



YOU ASKED FOR THEM ... YOU GOT THEM! MORE NEW PARTS TO FIT THE GE/OHMEDA GIRAFFE® OMNIBED® & INFANT INCUBATORS

RPI is very excited to introduce a new, large offering of parts to fit the GE/Ohmeda line of Giraffe OmniBeds and infant incubators.

These state-of-the-art units are in wide use in neonatal ICUs across the country, and RPI has added to its list of parts that fit the Giraffe line.

For several years now, RPI has carried the reusable and disposable style infant Skin Temperature Probes, Micro Air Filters, and Radiant Heating Elements to fit the Giraffes. Added to this line of parts are the Humidity Sensor and its Calibration Kit, Compartment Air Probe, Corner Grommet, and Porthole Latch Assembly Kit.

Other new parts available from RPI to fit the Giraffe units include the Canopy Lift Switches, Power Switches, Touch Panel Assemblies, and many others. Detailed installation instructions are included with the Hood Harness and Lift Belt for that complicated job.

The Porthole Hinge Kit also includes detailed installation instructions to help you align the porthole springs properly, and as with all RPI instructions, these are available for immediate download from the RPI website, www.rpiparts.com.

This new set of parts adds to RPI's already strong cov-

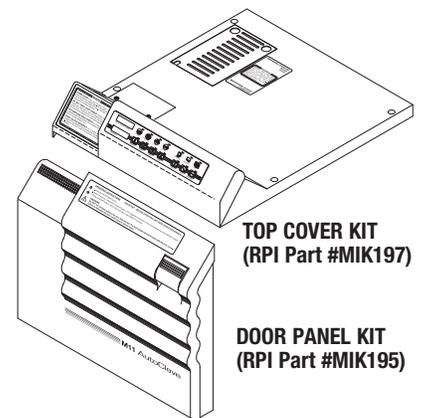
erage of NICU equipment, including the GE/Ohmeda series of Care Plus infant incubators, as well as the full line of Air Shields/Hill-Rom/Drager units from the C-86 all the way through to the C2000 models.

For a complete list of all new parts RPI offers to fit the Giraffe, please see page 4 of this newsletter. And, later this year, look for even more quality RPI parts to fit these units. You asked for them ... you got them!

Please keep those requests for new parts coming. You can go online to request parts you need most. Simply go to the RPI website's homepage, click the tab at the top "Tech Support", then click "New Parts Request Form". It's just that simple. We look forward to hearing from you.



Top Covers & Doors to fit Midmark M9 & M11... Now in Stock!



TOP COVER KIT
(RPI Part #MIK197)

DOOR PANEL KIT
(RPI Part #MIK195)

Top covers and Door panels to fit the old style Midmark M9 and M11 Ultraclave sterilizers are now in stock and ready to ship!

Midmark discontinued these items last year, so RPI stepped in to help you keep these great machines in service.

The RPI Door Panel Kits include the door panel, mounting hardware as well as the warning and operator labels at the top of the panel. (RPI Part #MIK194 fits the M9, and Part #MIK195 fits the M11).

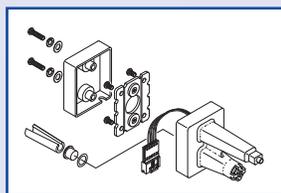
The RPI Top Cover Kits include the top cover, mounting hardware, display overlay, top inspection cover, printer cover, and display PC board gasket. (RPI Part # MIK196 fits the M9 and MIK197 fits the M11.)

These complete kits make for easy replacement of the originals, giving

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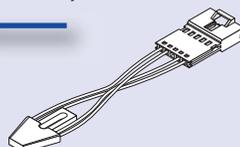
JUST SOME OF THE NEW PARTS FROM RPI TO FIT THE GE/OHMEDA GIRAFFE OMNIBED & INFANT INCUBATORS



COMPARTMENT
AIR PROBE
(RPI Part #OMP018)



TOUCH PANEL ASSEMBLY
(RPI Part #OMP021 & OMP022)



AIR FLOW SENSOR
(RPI Part #OMS019)



*Ira Lapidès
CEO & President
Replacement Parts Industries, Inc.*

FROM THE DESK OF THE PRESIDENT

Values. My parents have always held strong convictions and values, and as they built RPI, those values were instilled in the business. I think this happens with just about every business, where the values of the owners and/or executive management become ingrained in the business.

