



# The Alternative Source

October 2014  
VOLUME 10 NO 4

The Leader in Replacement Parts for Healthcare Equipment Since 1972

## New Line of Parts to fit Welch Allyn 74710 and 767 Wall Transformers!

By Neil Blagman, RPI Product Development

Introduced during the 1980's, the Welch Allyn Wall Transformer quickly became standard equipment for doctor's offices, veterinary offices and clinics around the country.

RPI is excited to introduce a new line of replacement parts for these classic pieces of medical equipment.

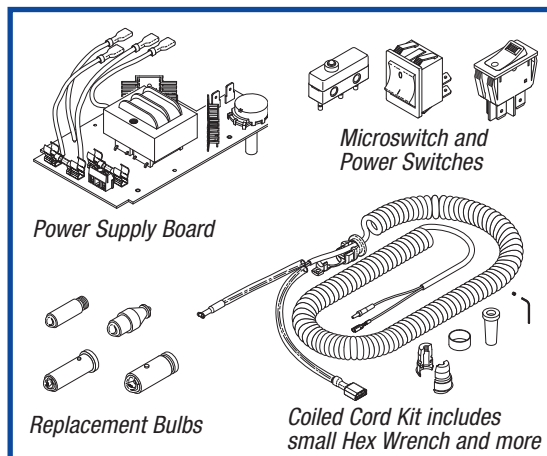
To fit the **Welch Allyn 74710 Wall Transformer**, RPI now offers the Coiled Cord, 3.5V Power Supply Board, Wall Bracket, Microswitch, illuminated Power Switch, Control Knob, and Power Cord Kit. (For details on these new parts, please see page 4.)

Here's a little background on the coiled cord and why we decided to include it in our new line of parts. Originally it was available from the OEM only as part of a complete assembly that included the handpiece. Then you told us that the coiled cord is the part of the handpiece assembly that needs replacement most often.

So we responded to your feedback by offering the coiled cord as a replacement kit (RPI Part #WAK003). We even took it a step further! For your convenience, we include in the Kit a small .035" Hex Wrench specifically for the removal and installation of the very small set screw in the handpiece. A new set screw and the special Hex Wrench are included in the Coiled Cord Kit.

RPI also offers the following parts to fit the **Welch Allyn 767**: Power Switch, Wall Bracket, Power Cord Kit, Hospital Grade Power Cord, and the Fast-Acting Fuse.

What's more RPI offers **Replacement Bulbs** (3.5V) for the various examination heads sold with the Wall Transformers.



RPI has always been dedicated to developing technical support documentation for our customers. Often times this starts with installation instructions and wiring diagrams included with many of our parts.

One of the new installation instructions developed for the Welch Allyn product line of new parts is for our Coiled Cord Kit. These step-by-step instructions are easy to follow and include an exploded view to help guide you through the process.

We also offer an easy-to-follow wiring diagram for the Power Supply Board.

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# SAVE THE DATE

You are invited to attend the **FREE RPI Webinar ...**

*"A Primer on Tabletop Sterilizer Repair and Maintenance"*

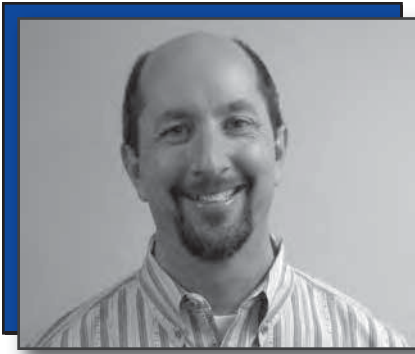
**November 12, 2014 at 2:00 (EST)**  
ASRT approved for 1.5 CE credits!

Join us from the comfort of your own computer for a 90 minute webinar on the repair and maintenance of tabletop sterilizers with focus on the Midmark UltraClaves®.

The presentation will provide the history and current state of table top steam sterilization, as well as important information on the operation, repair, and maintenance of some of the most common sterilizers.

Neil Blagman, one of RPI's Product Engineers with more than 25 years hands-on experience in the biomedical field, will lead the webinar that includes photographs, video clips and animation to demonstrate and highlight troubleshooting tips, service and repair techniques, and PM tips. In addition, there will be time for Q&A's.

Reserve your spot today. Go to the RPI website [www.rpiparts.com](http://www.rpiparts.com) homepage banner, and click the Registration button. You will be taken to a separate registration page. We look forward to having you join us.



