need of a good source of aftermarket parts.

It was at this point that Al, Sheldon and Norman decided that this would be the industry they would pursue.

What's more, the company they first met with, Medi-Call, was one of RPI's first customers – and to this day, is still a great customer!

And so it began with Sherry spending countless hours at the Los Angeles Public Library poring through their nationwide collection of Yellow Pages, and developing our first mailing list,

Continued on the back page

COMING SOON!

CART

RPI SHOPPING CART ON WWW.RPIPARTS.COM

It's the RPI Shopping Cart and it's coming soon! Very soon!

When on the RPI website, keep your eyes open for the bright yellow and blue RPI Shopping Cart icon – it will be located in the upper right hand corner of each website page. Once you see the icon, you can start your on-line shopping with RPI.

Here's How to Get Started
Simply click the "Login" button at the top of any RPI website page. Next, click the "New Registration" link. It is on this page where you will input your company information including your name, email address, phone number, and RPI account number as well as set up a password for your new online account. That's all there is to it!

This differs from the current login feature where if you input your RPI account number, you have access only to prices. With our new login, you still have access to prices, but now you will have access to all the benefits of the Shopping Cart too.

RPI Shopping Cart Benefits
At the bottom of every part's page, you can view pricing and add the part directly to your cart. If at any time you would like to view your cart, just click the Shopping Cart icon.

You can review all your orders online by going to "My Account" from the

Continued on the back page

FROM THE DESK OF THE PRESIDENT

Ira Lapides
CEO & President
Replacement Parts Industries, Inc.

If I may be permitted, building a business that lasts four decades is quite an achievement, so I am here to publicly congratulate my parents, Sherry and Al, on this remarkable feat. Obviously, we're still in the middle of what will hopefully be a long journey, but every so often it's good to stop and smell the roses.

In looking back on the past 40 years, there's one thing to me that is really interesting to note. Our original catalog advertised 19 parts to fit "medical autoclaves". Of those 19, only one has been discontinued – the RCB002 Bellows Assembly to fit the Midmark/Ritter 7 and older M7's (since replaced by the RCK123 Bellows Kit). Every other part is still in stock, 40 years later.

Now, the sales of some of those parts are pretty low, like the door gaskets to fit the classic Pelton & Crane FL2 and HP2 sterilizers, and the bellows to fit the Amsco 8816, but we still carry them. And some of them continue to sell quite well, like the door gaskets and bellows to fit the Pelton & Crane Omniclaves.

Other parts experienced some nice improvements over the years, including the heating elements for the Pelton sterilizers, which started out as regular mica elements, and which we later converted to metal-clad to improve the lifespan of those parts.

There are also a few things that have not changed since the beginning: Our commitment to excellent customer service, listening to and responding to our customers' needs and helping them to succeed in their business, innovation and attention to quality in the engineering of our parts, and always learning, always being curious about what's out there and how to do things better.

Since the company was founded in 1972, my parents instilled a strong company culture that includes integrity – always doing our best to do the right thing, being good citizens and giving back to the community whenever possible, continuous learning and personal growth, and having a bit of fun along the way.

These 40 years have been a great run, but we could not have done it without you, our great customers. Thank you for all that you do for us. We will keep doing our very best for you.

THE RPI FAMILY

Hi! My name is Robert Lopez.

I am a Warehouse & Shipping employee at RPI, and I was born and raised in southern California.

Robert Lopez
Shipping & Warehouse

After moving around a lot when I was younger, I settled in the San Fernando Valley where I graduated from San Fernando High School. I enjoy going to local comedy and improv clubs as well as sporting events such as Dodgers' and Angels' baseball games. I've gone to a couple of Clippers' games too. And, one of my favorite pastimes is body building and working out with weights. I started working for RPI in September, 2008. I have found that working here is fun and enjoyable.

UPDATES ON THE HANDLE ASSEMBLY (RPI PART #PCA805)

We recently discovered an error in the pricing of one of our new parts. It's the Handle Assembly (RPI Part #PCA805). The current flyer and Price Book Update shows incorrect pricing. Please refer to the website for the correct pricing. And we apologize for any inconvenience this may have caused you or your customers.

