

VOL. 4

NO.2

The Alder Source

The Leader in Replacement Parts for Healthcare Equipment Since 1972

BMET OF THE YEAR

Honored at AAMI Annual Convention

This year at AAMI's (Association for the Advancement of Medical Instrumentation) 30th annual convention, the 1995 Replacement Parts Industries, Inc. BMET of the Year Award was presented to David Houge, for outstanding dedication, achievement and excellence in the field of biomedical equipment technology.

As director of the clinical engineering department at Lutheran Hospital, La Crosse, Wisconsin, Mr. Houge has rendered exemplary service to the hospital, regional and state BMET organizations and to countless individuals during his career. In addition, for the past several years, he has traveled to Russia, bringing basic medical supplies and technical assistance to the rural areas. His dedication to the healthcare field is exceptional and greatly appreciated by many, both in the United States and abroad.

At the Awards Luncheon, Al Lapides, President of RPI, presented Mr. Houge with a handsome engraved plaque and a check in the amount of \$1000 from RPI. "It was a pleasure to present this year's Award to such a fine, outstanding individual as David. What made the event even more special was having David's wife, Pam, and his family on hand for the celebration," said Lapides.



Al Lapides, President of Replacement Parts Industries, Inc., and David Houge, the 1995 BMET of the Year Award recipient.

"Second Source Parts: Legal & Business Implications" Roundtable Discussion

Another event held at the AAMI convention was the RPI-coordinated roundtable discussion, "Second Source Parts: Legal and Business Implications." The topic was such a success as a roundtable discussion at last year's convention that RPI was asked to present it again this year.

The roundtable event provided a unique opportunity for participants to explore the many facets of second sourcing including sourcing parts and equipment via new computer systems. In summary, the message was clear — When considering using second source parts, you should act reasonably and do what's best for your organization or company. Furthermore, as competition grows, you will find better quality and prices for replacement parts.

SBET Reception

Immediately following the Roundtable discussion was the SBET Reception cosponsored by RPI. It was a time for fun, food and relaxation. There was a strong turnout and it was a wonderful opportunity for all to meet and greet old friends and new acquaintances.

Next year, AAMI's annual convention will be held in Philadelphia, PA.

Nominations for 1996 BMET Of The Year Award

The BMET of the Year Award is sponsored by RPI and SBET, the Society of Biomedical Equipment Technicians, a sub-group of AAMI. To obtain a nomination packet for this award, please contact AAMI, 3330 Washington Boulevard, Suite 400, Arlington, VA 22201-4598 or call their offices, (800) 332-2264. Nomination forms will be available this Fall.



"Second Source Parts: Business & Legal Implications" roundtable discussion panelists, left to right, Ed Ravenkamp, President, Source One Solutions; Gary Benton, Managing Partner, San Francisco Office, Coudert Brothers, Attorneys at Law; Carla Gallegos, Information Services and Materials Manager, Biomedical Engineering, Kaiser Hospitals of Northern California; Michael Argentieri, Vice President, Technology Management, ECRI; co-moderators, Al Lapides, President, Replacement Parts Industries, Inc., and Jack Spears, Publisher and Editor, Second Source Publications.

INSIDE

FROM... THE DESK OF THE PRESIDENT



Al Lapides, President Replacement Parts Industries, Inc.

nother winter has passed and with it another annual meeting of the ISNI (Independent Service Network International). The meeting was one of the most productive and important association meetings I have ever attended. We covered the issues involved in the changes that are occurring in the service industry that directly affect all of us. Here are just two of the elements that were covered at the meeting.

The new service paradigm was the major theme. We covered what is happening to the entire service industry. We had panel discussions with customers, discovering what they expect (and demand) from us. We found out how and why inside departments are now in direct competition with third party servers. This is as important for us at RPI as it is for you. Only by helping you be more successful can we be more successful. Our first step forward is with the new catalog. We've tried to make it more user friendly so you can find what you need...rapidly, easily and correctly.

The second issue concerned a recent ruling by the 9th U.S. Circuit Court of Appeals making it illegal to make temporary copies of computer software while repairing the equipment. Temporary copies was defined as turning the computer on and bringing up any program by a repair person. That means that you cannot bring up any software to be used in correcting any problem. The decision did not limit itself to computers and can apply to anything that has a chip in it. ISNI is spearheading the drive to void this decision by sponsoring a bill in Congress, HR533, to change the Copyright Law back to its original intent. You should be part of this effort. Call ISNI at (404) 885-9908 and find out how you can help.