Ira Lapidés  
CEO & President  
Replacement Parts Industries, Inc.

## FROM THE DESK OF THE PRESIDENT

The last two years have seen some nice changes at RPI, as our growth continues at a good pace. Next year we should see that trend continue as we add even more new parts to our existing lines and introduce brand new lines of parts such as we just did with parts to fit the Welch Allyn wall transformers. Much of this expansion into supporting new modalities is again driven by you, our customers, with your continuing valuable suggestions and requests.

We always try to improve our business to make your jobs easier as well, such as our newly revamped Tech Assistance Center on our website. Similar to our catalog, where I have always encouraged our customers to spend a few extra minutes reviewing the catalog to remind you of all that we carry. I encourage you to spend some extra time on our website to see all that it has to offer, including the parts search function, sorting by OEM and/or model, newsletter and new parts flyer archives, shopping cart, and much more.

Aside from where RPI is headed next, I am often asked where the healthcare equipment repair and maintenance industry is headed, especially in light of the potential impacts of the Affordable Care Act (aka Obamacare or the ACA), continuing changes in technology, and the world economy. So, here are a few prognostications, in no particular order:

1. In general, I believe that the ACA will have a positive effect on the healthcare equipment repair and maintenance industry, as payments to providers (hospitals, physicians, dentists, etc.) will continue to tighten and their ability to purchase new equipment will be limited. Therefore, extending the life of existing equipment will be of paramount importance. Only technologies that offer significant diagnostic or therapeutic advantages, or that provide demonstrated significant cost savings will break through and release capital for the purchase of new equipment.
2. The world economy will continue to impact healthcare technology in several ways. Manufacturers will continue to seek lower costs and look to have components made overseas. Companies in other countries will continue to progress in their technologies, either manufacturing copies of American healthcare equipment or their own versions, and seek entry into the U.S. market. We have seen that increasingly in both the medical and dental fields. Conversely, American manufacturers will continue to seek opportunities in other countries as well, either directly or through partnerships with manufacturers in target countries.
3. The market for refurbished medical and dental equipment should continue to be strong given the restricted capital that providers will have to spend on new equipment. This will provide excellent opportunities for refurbishers in both the domestic and international markets.

*Continued on the back page*

## THE RPI FAMILY

Hi. My name is Olivia Jimenez. I started working at RPI in 2012 in the Customer Service and Purchasing Department. Currently I am a purchasing assistant and enjoy working here at RPI.

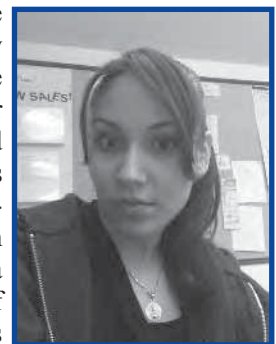
I was born and raised in the San Fernando Valley. I am the oldest of three. I have a brother who is 21 years old and a brother who is 17 years old. At the moment, I am a part-time student trying to approach my goal in becoming a business major.

Something I enjoy is helping my mom decorate for events like birthday parties, baby showers, baptisms, confirmations and sometimes small weddings even though we don't do it too often. Creativity comes along and we become a team, sharing our ideas to make everything work together from the centerpieces we create to decorating the event's location.

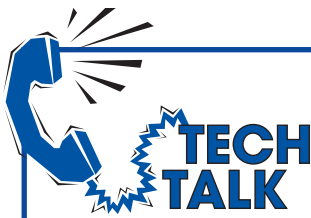
Another thing I enjoy doing, for as long as I can remember, is dancing. Something my family enjoys except for me, are roller coasters, that's definitely not for me.

My parents are from Guanajuato, Mexico. Every year in December we

try to take our family vacation. We get together and spend the holidays with our relatives from California and most of our relatives



who we haven't seen in a year from other parts of the United States and in Mexico, since this vacation has become a family tradition and everyone heads to Gto. I always enjoy spending this vacation with my family and always come back hoping to be able to go back next December to see everyone again.