These values become part of the business in two very distinct ways. The first is through the operational processes and business management style that are utilized to run the business. The second is through the people that are hired. People that do not share the company's value system tend not to be hired, and if they are, they either change (not an easy task, and not very likely to happen), or they leave the employment of that business.

A good, well defined value system can serve a business well as a guide in decision making. If there is ever a question as to how to proceed on a certain issue, one can reference the company's value statement to see if it falls in line with the company's values. If it does not, the decision should be an easy one (not a bad idea in one's personal life as well).

Such a value system can also aid in the hiring process. Developing questions that check a person's values during the interview process can help to determine whether that person would be a good fit for the business. A prospect can have a great resume, but if he or she has some fundamental value differences, there is the potential for a major clash at some point, with both the business losing momentum, sales, and customers, and the employee potentially losing his or her job (for that matter, the judgment of the manager doing the hiring can be questioned as well).

Many years ago, we recognized that we had a very strong value system and culture at RPI that was readily defined, so we decided to put it on paper as a constant reminder of what we are all about here. The RPI Values Statement is framed and hanging in our lobby, on walls around the building, and built into our ISO9000 Quality Management System manual.

So, what comprises RPI's Value Statement? Very simple. Ten items that I think do a good job of describing who we are as RPI.

- | | |
|--|---------------------|
| 1. Integrity | 6. Enjoyment |
| 2. Quality | 7. Teamwork |
| 3. Innovation | 8. Respect |
| 4. Personal and Professional Growth | 9. Pride |
| 5. Empowerment | 10. Charity |

RPI's Values Statement includes a one sentence definition of each item to ensure that everyone clearly understands what is meant by each value word. And, I do not

Continued on the back page

THE RPI FAMILY

Hello! My name is Chris Jacobs, and I am one of the product engineers on the tech support team here at RPI.

I was born in Johnson City, New York but after a short time in the city my parents packed up and headed for the country in Montana. I finished high school and studied for a short time at the University of Montana. Go Griz!

After college I went looking for travel and found it in the U.S. Navy. My first year I had the privilege of visiting many places including China, United Arab Emirates, Greece and Australia. There were many more places I visited in my almost 10 year career in the Navy before deciding that I had fulfilled my need to travel.

The Navy was also where I received my training as a Biomedical Equipment Technician. I graduated from Shepard Air Force Base's Biomedical Equipment Technician training course and continued learning in both hospital and ship settings.

In my spare time, I love getting outdoors, snowboarding when I can, hitting the water on a kayak when it's warm and, if conditions are right, I'll pull out the scuba gear for a long dive. I love sports and football is one of my favorites. I'm a huge Pittsburgh Steelers fan and strive

to watch every one of their games.



*Chris Jacobs
Product Development*

I have been with RPI since November 2013 and I enjoy what I do for RPI – being able to help customers with technical problems and creating new parts is a very rewarding part of being here everyday at RPI.



TECH TALK

What to Ask Your Customer Before A Repair Job!

By Jim Wisniewski, Manager, RPI Product Development

To help you better serve your customers, we have compiled a list of the questions you should ask your customer before traveling to the service site. This list will help you obtain vital information needed to properly service the equipment – and it could quite possibly save you and your customer time and money.

If you would like a copy of this list to use when your customers call you, or to give to your customers so they can answer the questions before they call you for service, you can download a copy from the RPI website, www.rpiparts.com. (By the way, you can also customize it by adding your logo and phone number before downloading it, then give it to your customers.)



THINGS YOU NEED TO ASK YOUR CUSTOMER BEFORE GETTING STARTED ON A REPAIR JOB

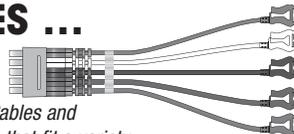
1. What is the equipment type, make, model name and serial number of the equipment that needs repair?
2. Exactly what is not working? What are the symptoms?
3. If any error codes are showing, what are they?
4. What was happening just before it stopped functioning as normal?
5. What is the date that it stopped functioning as normal?
6. What is the name of the person who first noticed the problem?
7. Are there any other things that need to be looked at or addressed during the service call?
8. How quickly do you need the unit serviced?
9. Have you tried turning the unit off and back on again?
10. What is the maintenance history of the unit?

PATIENT CABLES AND LEADWIRES ... NOW EVEN MORE!