Times have changed. They will continue to do so. Whether you are an employee or an employer, independent or part of a hospital system, you are now in business for yourself. No matter how much you know about clinical or biomedical engineering, you now have to know something about business, especially marketing and management. Marketing, because now you're in heavy, competent competition. Management, because you must be able to deliver better service through value added performance. It's all that will differentiate you from your competition.

I know that many of you belong to professional associations. Don't ever leave them. They contribute mightily to your professional status. Very few of you belong to a "trade" or business association. Such a move is now becoming more and more important. The ISNI presents a wonderful opportunity for organizations to join, and there are others for individuals to join. Furthering the development of your business (department) is now as important as that of your profession.



FROM...
THE
PRESIDENT'S
BOSS!

Sherry Lapides, General Manager Replacement Parts Industries, Inc.

he years since 1972 have, in general, been good ones for the Lapides family. The children, who were ages twelve, ten, and eight when RPI was founded, are now adults. Two are married and our third grand-child was born recently.

Our children grew up with RPI. They used to earn a penny an envelope while watching TV and stuffing, sealing and labeling our early new product flyers. Both boys worked at RPI after school and during summers as they grew older.

After he finished school, Larry and his family lived on both the East and West Coasts and they have settled now in the San Francisco Bay area where he works for a computer software firm. Robbie and her family live in Redondo Beach, about an hour's drive from us.

Ira returned to the Los Angeles area after schooling at U.C. Berkeley, and since 1986, when he earned his MBA at UCLA, worked for FHP (an HMO head-quartered in Southern California), most recently as an Associate Regional Vice-President. He earned spending money while at Berkeley working at Cowell Hospital, and spent summers working as an intern at Northridge Hospital. So he has a background and feel for the healthcare field from the delivery side.

Now Ira's career will take a new direction as he learns healthcare from the service side. Al and I are very pleased to announce that Ira has joined RPI as a Vice-President. He will eventually take over some of the duties from each of us, plus new projects and areas as the needs arise.

Changes are occurring so fast. It feels very good to know that there is someone with so much knowledge of the healthcare field helping us to move forward even more quickly and serve you better. And, no, we are not retiring! We're still having too much fun working and meeting customers wherever and whenever possible. We hope to be able to do more of that in the future. Having Ira at RPI will also give us more time to do some long range and strategic planning.

When the children were in college, the subject would come up about whether they would join RPI. We told them that we did not think it was a good idea to join the company right out of school. It was important that they first work for someone else so that they could offer a different perspective when and if they decided to join the RPI family. We are very proud that the time has come.

Editor's Note: Congratulations are in order to Al on his recent appointment to the ISNI Board of Directors. Best wishes to you and the new Board.

BIOMED & CLINICAL ENGINEERING DEPARTMENTS...

HAVE WE GOT PARTS FOR YOU

BULK STERILIZERS

American Sterilizer

Valve repair kits, gaskets, gauges, bellows, switches and bonnet/sylphon assemblies to fit the Eagle and Medallion Series

INFANT INCUBATORS

Air Shields

Gaskets, motors, probes and filters

INFANT WARMERS

Air Shields

Lights, heaters, switches and sockets

LABORATORY EQUIPMENT

Baxter, Bio-Dynamics, Clay Adams, IEC, Emesco, Eppendorf & Sorval Brushes, motors, cushions and accessories to fit centrifuges

Coulter &

Instrumentation Laboratory

Tubing, O-rings, gaskets and other PM replaceable parts to fit analyzers



PHYSICAL THERAPY EQUIPMENT

Chattanooga, Logan & Tru-Eze Heaters, thermostat, timers, switches and lights to fit hydrocollators and traction units

VACUUM PUMPS (THERMOTIC)

Gomco

Printed circuit boards for current models and older models such as the 765A, heaters, valves, tubing and filters

VACUUM PUMPS (ROTARY)

Gomco & Sklar

Rotors, slides, filters, switches, gauges, oil and other accessories

VENTILATORS & IPPB MACHINES

Bear, Bird & Puritan Bennett

Lots of PM parts such as filters, gaskets, O-rings and belts

Glass-Free Micro Filter For Infant Incubator

Micro Filter RPI Part #AIF024 OEM Part #26 945 70

RPI's micro filter that fits the Air Shields infant incubators contains no glass fibers. We've gone to a totally synthetic media. It eliminates the possibility of fiber shedding which helps prevent airborn particles.