## How to Compare ISO, SAE or AGMA Ratings for Oil Viscosity!

By Mark Micucci RPI Product Development

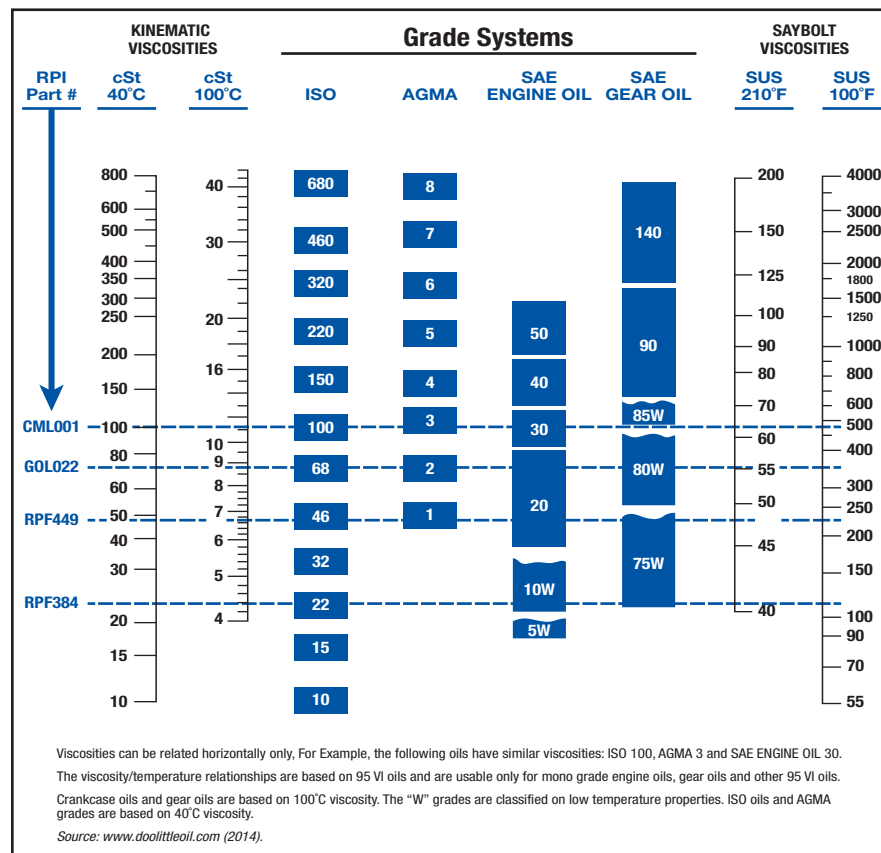
**T**omato (*tuh-may-toh*) or tomato (*tuh-mah-toh*)? ISO or SAE or AGMA?

We receive many questions regarding the viscosity ratings on RPI's Compressor and Hydraulic Fluids. Mostly they are questions like, "I need an SAE 30 and RPI's oil is an ISO 100. Are they the same or different?"

The three main rating standards are simply named after who is doing the rating, and in terms of viscosity, they are essentially describing the same thing. SAE stands for Society of Automotive Engineers, ISO stands for International Standards Organization, and lastly AGMA stands for American Gear Manufacturers Association. Each one has different ratings based on their testing procedures, if they use the Kinematic or Saybolt viscosities tests and at what temperature these tests were run.

The chart below illustrates the relationship between the different viscosity measurement scales. To show an example of how to read the chart, we added the RPI Part #'s of our oils in the first column. Follow the dotted line across the chart for the RPI Part #CML001 oil. It shows that the viscosity of an ISO 100 grade is the same as an AGMA 3 grade and SAE 30 grade oil. (*Note: Use the chart below to better understand the relationship of the viscosity measurement scales only.*)

Understanding the relationship of the viscosity scales to one another is useful, but the viscosity of oil is only part of what makes oil a proper lubricant for a particular application. Other factors include the type of base oil and the additives with which the lubricant is formulated. Please contact RPI if you need assistance in selecting the appropriate lubricant for your application.



### SERVICE TIP



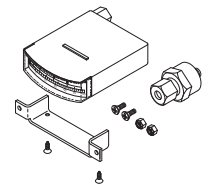
## New Mounting Bracket for Pressure Gauges (RPI Part #PCG041 & Part #RCG083)

By Jim Wisniewski  
Manager, RPI Product Development

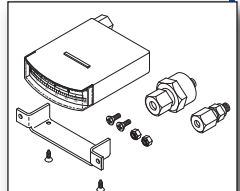
**T**he manufacturer of two of our Pressure Gauges (RPI Part #'s PCG041 and RCG083) no longer includes the Black Mounting Bezel and mounting hardware that we have always included with our gauges for our customers. But don't worry!