Perhaps the most interesting thing about patient cables and leadwires is the fact that it is a diverse group of highly specialized products where each manufacturer chooses their own specialized combination of connectors and leadwire options.

For example, GE Healthcare offers a series of products they call the Multi-Link® system that allows you to use the same patient cables and leadwires with GE patient monitoring equipment including Case, Dash, Eagle, Mac, Solar, Tram, as well as Apex and Apexpro telemetry models. The Multi-Link system consists of both 3 and 5 lead patient cable and replaceable leadwire sets.

RPI now offers direct replacements for the Multi-Link system in both



New Patient Cables and Leadwire Sets that fit a variety of GE Patient Monitoring Equipment ... and more!

styles of patient cables and both versions of the leadwire assemblies.

In addition, RPI now offers the interconnecting cables for the AM4 / AM5 and Cam 14 Acquisition Modules, and the leadwires for the Cam14 Acquisition Module with pinch, snap and banana jack patient connectors.

RPI has also released new cables to fit Quinton Treadmills, Physio Control Life Pack 12 and Life Pack 20, Datex Ohmeda monitors, and the patient cable for the Midmark IQMark Holter monitor.

For a complete list of all patients cables and leadwires RPI offers, visit the RPI website, www.rpiparts.com.



You Asked For It ... You Got It!

Parts for Rotators & Nutators

By Neil Blagman
RPI Product Development

The medical laboratory is a world Biomedical Engineers may fear to enter due to unfamiliar equipment, distinct vocabulary and an attitude that treats the smaller pieces of equipment like disposable toasters (i.e. it's easier to replace than to repair them).

Some of these smaller pieces of equipment, often found alongside centrifuges in medical labs, are nutators and rotators. These units are used during the testing process for collected blood samples or other bodily fluids. They provide a continuous mixing action in tubes, vials or other containers without foaming by using a gentle orbital motion.

Nutators and rotators themselves tend to be inexpensive, but RPI's new line of parts, including switches and the bi-directional slow speed (18 and 20 RPM) synchronous motors found in many nutators and rotators, can provide excellent savings through fairly easy repairs.

The nutators and rotators supported by these new RPI parts are manufactured by Clay Adams/Becton Dickinson and by Labnet International.

So the next time there is an opportunity to venture into the medical laboratory – perhaps to service a nutator or rotator, please contact RPI for parts and technical assistance. Feel free to call our Tech Department at (800) 221-9723.

WHAT'S NEW

The following new parts are now in stock,

NEW DENTAL EQUIPMENT

New Parts to fit Air Techniques, Apollo/Midmark®, DCI/MDT McKesson, MatrX/Midmark®, Midmark®, & Tech West Dental Compressors

RPI PART #	DESCRIPTION	AIR TECHNIQUES	APOLLO/MIDMARK	DCI/MDT MCKESSON	MATR/MIDMARK	MIDMARK	TECH WEST
CMV132	Solenoid Valve (Purge)	85423, 85946, 85377-1					
CMV134	Solenoid Valve (Purge)	85424, 85377-2, 85378, 85379					
CMK133	Solenoid Valve Repair Kit	No OEM Part # Available					
CMV135	Solenoid Valve (Purge)		PV70501 ACA85332		77001324 77001571	002-1390-00 002-1391-00	
CMV137	Solenoid Valve (Purge)		PV70502 ACA85332		77001325 77001572 77001570	002-1383-00 002-1384-00 002-1385-00 002-1386-00 002-1387-00 002-1388-00 002-1389-00	
CMK136	Solenoid Valve Repair Kit		No OEM Part # Available		No OEM Part # Available	No OEM Part # Available	
CMV138	Solenoid Valve (Purge)						DSV-115
CMV140	Solenoid Valve (Purge)						DSV-230
CMK139	Solenoid Valve Repair Kit						No OEM Part # Available
CMV121	Unloader Valve	60030	ACA85966				
CMK122	Unloader Valve Repair Kit	No OEM Part # Available	No OEM Part # Available				
CMV123	Unloader Valve			3-08-0308-10			
CMK124	Unloader Valve Repair Kit			No OEM Part # Available			
CMK180	Collection Container Kit		SPA95400		No OEM Part # Available	No OEM Part # Available	No OEM Part # Available
CMK181	Collection Container Kit		SPA95400		No OEM Part # Available	No OEM Part # Available	No OEM Part # Available
CMF127	Cone Filter	60097					
CMF129	Desiccant Tank Filter		PFM70301		PFM70301	PFM70301	No OEM Part # Available
CMF130	Desiccant Tank Filter		PFM70300		PFM70300	PFM70300	
CMS128	Exhaust Silencer					62983300	
RPF818	Adaptor (1/4 FPT x 1/2 MPT)					See CMS128	
RPF826	Adaptor (3/8 FPT x 1/2 MPT)	See CMV121	See CMV121				
RPF827	Male Connector	See CMV121	See CMV121				
RPF828	Adaptor (1/4 MPT x 3/8 MPT)	See CMV121	See CMV121				
RPF833	Adaptor (1/4 MPT x 1/4 MPT)					See CMS128	
RPF834	Filter/Muffler		See CMK180		See CMK180	See CMK180	See CMK180
RPF835	Elbow Fitting		See CMK180		See CMK180	See CMK180	See CMK180
RPF857	Adaptor (1/4 FPT x 3/8 MPT)		See CMK180		See CMK180	See CMK180	See CMK180