Closing the Gap... Pelton & Crane's Chamber

By Phil Goldstein Product Manager RPI Product Development

As two of Pelton & Crane's workhorse sterilizers, the OCM and OCR, get older, problems specific to aging seem to creep up. As of late, we are noticing an increase in major door leaks and even a blown out gasket due to excessive gaps between the door and the chamber. But don't be so quick to throw out the old workhorses.

Pelton & Crane offers a frame support kit to help eliminate the problem and RPI is currently developing its own kit. Our goal is to make available by this Fall, a frame support kit for the old workhorses. The RPI kit will include two frame supports and four bolts.

When you "close the gap", it's also a good time to replace the latch. The frame support adds strength to the frame and realigns the two door hinges. A new latch would assure a snug fit between the door and chamber face, as well as some peace of mind. Stay tuned to the newsletter for an update on the kit. We'll let you know just as soon as we have it available for you.



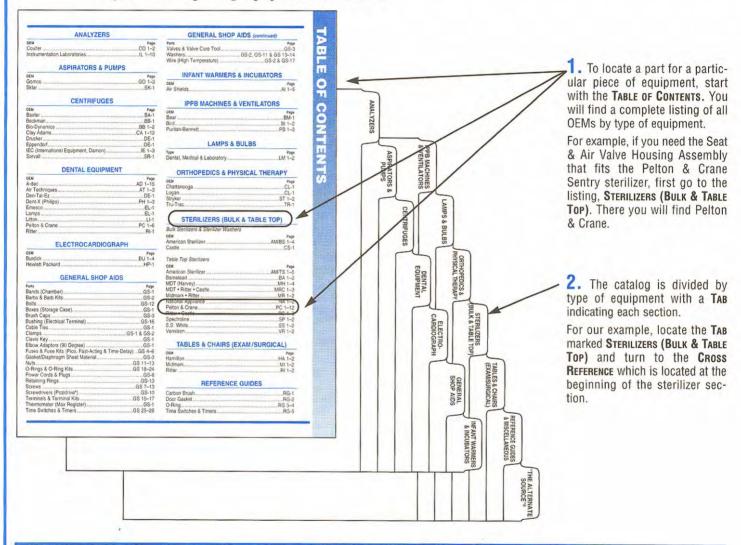
Pelton & Crane Validators

By Art Garlick Med-Equip Service Company Garwood, N.J.

Many of the problems believed to be board related in Pelton & Crane's Validators are actually caused by poor connections in the Molex plug. If you re-solder the pin connections on the board, you may find that you have solved the board's "mystery" problems. So, before you replace your next board, give this a try.

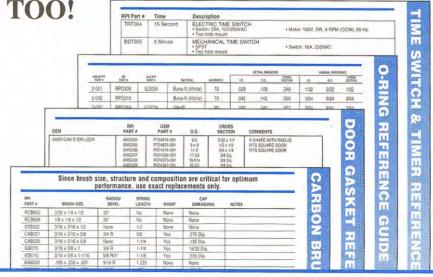
PRESENTING RPI's

It's finally here. The new RPI catalog. It's bigger and better than ever. We listened to you and made some dramatic changes for the better. The new RPI catalog is more than just a listing of more than 1400 quality replacement parts, it's a work tool — One that you will want to keep close to you when repairing equipment. *Just look!*



REFERENCE GUIDES TOO!

The Reference Guides are handy, information pages that provide you with an at-a-glance detailed description of carbon brushes, gaskets, O-rings, time switches and timers.



NEW AND CATALO



What's more, with the introduction of the new catalog, you will find that the prices for many parts have either been lowered or remained the same since the last RPI catalog was released in 1993. The new RPI catalog has just about everything you need when it comes to replacement parts for healthcare equipment, and at savings beyond compare.

3. There's an easy to use CROSS REFERENCE GUIDE for each type of equipment. The guide lists the OEM, the model and all of the RPI parts that fit the model.

Looking at our example, locate Pelton & Crane; the model, which is Sentry; and, you will find the part, PCV057, and page number, PC-9.

4. Each section is in alphabetical order by the OEM name, and within each OEM, you will find that all parts are organized by the model they fit.

Each part is illustrated and has a detailed description, including all of the pertinent information.