By reusing your existing Black Mounting Bezel, the repair will be identical to the original equipment condition. But for the rare case when the Black Mounting Bezel is lost or unusable, we have included a mounting bracket with "ears" that allow the new gauge to be mounted to the existing panel without modification, leaving only a slight gap between the gauge body and the panel cutout.

Although these gauges are no longer available as originally configured, RPI has ensured an effective alternative to keeping your customers' sterilizers up and running.



**PRESSURE GAUGE (RPI Part #PCG041)**  
Fits the Pelton & Crane Sentry sterilizers



**PRESSURE GAUGE (RPI Part #RCG083)**  
Fits the Ritter/Castle-MDT 800, 800V, 1000 and 1000R as well as the Barnstead 2250 and 2260 sterilizers

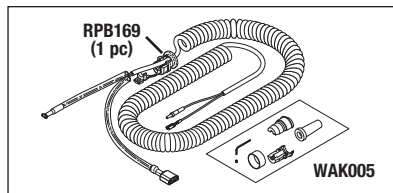
# WHAT'S NEW

## The following new parts are now in stock,



### GENERAL BIOMEDICAL EQUIPMENT

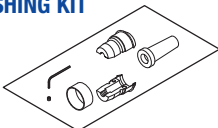
New Line of Parts to fit Welch Allyn 74710 & 767 Wall Transformers!



**COILED CORD KIT**  
RPI Part #WAK003  
OEM Part #747300-501 (Complete Handpiece Assembly)  
Model: 74710

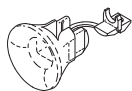
#### STRAIN RELIEF BUSHING KIT

RPI Part #WAK005  
OEM Part # (No OEM Part # Available)  
Model: 74710



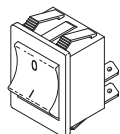
#### STRAIN RELIEF BUSHING

RPI Part #RPB169  
OEM Part #745184  
Model: 74710



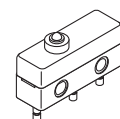
#### POWER SWITCH

RPI Part #TUS009  
OEM Part #483311-2  
Model: 74710



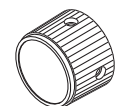
#### MICROSWITCH

RPI Part #WAS002  
OEM Part #747014-2  
Model: 74710



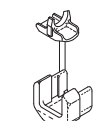
#### CONTROL KNOB

RPI Part #BUK043  
OEM Part #747116-1  
Model: 74710



#### STRAIN RELIEF BUSHING

RPI Part #RPB164  
OEM Part #711314  
Model: 74710



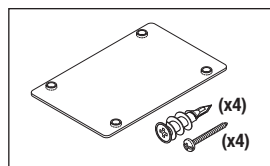
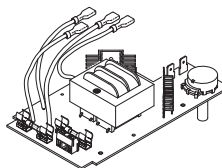
#### FUSE (1/8A, 250V) - TIME DELAY

RPI Part #RPF524  
OEM Part #711571-1  
Model: 74710



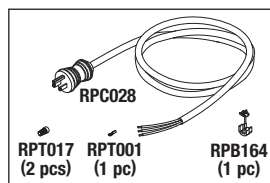
#### POWER SUPPLY BOARD (3.5V)

RPI Part #WAB001  
OEM Part #747284-501  
• Includes: (2) Fuse (1/8A, 250V) - Time Delay (RPI Part #RPF524)  
Model: 74710



#### WALL BRACKET

RPI Part #WAB004  
OEM Part #747145  
Model: 74710

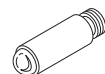


#### POWER CORD KIT

RPI Part #CAK120  
OEM Part #747306-501 (Power Cord only)/711314 (Strain Relief only)  
Model: 74710

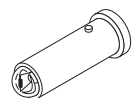
#### LAMP

RPI Part #LMP109  
OEM Part #WA-03100-U  
Models: 20000/20200/20202/21700/25000/25200/25020 Otoscope, 73500 Handle Adapter, 28100 Tongue Blade Holder & 26530/27000/27050/41100/43300 Illuminator



#### LAMP

RPI Part #LMP110  
OEM Part #WA-03000-U  
Models: 11600/11605/11610/11710 Ophthalmoscope, 12400 Strabismoscope, 43700 Episcopes & 18000 Retinoscope