One other thing to note about this part is that it actually has two OEM Part #'s. Pelton & Crane sells this part one per package as well as two per package. RPI sells one per package. Please take note of both OEM Part #'s as listed below:
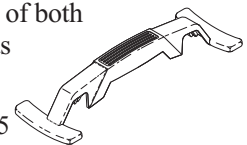
RPI Part #PCA805
Handle Assembly
(1) per package - OEM Part #041159
(2) per package - OEM Part #33-21-838

PARTS UPDATE!

Thanks to your feedback, we've made some changes – for the better.

Dual Scale Max Register Thermometer (RPI Part # RPT113)

We upgraded our Lag Thermometer (RPI Part #RPT113) two ways: 1) It now has a dual scale to read both Celsius and Fahrenheit at the same time with a range from 150°F to 350°F, and 65°C to 177°C; and, 2) We now use autoclaveable O-rings to protect the glass from damage in shipping and from the day to day use while inside the metal protective case as well as when inside a sterilizer. We suggest that these O-Rings are not to be removed.

Valve Repair Kit (RPI PART #MIK110) To fit Midmark M9/M11 Ultraclaves

Originally consisting of a Valve Piston (with 8 slots cut into it), a Spring and (2) O-rings, the Valve Repair Kit (RPI Part #MIK110) was designed to rebuild the Manifold Mounted version of the Vent Valve used in the newer Midmark M9/M11 table top sterilizers. With the introduction of our new Fill/Vent Valve Assembly (RPI Part #MIA137), we can offer the entire Manifold Mounted Vent Valve (RPI Part #MIV139), and a more comprehensive Valve Repair Kit (RPI Part #MIK110) that contains a redesigned piston (with 4 slots), a complete Bonnet Assembly as well as the Spring and O-rings used in the original repair kit.

Dam Gaskets to fit Doors "With" and "Without" Metal Flaps
To fit Midmark M9/M11 Ultraclaves

Dam Gaskets to fit the Midmark M9/M11 (RPI Part #MIG035 and MIG036) were redesigned to install easily, and channel water back into the chamber minimizing dripping in the drying mode. Both Dam Gaskets are now included in our Sterilizer PM Kits (RPI Part #MIK072 and MIK080) <u>designed to fit the Midmark door "without" the metal flap - an early production run by Midmark on the M9 Ultraclaves only.</u>

The Dam Gasket (RPI Part #MIG157) that fits the Midmark door <u>with the metal flap</u> is also included in our new Sterilizer PM Kit (RPI Part #MIK158) (Note: The metal flap is an "L" shaped welded bracket on the door and holds the dam gasket in place. Dam gaskets that fit the doors with the metal flap will not fit the doors without the metal flap, and since there is not a Serial # break from Midmark to distinguish between the two style doors, be sure to verify whether the door has a "flap" or "no flap" before you place your order.)

Door Gaskets (RPI PART #'s CSG001, CSG002, CSG030 & CSG031)
To fit Castle/Getinge Bulk Sterilizers

Take a look at our new CSG001 (20 x 20) and CSG002 (16 x 16) gaskets – which are now pneumatic (hollow) extruded rubber tubes cut to length and spliced together. Prior to this recent modification, the gaskets were over-sized and a bit difficult to install. After working with several of our customers, two simple modifications were made: 1) The developed length (length of the tubing before splicing it into a circle) was decreased; and, 2) The Durometer was lowered which made the material a bit softer and easier to install. Then we set out to improve our "U" channel gasket CSG030 (16x16) and CSG031 (20x20) (Note: The "U" channel gasket is also known as Castle/Getinge's second generation of gaskets). These gaskets are used in the same chamber and door assemblies as the extruded tube version, so they were made to the same developed lengths. Thus customers were experiencing similiar issues. After reviewing the dimensional specifications on our manufacturing prints, we decided on small changes. The developed length was decreased and the Durometer was lowered for a softer gasket. The "U" channel was opened more with a very slight angle added for ease of compression. And there you have it – better gaskets.