NEW INFANT INCUBATORS

New Parts To Fit Giraffe® Incubator and Giraffe® OmniBed®

RPI PART #	OEM PART #	DESCRIPTION	RPI PART #	OEM PART #	DESCRIPTION
LMP027	6600-0912-200	Lamp ¹	OMP018	6600-1512-700	Compartment Air Probe
OMB030	6600-1372-500 (Lift Belt) 6600-1071-400 (Belt Tensioner Spring) 6600-1187-400 (Grommet)	Lift Belt ²	OMP021	6600-1007-700	Touch Panel Assembly ²
OMB035	6600-0562-603	Circuit Breaker (3.5A)	OMP022	6600-1254-600	Touch Panel Assembly ³
OMF024	6600-1523-700	Cooling Fan	OMP036	6600-1473-500 (Break Plate) 6600-0706-406 (Screw)	Break Plate
OMG017	6600-1248-500	Corner Grommet	OMP037	6600-1474-500	Back Plate
OMH032	6600-0718-700 6600-1187-400 (Grommet)	Hood Harness ²	OMR033	6600-1003-600	Solid State Relay
OMK027	6600-0738-700	Porthole Latch Assembly Kit	OMS019	6600-0820-700 (Sensor) 6600-0709-405 (Screw)	Air Flow Sensor
OMK028	6600-1406-500 (Inside Latch Cover) 6600-1403-500 (Side Wall Latch) 6600-1405-500 (Latch Spring) 6600-1404-500 (Latch Cover)	Side Wall Latch Kit	OMS023	6600-1154-600 (Switch) 6600-1165-400 (Locking Nut)	Door Switch ²
OMK029	6600-1239-500 (Hinge Bottom) 6600-1242-500 (Hinge Cover) 6600-1240-500 (Middle Hinge) 6600-1041-400 (Hinge Pin) 6600-1040-400 (Left Spring) 6600-1026-400 (Right Spring)	Porthole Hinge Kit	OMS025	6600-0736-701	Canopy Lift Switch (Left) ²
OMK040	6600-0048-850	Calibration Kit	OMS026	6600-0736-702	Canopy Lift Switch (Right) ²
			OMS031	6600-1071-400	Belt Tensioner Spring ²
			OMS034	6600-1014-602	Power Switch/Circuit Breaker
			OMS038	6600-0784-700 (Sensor) 6600-0540-400 (O-ring) 6600-1475-500 (Retainer)	Humidity Sensor
			OMS039	6600-0718-700 (Hood Harness) 6600-1187-400 (Grommet)	Microswitch ²

¹ This part fits Giraffe Exam Light

² This part fits Giraffe OmniBed only

³ This part fits Giraffe Incubator only

FROM RPI

ready to ship the day your order is received!