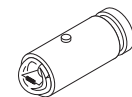
#### LAMP

RPI Part #LMP111  
OEM Part #WA-06500-U  
Models: 23810/23820 Otoscope



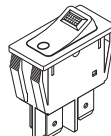
#### LAMP

RPI Part #LMP112  
OEM Part #WA-03800-U  
Models: 11800/11810/11820 Ophthalmoscope



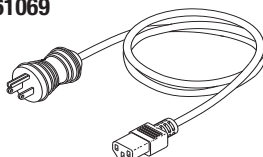
#### POWER SWITCH

RPI Part #WAS008  
OEM Part #236707-1  
Model: 767



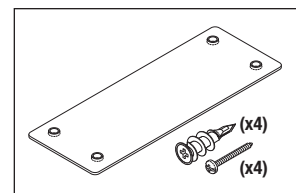
#### HOSPITAL GRADE POWER CORD

RPI Part #RPC557  
OEM Part #761069  
Model: 767



#### WALL BRACKET

RPI Part #WAB007  
OEM Part #767035-501  
Model: 767



#### FUSE (1/4A, 250V) - FAST ACTING

RPI Part #RPF508  
OEM Part #236706-3111  
Model: 767



See our website [www.rpiparts.com](http://www.rpiparts.com) for more information regarding these parts and the models they fit!

# FROM RPI

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

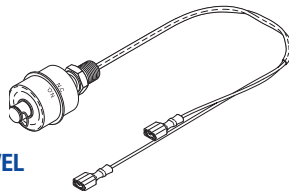
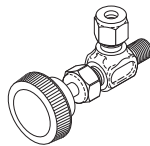


### BULK STERILIZERS

New Parts to fit Getinge/Castle 100, 200, 400, 500, 700 & 800 Series Bulk Sterilizers!

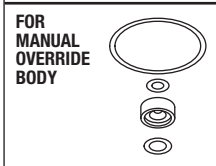
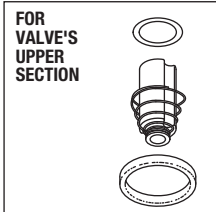
**More New Parts** to fit Getinge/Castle 100/200/400/500/800 series bulk sterilizers including the Mini Valve (RPI Part #CSV106), Liquid Level Sensor (RPI Part #CSS105), and five new Solenoid Valve Repair Kits for the Black Coil (Burkert) valves. We paid extra attention to the Sol-6 Water to Ejector Valve Assembly (OEM Part #61301609315) when developing our new Solenoid Valve Repair Kits. RPI created two different repair kits! One Solenoid Valve Repair Kit (RPI Part #CSK096/OEM Part #61301609305) includes all of the parts needed to repair the diaphragm assembly in the lower section of the valve. The other Repair Kit (RPI Part #CSK092) is an RPI "one-of-a-kind" kit that includes all the parts to repair the upper section of the valve including the Manual Override Body. Now you finally have access to all the parts you need to repair the valve instead of having to replace the entire assembly - It's the RPI Advantage! These new parts compliment the many other parts that we already carry for this line of sterilizers, including Check Valves, Safety Valves, and Steam Traps.

**MINI VALVE**  
**RPI Part #CSV106**  
**OEM Part #11929**  
**Models:**  
 100/400/500/700/3500 Series



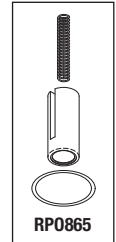
**LIQUID LEVEL SENSOR**  
**RPI Part #CSS105**  
**OEM Part #61301601173**  
**Models:** 100/200/400/500/700 Series

**SOLENOID VALVE REPAIR KIT**  
**RPI Part #CSK092**  
**OEM Part # (No OEM Part # Available)**  
**Models:**  
 400/500/700 Series & 800-42"

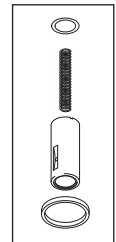


RPI "one-of-a-kind" kit that includes all the parts to repair the upper section of the valve including the Manual Override Body!