CHANGES TO PC BOARD EXCHANGE PROGRAM - M9/M11

By Mark Micucci, RPI Product Development

Until recently, RPI customers could place an order with us for a refurbished PC Board to fit the Midmark M9/M11 sterilizers (RPI Part #'s MIB130 and MIB131), then a board would be shipped out on the same day, and a $100 credit was applied to the customer's account when the old board was returned.
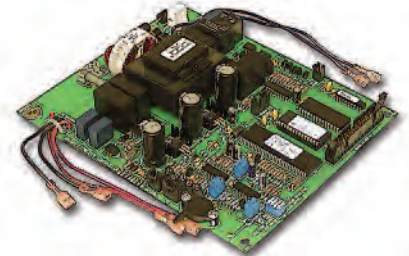
PC Board (RPI Part #MIB130)

Unfortunately, too many customers were not returning their old PC Boards, and we started to run so low on inventory of the boards to refurbish. We ran into backorder situations, which put you, our customers, in a difficult position with your customers as well. As a result, RPI was forced to make change to its PC Board Exchange Program.

So here's the change – now when you place an order for a refurbished PC Board, we will place a "hold" on the order and send you a box with a UPS label addressed to RPI to ship us the board that requires replacement. Once that old board has been received by RPI, we will complete your order and ship you a refurbished PC Board. Your invoice generated that day will reflect the cost of the board as well as the $100 credit for the core.

A BIG RPI WELCOME TO ...

Elizabeth Mayfield and Angelina Kush – the two newest members of our Customer Service Team.

The following new parts are now in stock,

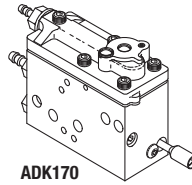## DENTAL DELIVERY SYSTEMS/UNITS

Parts to fit A-dec® Century Plus Handpiece Control Block

Now Available:
- Control Block Cap Assembly
- Control Block Service Kit
- Control Block Service Kit (Major)
- Dry Block Kit

- Handpiece Control Block
- Plug (Check Valve)
- Plug (Water Valve)
- Water Valve Actuator
- and more!

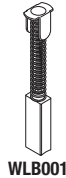*Now you can Replace the Control Block or Repair It!*

ADK170

ADK190

DENTAL LABORATORY EQUIPMENT

Parts to fit Wells Dental (Engine Units: U900, U901, U903 and U904)

BRUSH
RPI Part #WLB001
OEM Part #E-101
Models: Hood & Motor: E026, E027, E028 & E029 and Motor: Baldor - E132 & E133

WLB001

BELT (6' 6")
RPI Part #WLB002
OEM Part #AS404
Models: Arms: AS051 (Whisper short arm) and Arms: AS011 (Piccolo engine arm)
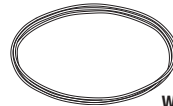
WLB002

BELT (9' 8")
RPI Part #WLB003
OEM Part #AS406
Models: Arms: AS052 (Whisper long arm) and Arms: AS012 (Standard engine arm)

WLB003

DENTAL LIGHTS

Parts to fit Pelton & Crane LFII and LFIII Series

Now Available:
- Bearing Cap
- Dimmer Circuit Assemblies
- Dimmer Switch Assembly
- Guide Plate Assembly
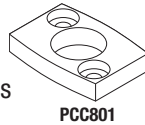
- Handle Assembly
- Post Knuckle Assembly
- Sensor Conversion Kit
- Wire Harness Extensions
- and more!

PCC801
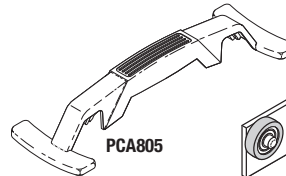
PCA805
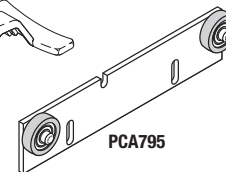
PCA795
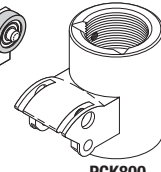
PCK800

DENTAL ULTRASONIC CLEANERS

Parts to fit Henry Schein® Dental, L&R, Ney (Dentsply) and Patterson Dental

Now Available:
- Fuse Holder
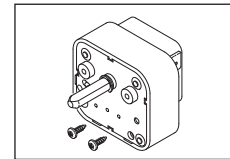- Hospital Grade Power Cord
- Lid Knob Kit
- Switch
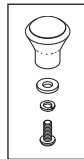
- Switch Cover
- Timer Knob
- Timer (30 Minute)
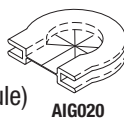- Timer (60 Minute)
- and more!