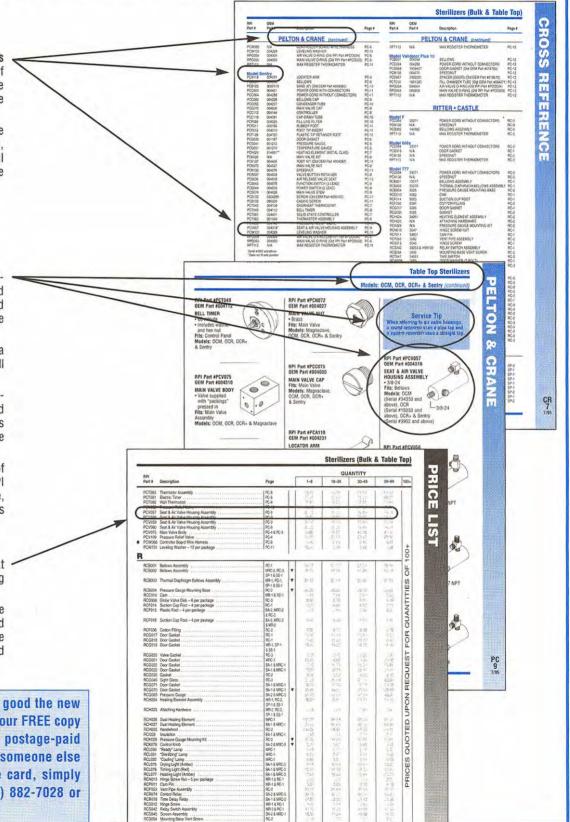
For your convenience, throughout the catalog you will find helpful charts and service tips such as the one shown here regarding valve housings.

When looking at our example of the PCV057, you will find the RPI Part #, OEM part #, thread size, what this part fits and the models it fits.

5. The **PRICE LIST** is located at the end of each section following the parts pages.

Going back to our example of the PCV057, you will find it located in alpha-numeric order with the page number and prices based on quantity.

See for yourself just how good the new RPI Catalog is. Request your FREE copy today. Use the attached postage-paid Catalog Request Card. If someone else has already removed the card, simply fax us your request (818) 882-7028 or call us (800) 221-9723.



RPI Offers Technical Assistance

Have you ever been repairing equipment and something just isn't working right? You've done the procedure a hundred times, but something's missing! Whom do you call?

Just call RPI. Our experienced Product Development Engineers can walk you through a problem or help you find a repair

Technical assistance is not new at RPI. We have always offered fast, friendly service to our customers, but lately we have found that many of you were not aware of the availability of technical assistance from us. So the next time you need help, call RPI.

rpilM

was born in the former Soviet Union and graduated from college in 1975 with an Associated Degree in Automated Systems for the metallurgical industry. I came



Vladimir Guskov RPI Quality Control

to the United States in 1981 and began my career in Quality Control at Cal-Avitron as a QC Inspector. Up until last year, I worked in the aircraft and aerospace industries. I acquired experience in all aspects of mechanical inspection, from receiving inspection to source inspection and vendor survey.

Outside of work, I enjoy bicycling along the pathways on the beach and snow skiing at Mountain High, a local ski resort that is located a few hours from Los Angeles in the San Bernardino mountains. In my spare time, I'm an amateur radio operator which gives me an opportunity to meet people from all over the United States.

A Big RPI Welcome

 Barbie Scrivener, the newest member to our customer service team; Chris Stout, now responsible for our Purchasing Department; Juan Olivares, in Shipping and Warehouse; and to Ira Lapides, RPI's new vice-president.

What's Coming Up?

COMING THIS FALL

Even more parts to fit Pelton & Crane equipment will soon be available from RPI.

Parts to fit the LF, LFI and LF+ lights include the drop and straight knuckle, the adapter arm, front and rear knuckle supports, the dimmer assembly and switch as well as an assortment of knobs, spacers, springs and miscellaneous hardware.

As for the OCM, OCR and Sentry autoclaves, look for the outer casings, instrument trays, switches, insulation, heaters, drain tubes...as well as the Frame Support Kit.

And the long awaited thermostat conversion kit for the older style OCM and OCR's will soon be available. With the new kit, you can convert a hydraulic thermostat to a solid state thermostat. Get ready to remove your PCT006's and replace them with the new PCK128.

What's more, we are adding three new general shop aids kits - an internal and external tooth washer kit, a strain relief bushing kit, and a set screw kit.