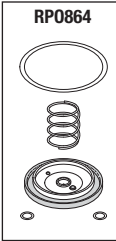
**SOLENOID VALVE REPAIR KIT**  
**RPI Part #CSK108**  
**OEM Part #61301609451**  
**Models:** 400/500 Series



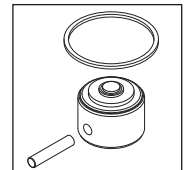
**SOLENOID VALVE REPAIR KIT**  
**RPI Part #CSK094**  
**OEM Part #61301608963**  
**Models:** 400/500/700 Series & 800-42"



**SOLENOID VALVE REPAIR KIT**  
**RPI Part #CSK096**  
**OEM Part #61301609505**  
**Models:** 400/500/700 Series & 800-42"



**SOLENOID VALVE REPAIR KIT**  
**RPI Part #CSK107**  
**OEM Part #61301608965**  
**Models:** 700 Series; 800-42" & 800-76"



### TABLE TOP STERILIZERS

New Parts to fit Midmark®•Ritter® M9 & M11 UltraClave® Sterilizers!

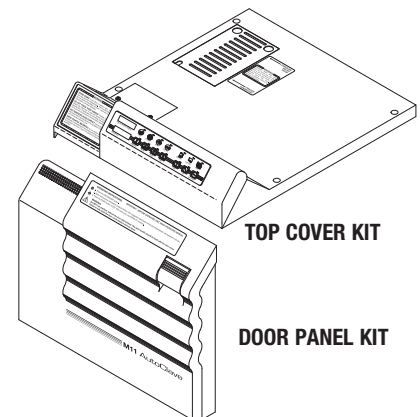
## Don't Forget ... Top Covers and Doors to fit Midmark M9 & M11 Are In Stock!

Top Covers and Door Panels to fit the old style Midmark M9 and M11 UltraClave sterilizers are now in stock and ready to ship!

The RPI Door Panel Kits include the door panel and handle, mounting hardware and 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).

See our website, [www.rpiparts.com](http://www.rpiparts.com) for more information on these parts and many more to fit Midmark M9 and M11 UltraClave sterilizers!





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

8 to 4  
NO MORE

This is not the article I set out to write but, as we have found out so often, lives can change in the blink of an eye or the beat of a heart.

This is really my way of saying thank you to a whole lot of people I don't know and probably never will know: to the surgeons whose skills and caring can save people's lives, to the nurses and doctors who work with them, to the biomedical engineers who gave them the tools to work miracles, to the researchers who developed the medicines to keep them alive and to all of the thousands who keep the IVs flowing, the monitors clicking, the sterilizers working, and all of the people in the healthcare industry who keep us going.

It may take a village to raise a child, but it sure takes a whole lot of people to keep us on our feet.

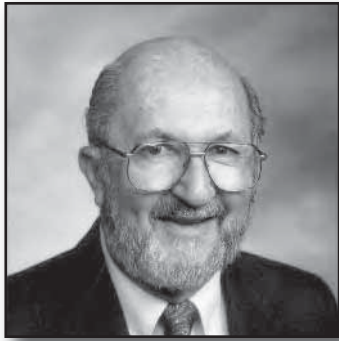
God bless all of you.

## Coming Soon!

Look for our new parts labels - with 2D barcodes.

- Easy to read format with some labels including exploded views!
- Complies with GS1 Barcode Standards
- Both individual packages and cases will include our new label
- Allows for greater visibility and tracking for your receiving and inventory systems

The image shows three examples of RPI parts labels. The top one is a standard label with fields for RPI Part #, OEM Part #, Description, and P.O.#. The middle one is a label for a Solenoid Valve Repair Kit, featuring an exploded view diagram of the valve assembly with parts labeled: O-Ring, Plug Assembly, Graphite Seal, O-Ring, O-Ring, and O-Ring. The bottom one is a label for a Solenoid Valve Repair Kit with a 2D barcode and technical specifications.



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

## AL'S VIEW

### FROM THE OLD CURMUDGEON (still)

The following words came via a thank you email from one of our customers, Mark from Texas, after a visit to his company by Ira Lapides and Neil Blagman. I recently came across the email and thought to myself what an amazing thing it is to be able to touch our customers in such a positive way, and to have such wonderful customers. This year, RPI marks its 42nd Anniversary, and I thank you, our customers, for your support of us since the very beginning.