PCK801
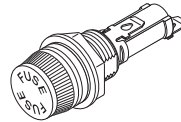
RPH800
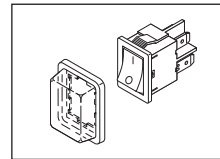
RPS768

RPT766

INFANT INCUBATORS

Parts to fit Air Shields/Drager Isolette® C2000

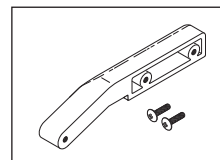**Now Available:**
- Access Grommet
- Fan Assembly (Sensor Module)
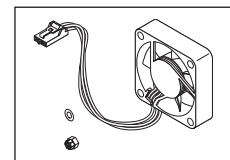- Fan Assembly (Controller)
- Front Panel Assembly

- Hinges (Hood and Access Panel)
- Latch Kit
- Pawl Latch Kit
- Power Switch Assembly
- and more!
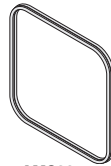
AIG020

AIH151

AIF158

FROM RPI

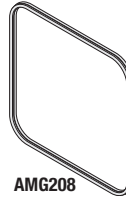## ready to ship the day your order is received!

BULK STERILIZERS

Parts to fit AMSCO/Steris® Century V116 and V120
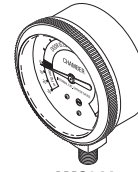
Now Available:
- Chamber Seal (V116)
- Chamber Seal (V120)
- Pressure Gauge (Chamber)
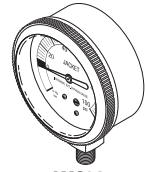- Pressure Gauge (Jacket)
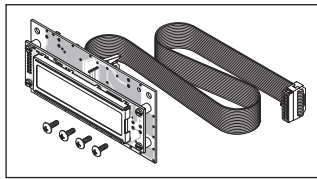
AMG207   AMG208   AMG244   AMG245

TABLE TOP STERILIZERS

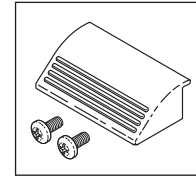### Parts to fit Midmark®•Ritter® Ultraclave® M9, M9D, M11 and M11D

Now Available:
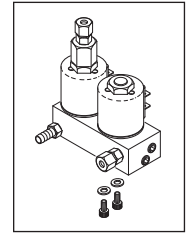- Dam Gasket
- Display Assembly
- Display PC Board
- Door Handle

- Fill/Vent Valve Assembly
- Heater Harness
- Sterilizer PM Kit
- Water Level Sensor Harness
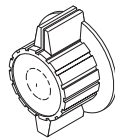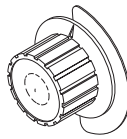- and more!

MIA147   MIH161   MIA137

Parts to fit Pelton & Crane Magnaclave®, OCM, OCR and OCR+

Now Available to fit OCM, OCR & OCR+:
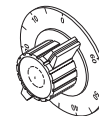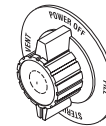- Knob (Thermostat)
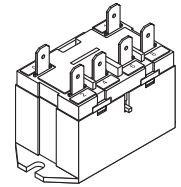- Knob (Timer & Function)

Now Available to fit Magnaclave:
- Knob (Function)
- Knob (Temperature)
- Knob (Timer)
- Relays

PCK248   PCK246   PCK245   PCK244   PCR251

Sterilizer Cleaning Supplies for Midmark®•Ritter®, Pelton & Crane, SciCan® and Tuttnauer®

Sterilizer Cleaners Now Available:
- Mid-Clean™
- Pel-Clean™
- Sci-Dry™
- Tutt-Clean™

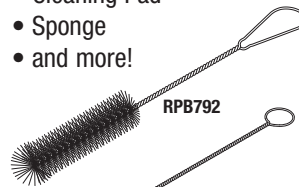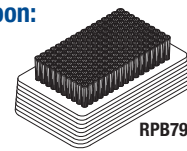**Cleaning Supplies Coming Soon:**
- Cleaning Kit
- Brushes
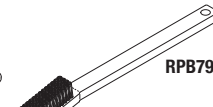- Cleaning Pad
- Sponge
- and more!