CENTRIFUGES & OTHER LAB EQUIPMENT

New Line of Parts to fit Laboratory Nutators and Rotators

RPI PART #	OEM PART #	DESCRIPTION	MODELS
CAK120	42110503, 421503	Power Cord Kit	421105 Nutator
CAK121	No OEM Part # Available	Power Cord Kit	421106 Nutator
CAM116	42110501, 421504, NE100	Motor (24 RPM, 115V)	421105 Nutator & S0500 GyroMini™
CAM117	NE111	Motor (18 RPM, 115V)	S0600 Enduro™ MiniMix™
CAM118	42110601, 421507, NE110	Motor (20 RPM, 230V)	421106 Nutator
CAS119	42110502, 421505	Power Switch	421105 Nutator
CAS122	NE210	Power Switch	S0500 GyroMini™, S0600 Enduro™ MiniMix™, H5500 Mini LabRoller™
RPB866	No OEM Part # Available	Bumper/Foot - 4/PKG	421105 Nutator



GENERAL BIOMEDICAL EQUIPMENT

New Acquisition Module Cables, Holter Cables, Patient Cables & Leadwire Sets

ACQUISITION MODULE CABLES					
RPI PART #	OEM PART #	DESCRIPTION	LENGTH		
GEC020	700044-201, 700044-202, 700044-204	Acquisition Module Cable	~17 ft.		
GEC021	2016560-002, 2016560-003, 700657-002, 700657-003	Acquisition Module Cable	~17 ft.		
HOLTER & PATIENT CABLES					
RPI PART #	OEM PART #	DESCRIPTION	EQUIPMENT END	PATIENT END	LENGTH
KCA035	11110-000029, 3006218-02	Patient Cable - 3 Lead Din	12-Pin Right Angle	Din/Unshielded; .060" Pin (Safety)	~10 ft.
KCB036	11110-000029, 3006218-02	Patient Cable - 3 Lead Fixed Snap	12-Pin Right Angle	Fixed Snap	~10 ft.
KCC034	545302	Patient Cable - 3 Lead Dual	10-Socket	Dual/Shielded; .060" Pin (Safety)	~10 ft.
KCD033	1554AA0	Patient Cable - 3 Lead Multi-Link	12-Pin	Dual/Shielded; GE Multi-Link® Compatible	~10 ft.
KEB020	3-370-0001	Holter Cable - 5 Lead Fixed Snap	7-Socket	Fixed Snap	~43"
KEC022	545303	Patient Cable - 5 Lead Dual	10-Socket	Dual/Shielded; .060" Pin (Safety)	~10 ft.
KED021	2017003-001, 412931-001	Patient Cable - 5 Lead Multi-Link	11-Pin	Dual/Shielded; GE Multi-Link® Compatible	~10 ft.
KKB010	60-00180-01, 60-00184-01	Patient Cable - 10 Lead Fixed Pinch	12-Pin	Fixed Pinch	~18 ft.
KKB011	60-00181-01, 60-00185-01	Patient Cable - 10 Lead Fixed Snap	12-Pin	Fixed Snap	~18 ft.
KKB012	223 418 09	Patient Cable - 10 Lead Fixed Banana	15-Pin D-Sub	Fixed Banana Plug	~9 ft.
LEADWIRE SETS					
RPI PART #	OEM PART #	DESCRIPTION	EQUIPMENT END	PATIENT END	LENGTH
LKM049	420101-002	10 Leadwire Set - Cam 14/Banana	Dual/Shielded; GE Multi-Link® Compatible	Banana Plug	(6) ~27" & (4) ~37"
LKM050	420101-002	10 Leadwire Set - Cam 14/Pinch	Dual/Shielded; GE Multi-Link® Compatible	Pinch	(6) ~27" & (4) ~37"
LKM051	420101-002	10 Leadwire Set - Cam 14/Snap	Dual/Shielded; GE Multi-Link® Compatible	Snap	(6) ~27" & (4) ~37"
LKM052	411203-001	3 Leadwire Set - 30" Multi-Link/Snap	Dual/Shielded; GE Multi-Link® Compatible	Snap	~30"
LKM053	412682-001	3 Leadwire Set - 30" Multi-Link/Pinch	Dual/Shielded; GE Multi-Link® Compatible	Pinch	~30"
LKM054	411202-001	5 Leadwire Set - 30" Multi-Link/Snap	Dual/Shielded; GE Multi-Link® Compatible	Snap	~30"
LKM055	412681-001	5 Leadwire Set - 30" Multi-Link/Pinch	Dual/Shielded; GE Multi-Link® Compatible	Pinch	~30"
LKM056	411200-001	5 Leadwire Set - 30" Multi-Link/Snap	Dual/Shielded; GE Multi-Link® Compatible	Snap	~30"
LKM057	414556-001	5 Leadwire Set - 30" Multi-Link/Pinch	Dual/Shielded; GE Multi-Link® Compatible	Pinch	~30"
LKM058	421930-001	6 Leadwire Set - 30" Multi-Link/Snap	Dual/Shielded; GE Multi-Link® Compatible	Snap	~30"
LKM059	421932-001	6 Leadwire Set - 30" Multi-Link/Pinch	Dual/Shielded; GE Multi-Link® Compatible	Pinch	~30"