Ira & Neil,

*I just wanted to say thank you for visiting us yesterday. That means a lot to myself and our staff. You asked for thoughts on how you can improve, but it's hard to come up with an answer for that. Sure there might be a few parts we encounter in the future that we could pass on to you, but otherwise I just have to tell you what a pleasure it is to work with a company like yours.*

*Besides the obvious advantages you have (great inventory, good pricing, knowledgeable staff), you also do so many "little things" right. The comprehensive catalog is great, but I also really appreciate the regular updates. We also take advantage of the newsletters and posters. I don't think you looked in the service area of our shop, but the walls have several RPI posters hanging in there. Your customer service is also excellent. Many times I've faxed in an order and almost immediately received a phone call to let me know a price has changed or that something might be on back order. Those things go a long way in making your company what it is.*

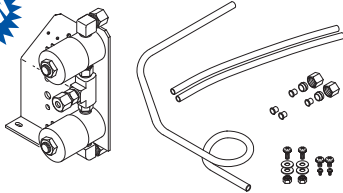
*We are still pretty small but we are constantly growing, and we strive to do everything right. Yours is one of the companies that we try to emulate. Thanks for being a model company. Thanks again for the visit, and thanks for everything you do so well. Please pass along our appreciation to your entire staff.*

Mark

## New Fill/Vent Valve Upgrade Assembly

To fit the AMSCO  
Eagle 10 & 10 Plus Sterilizers

By Jim Wisniewski,  
Manager, RPI Product Development



**Fill/Vent Valve Upgrade Assembly  
(RPI Part #AMA274)**

Replaces the discontinued valve with a new design allowing for ease of disassembly without having to remove them from the unit!



In September of 2013, our solenoid valve manufacturer discontinued the Fill/Vent Valve (RPI Part #AMV170) that fits the AMSCO Eagle 10 and 10 Plus sterilizers. However, we never gave up trying to find a replacement solution for our customers.

Today, we are pleased to say that our time and effort really paid off! We are proud to introduce our very creative solution that actually "kills two birds with one stone" – it's the new Fill/Vent Valve Upgrade Assembly (RPI Part #AMA274).

First, we have a replacement for this valve. This new assembly includes a pre-assembled bank of two (Fill and Vent) Solenoid Valves (RPI Part #MIS042) fitted onto an easily installed mounting bracket

complete with all fittings, simple installation instructions and everything needed to upgrade the sterilizer without modifying the chassis.

Second, we relocated the solenoid valves facing the rear of the sterilizer for ease of disassembly without removal. And with the use of our Double Ended Spanner Wrench (RPI Part #RPT501), future rebuilding of the solenoid valves is a snap using our Rebuild Kit (RPI Part #MIK053).

As you are aware, the original AMSCO configuration made access to the solenoid valves very difficult and in turn made rebuilding a long and frustrating task.

RPI does it again! You wanted a solution and we gave you more than you asked for. This upgrade will make all future solenoid valve maintenance and repairs a breeze.

## Identifying Which Filter or Part is Needed for your Compressor

By Mark Micucci, RPI Product Development

It can be confusing when selecting a filter for a dental compressor.

The confusion really centers on air intake filter elements vs. coalescing filter elements vs. particle filter elements. In addition, every manufacturer uses a different filter assembly and element that they believe gives their equipment the best protection.

At present, RPI carries 33 different styles of filters just for compressors. So to make your job easier in selecting which filter you need for your equipment, let's first talk about where each is located in the unit, and what it does for the unit.

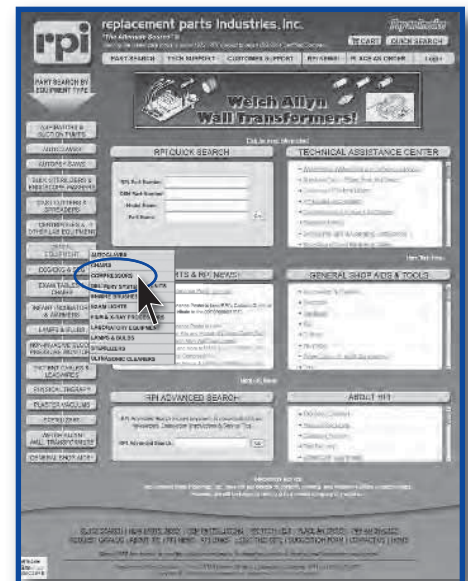
Let's begin with **Air Intake Elements**. These are located around the compressor motor and head assembly. They may be as simple as a foam element in a tube or a filter element that is installed directly into the compressor head.

**Coalescing Filter Elements** are found inside assemblies that hang from the lower side of the compressor

tank. These assemblies are usually hard plumbed with copper tubing. The newer ones have auto drains that drain directly into the collection container for proper disposal.