TUC094

MIC143   PCC249   SCA046   SCA054
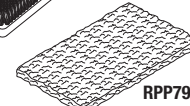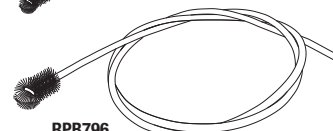
RPB792   RPB795   RPB794
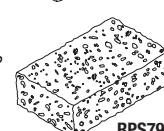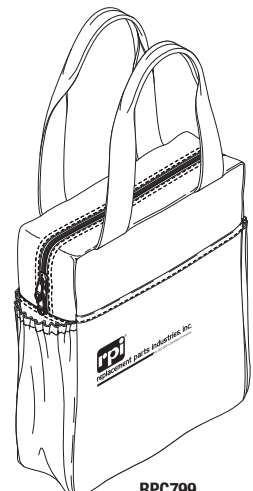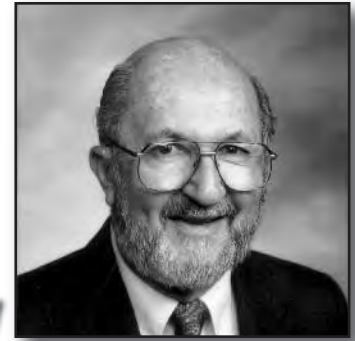RPB793   RPP798
RPB796   RPS797   RPC799

8 to 4 NO MORE

Sherry Lapides
Vice President, Customer Relations
Replacement Parts Industries, Inc.

Sherry recently underwent knee replacement surgery and is recovering nicely. She is doing very well thanks to her strong will and wonderful physical therapists. We wish her the best and a speedy recovery.

AL'S VIEW

Al Lapides
CEO Emeritus & Chairman of the Board
Replacement Parts Industries, Inc.

FROM THE OLD CURMUDGEON (still)

Al is helping Sherry while she is at home after her knee replacement. He's doing very well too – although we think Sherry would recover faster if Al wasn't "helping" her so much.

You can look forward to hearing from Sherry and Al in our next newsletter.

KNOW SOMEONE WHO MIGHT BE INTERESTED?

RPI SEEKING EXPERIENCED BIOMED EQUIP TECHNICIAN

Replacement Parts Industries (RPI) is seeking an experienced Biomedical Equipment Technician to join our Product Development Department as a Product Engineer. The responsibilities of this position include the identification and development of new parts and providing our customers with technical support on the phone or electronically. Includes potential for some travel and representing RPI at industry functions including trade shows and conferences.

Qualifications: Minimum 5 years working on a variety of hospital equipment required, as well as military biomed training or associates degree in biomedical equipment electronics/repair. Experience working on sterilizers is helpful, but we are seeking an individual who has worked on a variety of healthcare equipment. Enthusiasm in learning and taking on new challenges is a must, as are excellent customer service and interpersonal skills.

Please email resume to Jim Wisniewski at jim@rpiparts.com

URGENT!

IMPORTANT MEMO

RPI to Discontinue Domestic Sales of Parts to fit Steris System 1

In keeping with the FDA's consent decree with Steris, RPI will discontinue the domestic sales of parts to fit the Steris System 1 as of July 31, 2012.

This includes our parts to fit System 1 models 89A1, 90A1, 90A2, 90B1, 99A1, and 99A2.

RPI will continue to sell parts that cross over to the new System 1E, but proof of ownership of a System 1E will be required prior to sale.

Please see the FDA website at www.fda.gov for more information about the Steris System 1.