GENERAL SHOP AIDS

New Extension Cords and Power Cords

RPI PART #	DESCRIPTION	LENGTH	PLUG TYPE	CONNECTOR TYPE	COLOR
RPC867	Hospital Grade Power Cord - 18/3 SJT; 10A@220VAC	8 ft.	NEMA 6-15P	None; .307" OD Cord	Gray
RPC868	Hospital Grade Power Cord - 16/3 SJT; 13A@125VAC	1.5 ft.	NEMA 5-15P	EN60320-C13	Gray
RPC869	Hospital Grade Power Cord - 16/3 SJT; 13A@125VAC	3 ft.	NEMA 5-15P	EN60320-C13	Gray
RPC870	Hospital Grade Extension Cord - 16/3 SJT; 13A@125VAC	8 ft.	NEMA 5-15P	NEMA 5-15R	Gray
RPC871	Hospital Grade Extension Cord - 16/3 SJT; 13A@125VAC	12 ft.	NEMA 5-15P	NEMA 5-15R	Gray
RPC872	Hospital Grade Extension Cord - 14/3 SJT; 15A@125VAC	8 ft.	NEMA 5-15P	NEMA 5-15R	Gray
RPC873	Hospital Grade Extension Cord - 14/3 SJT; 15A@125VAC	12 ft.	NEMA 5-15P	NEMA 5-15R	Gray
RPC880	Industrial Grade Power Cord - 14/3 SJT; 15A@125VAC	9 ft.	NEMA 5-15P	None; .378" OD Cord	Black

See our website www.rpiparts.com for more information regarding these parts and the models they fit!



8 to 4
NO MORE

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

Many years ago (more than I care to count), my first real job after college was as a secretary at CBS Television City. Back in those days many girls worked as secretaries and so I had prepared for that by taking shorthand, typing and one or two business classes. Since I had no clear direction for a career, CBSTV sounded like it could be fun and it was located not too far from my house.

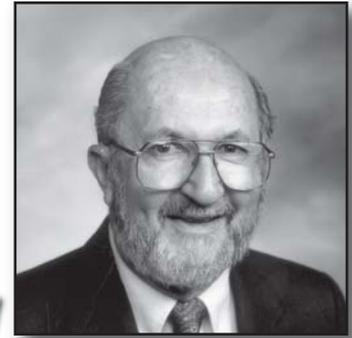
There was an opening in the Purchasing Department, where I ended up working for about two years learning about purchase orders, returned goods, inventory control and vendor relations. Little did I know at the time how lucky it was that I landed that job. All of these things came in very handy when we started RPI and decided on our individual areas of responsibility. (However, one thing the purchasing job did not teach me was how to live and work with my husband 24 hours a day. But that was easily solved by simply setting up our offices at opposite ends of the building.)

In the Purchasing Department I learned more than just the mechanics of purchasing and inventory control. I also learned how to work as part of a team and to take responsibility for my actions. These were lessons that could be applied in private life as well as in business.

Looking back at these jobs, I realize that they had really prepared me for the long-awaited promotion that eventually came along. They enabled me to meet people and understand the company structure, so I felt much more comfortable years later when I was promoted to a new job in production. (I enjoyed working in production for three years, until I left to start our family.)

I guess the point is that if you are ever in a situation where you have to start at the bottom of the career ladder, maybe what you might consider to be an unglamorous “grunt” job, that’s OK – so long as you keep learning along the way and take advantage of every opportunity that comes your way.

We have tried to teach our children that so many times luck is really just a matter of being prepared when something good comes your way, even if it is only a stepping stone on the way to your eventual goal. – *Have a great summer!*



AL'S VIEW

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

FROM THE OLD CURMUDGEON (still)

When we started RPI more than 40 years ago, I was still in the management consulting business. I learned some very interesting things from all of the companies that I dealt with, but particularly from the family-owned businesses and small companies.