**Particle Filter Elements**, found on the output hose that goes to the operator, make sure that solids do not get into the operator air lines. They are also found in the J-boxes in every operator as a secondary protection against the Coalescing Filter or Particle Filters failing on the compressor equipment itself.

As you can see, identifying which filter you need could be a difficult task. So perhaps the easiest way to identify the element you need is to visit the RPI web site at [www.rpiparts.com](http://www.rpiparts.com). On the homepage go to the **Part Search by Equipment Type** banner located along the left side, directly under the RPI logo. Next, scroll down and place the mouse cursor over the **Dental Equipment** tab to access the drop down menu, then select **Compressors**. Choose the manufacturer and then model number. This



will generate a complete listing of all the parts RPI has for that model compressor including all of the filter elements, and PM Kits.

You may also go to the **Technical Assistance Center** on the RPI web site and click on or scroll down to the **At-a-Glance Cross Reference Tables**. Then select **Dental Compressor PM Kits** and find your model number on the chart. This will show you all Filter Element replacement part numbers for your compressor along with all the other parts RPI has to support your compressor.



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### Don't Forget ... RPI has parts to fit Steris System 1E

A reminder to our biomedical customers – RPI sells many repair parts for the Steris System 1E Scope Washer.

Many of the original parts developed for the System 1 are also used in the System 1E including the Inflatable Seal, many of the check valves, the pinch sleeves and a large assortment of O-rings. What's more, a complete listing of available parts for the System 1E can be generated by

using the drill down tabs along the left side of our homepage ([www.rpiparts.com](http://www.rpiparts.com)). Just click Bulk Sterilizers & Endoscope Washers, then select Steris and click on System 1E. Also, a listing of available parts for the System 1E can be generated by simply typing "System 1E" into

the Model Name box in our Quick Search bar (located in the upper right corner of our homepage). If you have any questions about using the RPI web site or about RPI parts for the System 1E please contact our technical support department and we will be happy to help you.

### From the Desk of the President

*(Continued from page 2)*

- Job prospects in healthcare technology management, repair, and maintenance, and dental equipment repair will be good. Skilled technicians, especially those that can combine computer network knowledge with equipment expertise, will be valued as more and more equipment becomes network connected.
- On the hospital side, the struggle between multi-vendor service providers and in-house biomed departments will continue, and demonstrated cost savings will be critical. A crucial element of those cost savings, which applies to the dental and physician office equipment service business, is not just the cost of service or parts, but the minimization of equipment downtime. Getting equipment up and running faster allows the end user to be productive and make money, so sometimes the cost of the part or service becomes secondary.

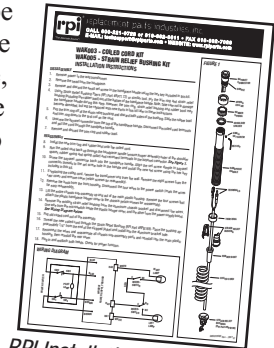
- On the dental equipment service side, the larger service companies will continue to maintain their positions in the market, but smaller, nimbler service companies will also continue to thrive in niche market segments.
- On the physician office equipment side, the potential is there for larger equipment service organizations to penetrate the market, especially some of the large multi-vendor service organizations whose focus is on hospitals. As more physicians and medical groups fall under the umbrella of parent hospitals, many of those biomed shops or outside multi-vendor service companies will see opportunities to expand.

I am sure I have missed a few things, but I hope this will at the very least offer some food for thought.

It is important to think ahead in business, and as unpredictable as this industry might be, as long as some flexibility is built into your plans for the future, you should do well.

### New Line of Parts to fit Welch Allyn 74710 & 767 *(Continued from front page)*

All of our technical support documentation, is FREE and you can find it on our website. Simply go our homepage at [www.rpiparts.com](http://www.rpiparts.com), enter the part number in our "Quick Search" box, you will be taken to the part's page, and have access to all of our documentation for that specific part.



*RPI Installation Instructions  
for the Coiled Cord Kit*

And of course, if you would like to speak to one of our Technical Support team members directly, please call (800) 221-9723 option 6, (Monday - Friday, 8:00 a.m. - 4:30 p.m. Pacific Time), or send an email to [techsupport@rpiparts.com](mailto:techsupport@rpiparts.com).

We look forward to hearing from you.

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