Thank you.
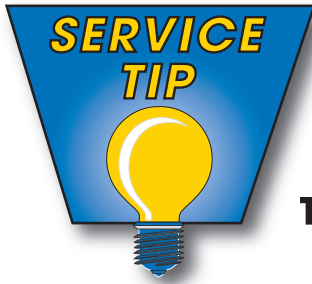
Better Water Pumps & How to Adjust the LED Display Contrast on Tuttnauer Automatic Sterilizers

By Mark Micucci, RPI Product Development

Update! Water Pumps – Changes for the Better

RPI has made two changes to our Water Pumps that fit the Tuttnauer automatic sterilizers. First, we changed the *Water Pump (RPI Part #TUP090)* to a 220V-60HZ (from a 230V-50HZ). Second, we added a *Swivel Elbow Fitting (RPI Part #RPF811)* to both our Water Pumps *(RPI Part #TUP089 and TUP090)*.

Service Tip! Display Contrast Adjustment

Lately RPI's Technical Support team has been getting calls on how to adjust the LED display contrast on the Tuttnauer automatic sterilizers.

The simple answer is to adjust Pot 1 on the Display PCB mounted behind the display panel. Now, the challenge is how to get to Pot 1 to make the adjustment.

For starters, Pot 1 is located in the upper right corner of the Digital PREDG PCB as viewed from the rear of the machine (see photo to the right). Keep in mind that Pot 1 needs to be adjusted with the machine powered up, so be sure to take all necessary precautions when working on a "live" machine.

Pot 1 (circled in yellow below) is located in the upper right corner of the Digital PREDG PCB as viewed from the rear of the machine.

The easiest way to adjust Pot 1 is to remove the front panel. To gain access to Pot 1, first remove the two screws that hold the front panel to the machine. One screw is mounted at the top of the front panel, and the other is mounted at the bottom of the front panel. Once these screws are removed, gently pull the front panel away from the front of the machine to allow enough space to turn on the power switch and to make the adjustment on Pot 1. But, remember, the machine is "live" and the Display PCB is still connected to other boards.

When making the adjustment on Pot 1, use the RPI Trim Pot Adjusting Tool (RPI Part #RPT460) – it makes adjustments easy to handle.

By the way, removing the front panel is also how you gain access to change out the Clock Chip and Battery (RPI Part #TUC107). *CAUTION:* When replacing the Clock Chip and Battery, the machine needs to be turned off and unplugged.

RPT460

TUC107
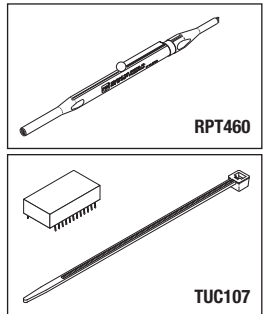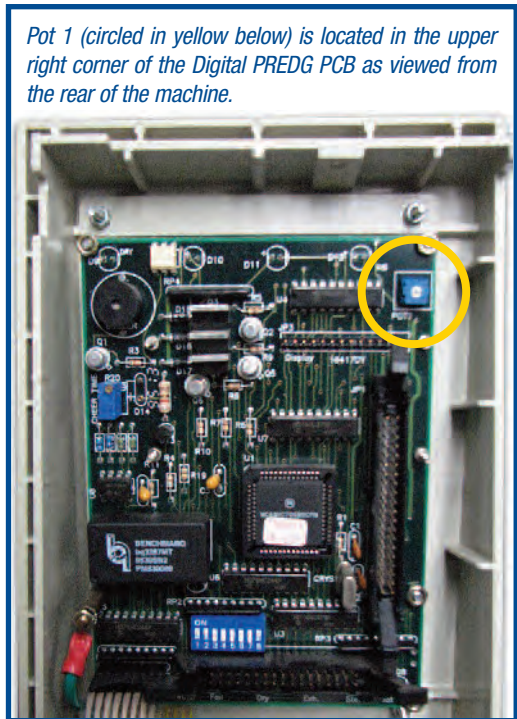
A-dec Priority 1005 Chair & Ordering Cable Assemblies

By Mark Micucci
RPI Product Development

To assist when ordering a cable assembly from RPI to fit the A-dec Priority 1005 Chair, it will help to understand the serial number.