Some sixty percent of family businesses do not survive the second generation. This is as much due to the faults of the startup founders as it is to their children. The founders’ mistakes include such things as: not seeing that their children are properly prepared, not finding out if their children are interested or even suited for the business, and not stepping back when the reins are turned over. The children make such mistakes as: thinking the position is owed to them; not having the same goals or vision as their parents; and not being properly prepared.

With all of this in mind at the time we started RPI, Sherry and I told our children that the purpose of the company was not to make sure that they had jobs one day, but that we could grow a successful company. They were told that if they had any interest in joining RPI they must first have a track record in industry of about 5 years showing personal growth and success. When we first opened our doors at RPI, the children were very young and became conscript cheap labor. They were paid a penny an envelope for folding, stuffing, and stamping all of our mailers. They were not interested in RPI. When in high school, the boys did some work in the Warehouse to earn some extra money. But that was it.

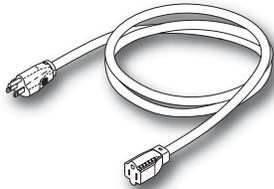
By the mid-1980s, it was time to start thinking about an exit plan, but only to start the thought process. By that time RPI was well established and in a steady growth pattern. Our son Ira had worked in the university hospital while going through school, and had been with an HMO since finishing graduate school. By age 29 he had become an associate VP of the HMO. We asked him onto to our board for some independent advice. Our other two children were on quite different career paths and had no interest in RPI. Ira soon discovered that he loved RPI, where it was and where it was going. Within a year he joined us full time with the knowledge that he would take charge of the company within about five years.

Continued on the back page



By Neil Blagman
RPI Product Development

Hospital Grade Extension Cords



Operating and I.C.U. rooms are complex and dynamic locations with equipment entering and leaving under emergency conditions.

With all of the movement of equipment and staff sometimes it would be helpful to be able to temporarily extend the power cord to a single piece of medical equipment. The solution – a ready supply of Hospital Grade extension cords. Provided in two different lengths (8 foot and 12 foot) and two different gauges (14 and 16 gauge), these extension cords can be stored in the operating suit or intensive care unit and can provide instant relief of equipment congestion.

Marked with the familiar green dot and its UL approval, the 16 gauge RPI extension cords will carry up to 13 amps of current and the 14 gauge extension cords up to 15 amps.

The RPI Hospital Grade extension cords meet the requirements for NFPA 99 and are manufactured with the same high quality standards as our extensive line of Hospital Grade power cords. For a complete list of all power cords, please visit the RPI website, www.rpiparts.com.

New Dental Compressor Parts ... The Real Difference RPI Makes When Making Parts

By Mark Micucci, RPI Product Development

Over the past year or so, RPI has introduced a vast array of new parts for dental compressors, including a one-of-a-kind tool – the Syringe Pump/Extractor, as well as Filters, Coalescing Filter Elements, Auto Drains, and more than fifty Compressor PM Kits. We covered the most requested parts to fit Air Techniques, Apollo/Midmark, DentalEZ, Matrix/Midmark, Midmark, and Tech West compressors.

Now with the latest round of dental compressor parts that we just released, we are proud to offer some rather unique and different parts.

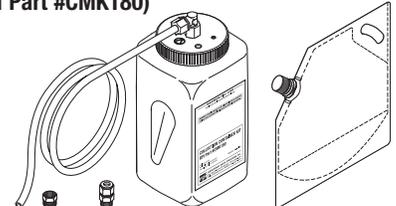
For starters, RPI is proud to offer yet another very special one-of-a-kind tool. Introducing our Collection Container Kits. With these Kits, the wastewater produced by the combination of oil and condensation from a compressor can be easily collected directly from the compressor into a special bottle. These Kits also include a disposable bag that holds up to one gallon of this wastewater for easy transportation to a regulated disposal site. RPI offers two kits – one for newer compressors that use the pressurized unloader solenoid valves (RPI Part #CMK180), and one for the older compressors that use the gravity systems with the manual unloader valves (RPI Part #CMK181). Now it's easy to "Green Up!"

RPI also offers compressor unloader solenoid valves and the earlier manual unloader valves. What's more, not only can you replace a bad solenoid valve or unloader valve, but you can also repair or service them in the future with RPI's new Repair Kits for these valves – thus saving time and additional costs.