A-dec's production of the 1005 chair ran from 1981 to 1992. The serial numbering system is quite simple. Let's take this Serial # as an example:
Serial #I6-32442

The first character, the letter "I", represents the month the chair was manufactured (A-L correspond to the months Jan-Dec). So, the chair in our example was manufacured in September.

The next character represents the year in which the chair was manufactured, starting with 1981. The "6" in our example tell us that the chair was manufactured in 1986.

Then following the dash will be a set of numbers (which can be as short as 3 numbers and as long as 7 numbers) indicating a sequential order starting with the chair's first production run.

Also keep in mind that the first production "M" chairs were for 1981 only. And, to distinguish between chairs manufactured in 1982 and 1992, A-dec omitted the dash on units manufactured in 1992. So a serial number for a 1982 chair would be x2-xxxx, and a 1992 chair would be labeled x2xxxxx.

To help avoid confusion as to which chair requires which cable assembly, we created a handy chart that lists the RPI Part #'s, descriptions of the cable assemblies, and the Priorty Chair by

Especially for . . .

RPI Celebrates 40 Year Anniversary This Year!

while Al, a degreed mechanical engineer, developed the first RPI parts.

And, when everything was ready to go and there was stock to be sold, our first catalog listing 19 parts used in the repair of sterilizers was mailed. The rest, as they say, is history.

We now inventory nearly 3000 line item parts and support equipment used in medical, dental, and veterinary offices, hospitals and laboratories, and a few other places like tattoo shops and water processing plants.

Our catalog has grown from 6 pages to about 300, and we have gone from sharing a small space with NBS to taking over a 20,000 square foot building.

In 1996 we launched our website, one of the first in the industry, and have continued to develop resources available on the site such as Trouble-Shooting Guides, Exploded Views, and Service Tips – not to mention our easy "Search for a Part" feature. And coming soon, look for our Shopping Cart – it will be the newest website addition.

In 2000, we became ISO9001 certified, and have continued to maintain our quality management system under ISO certification. We are proud to be ISO9001 certified.

Sherry and Al's son, Ira, came into the business in 1995, and took over the reigns in 1999. They retired back then, but still come into the office to cause "trouble", but mostly to pass on their years of wisdom to us all.

So, what's next for RPI? The answer is quite simple – Continued expansion with the same attention to detail, quality and customer service.

Over the past few years, as you have seen, we have added significantly to our lines of parts, but we have also been fortunate enough to be able to add to our staff as well focusing on the Customer Service, and Shipping/ Warehouse Departments. Our next planned addition is to add to our Product Development/Tech Support staff, as you will see elsewhere in this newsletter. This will allow us to add even more parts to our offerings, while at the same time adding expertise in Tech Support.

With more than four decades of offering quality parts and excellent service, we are proud to be the leader in replacement parts. We owe much of our success to our customers, and we greatly appreciate your support.

RPI Launches Its Shopping Cart on www.rpiparts.com

login page. Here you have several options. For example, click the "Orders" tab to get a list of all your Shopping Cart orders – with shipping details and listing of parts you ordered. By next business day, you can even see the tracking number for your order as well as the total amount of the invoice.

It's coming soon, and we look forward to hearing from you about your shopping experience.

TECH TALK: A-dec Priority 1005 Chairs: Serial #'s

Serial # that each fits. Keep the chart as a reference guide next time you order.

RPI Part # & Description with Chair Serial #	
ADC204	Cable Assembly (Main) M1-0001 to D3-0134
ADC205	Cable Assembly (Ctrl Switches) M1-0001 to D3-0134
ADC206	Cable Assembly (Lift Limit) M1-0001 to H3-0067
ADC210	Cable Assembly (Stop Plate) M1-0001 to Present
ADC207	Cable Assembly (Main) D3-0135 to H3-0067
ADK208	Cable Assy (Main Complete) H3-0068 to Present
ADC209	Cable (Pre-Position Base) H3-0068 to Present

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