In addition, we now offer the outlet Filter Cone (Muffler) for the older Air Techniques air compressor along with the Exhaust Silencer that is now used on all of the Midmark PowerAir and Classic Series air compressors. Furthermore, RPI now carries the Desiccant Tank Filters in 3/8" and 1/2" thread size. Another advantage is that RPI includes the fittings that would be required to install these parts. Not only are these fittings included, but they will be sold separately allowing you to add the most commonly used fittings to your parts stock.

For a complete list of all the new RPI compressor dental parts, please visit the RPI website, www.rpiparts.com.

COLLECTION CONTAINER KIT (RPI Part #CMK180)



Allows easy collection of waste water and oil from a compressor into a special bottle so that it can be disposed of properly.

It's Back ... The RPI Sight Glass To Fit Older Pelton & Crane Compressors (RPI Part #PCG634)

Good news! It's back. The Sight Glass (Oil) (RPI Part #PCG634) to fit the older Pelton & Crane 420-C, 840-C & the Hustler 1 & 11 compressors.

Even though our vendor had discontinued it from production, we continued to look for this part from other

sources and we found a the replacement for it. So the RPI Sight Glass is back in stock and ready to ship.



SIGHT GLASS (OIL)
(RPI Part #PCG634)



replacement parts industries, inc.

"The Alternate Source®"

P.O. Box 5019, Chatsworth, CA 91313-5019

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Especially for . . .

THE RPI CATALOG UPDATE IS HERE!

Sections that have been updated:

- Section 3 - **New Title Tab** is Centrifuges & Other Lab Equipment
- Section 4 - Dental Equipment
- Section 5 - **New Title Tab** is Biomedical Equipment
- Section 6 - General Shop Aids
- Section 7 - Infant Incubators, Warmers & Phototherapy Lights
- Section 10 - Sterilizers (Bulk & Table Top)

Great News!

The RPI Catalog Update Has Arrived

The RPI catalog update is now available, and with it comes all of the new parts that RPI has introduced over the past year.

The Update includes six sections with updated pages plus two section divider tabs with title changes to make room for more new part categories – Section 3 now includes parts for “Centrifuges & Other Lab Equipment”, and Section 5 includes patient cables and leadwires, etc. in addition to other “General Biomedical Equipment”. Now that’s great news!

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From the Desk of the President

(Continued from page 2)

think that there needs to be a particular order to the list with the exception of the first two items. Integrity has to be at the top. Without it, our business interactions and processes are constantly in question. Integrity must be the guiding principle of RPI. Quality, although nowadays should be a given for every business, needs to be at the top of the list to serve as a reminder that without quality products and services, that can be consistently trusted, our customers will go elsewhere.

The others are self-explanatory, but there are three in particular that jump out to me. The first is Personal and Professional Growth, that we want RPI staff to continue to grow and learn as individuals, which will enrich their lives and provide them with opportunities within and outside RPI. The second is Enjoyment. Going to work cannot be a dreary prospect, so finding ways to make work more enjoyable is important. And the third, Charity, is critical, as we are afforded the luck of a good company and good jobs, and we should always look for ways to help those in need.

I encourage you to think about your own values and the values of your company, and maybe look to put them on paper. It will be a worthwhile exercise, and I think you will be glad that you did so.

Top Covers and Doors to fit Midmark M9 & M11

(Continued from front page)

the machine a nice, new look. And to help keep the Ultraclaves performing like new from the inside, RPI offers a complete line of quality parts including the PC Board, manifold block assembly, coils, filters, gaskets, thermostat, steam trap, and many more. In addition, to keep the inside and outside clean, use the RPI Sterilizer Cleaning Kit (RPI Part #RPK791) and Mid-Clean® cleaning solution (RPI Part #MIC143). And, keep it calibrated with RPI’s Field Service Calibration Smart® Kit (RPI Part #MIK074).

Keeping the M9 and M11 units looking and performing like new is easy with RPI parts and service tools.

AI’s View

(Continued from page 6)

Sherry and I set up a program so that he would have intimate knowledge of all aspects of the company before he became its president. It not only worked well from a business standpoint, but also from a cultural standpoint. Ira has not only become the business leader that RPI needs, but he has continued his major responsibilities to the people who work at RPI, to our customers, and to the quality and integrity of our company. We are a family business that is not only succeeding in the second generation, but continuing a steady upward growth pattern.

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