Parts Aren't **Immortal Either**

Even the best of things end. The same is true of parts. For us, the end has come for:

- The belts for the Chayes Virginia NPXII. The equipment is almost non-existent, and the demand has been the same.
- Tubing for the NOVA electrolyte analyzers. This doesn't seem to be a popular line for you, our customers.
- Wheelchair tires, tubes, and rims. They've proven to be good products in the home health marketplace, but of little interest to you.

The above parts won't be found in our new catalog. However, we continue to serve you with more parts that you actively need. Watch for announcements of more new parts coming soon.

All rights reserved. No part of this newsletter may be reproduced or utilized in any form or by any means without permission in writing from the Publisher

Inquiries should be addressed to: RPI, Marketing Department, P.O. Box 5019, Chatsworth, California 91313-5019. Additional copies of The Alternate Source® may be obtained by calling RPI, (800) 221-9723 or (818) 882-8611.

RPI Part Number Changes

Of course, with a new catalog, come new part numbers to make locating parts much easier. Following is a listing of all old RPI part numbers that have been changed. You will notice the update in the catalog as well.

Part Description	Old Part#	New Part#
A-DEC Cable Tie (4"-White) Cable Tie (8"-White)	ADT066 ADT067	RPT083 RPT084
AMERICAN STERILIZER O-Ring O-Ring	AM0030 AM0031	RP0329 RP0330
IEC (DAMON) Head Adaptor Assembly Brush	DAA001 DAB007	IEA001 IEB007
Brush	DAB008 DAB009 DAB010 DAB011 DAB012 DAB013 DAB014 DAB015	IEB008 IEB009 IEB010 IEB011 IEB012 IEB013 IEB014 IEB015
Brush Mount Rubber Cushion Foot Head Adaptor Kit Motor Mount Motor Mount Assembly Head Cover Nut Head Adaptor Nut Retainer Ring	DAB024 DAC016 DAF022 DAK006 DAM017 DAM025 DAN002 DAN004 DAR005	IEB024 IEC016 IEF022 IEK006 IEM017 IEM025 IEN002 IEN004 IER005
Motor Shock Mount Assembly Safety Switch Brake Switch Assembly Brake Switch	DAS020 DAS021 DAS023 DAS026	IES020 IES021 IES023 IES026
Mechanical Time Switch (2 Hour)	DAT018	IET018
Mechanical Time Switch (15 Minute) Nylon® Washer	DAT019 DAW003	IET019 IEW003
Tubing Kit (Disposable)	G0K019	GOA019
HAMILTON Lamp O-Ring INSTRUMENTATION LABORAT	HAL007 HA0008	LMP015 RP0331
Annual Preventive Maintenance Kit O-Ring	ILK007 IL0034 IL0035 IL0036 IL0037 IL0038 IL0040 IL0041 IL0042 IL0043 IL0046 IL0051 IL0052 IL0053 IL0054 IL0055 IL0055 IL0068 IL0074 IL0083	ILK088 RP0309 RP0311 RP0334 RP0335 RP0303 RP0301 RP0304 RP0340 RP0341 RP0342 RP0343 RP0344 RP0345 RP035 RP0
Pressure Gauge Control Knob Drying Light (Amber) Timing Light (Red) Heating Light (Amber) Control Relay Time Delay Relay Steam Trap Vent Control Valve Vent Control Valve Safety Relief Valve MIDMARK • RITTER O-Ring	CSG019 CSK014 CSL008 CSL009 CSL010 CSR006 CSR012 CST020 CSV016 CSV017 CSV018 RC0038	RCG083 RCK079 RCL075 RCL076 RCL077 RCR074 RCR078 RCT084 RCV080 RCV081 RCV082
O-Ring O-Ring PELTON & CRANE	RC0039 RC0040	RP0306 RP0307
O-Ring O-Ring	PC0034 PC0035	RP0354 RP0355
O-Ring	RC0037	RP0356

WHAT'S NEW

You Asked For Them You Got Them

Your Opinion Counts

In response to your requests, the following new parts are now available. They are in stock and ready to be shipped the day your order is received.

American Sterilizer

RPI Part #AMK155 OEM Part #N/A Multiport Valve Kit

Fits the Medallion Series



RPI Part #AMS122 OEM Part #P020556-091 Valve Seat (Multiport Valve)

Fits the Medallion Series (This part is also included in the Multiport Valve Kit, AMK155.)



Pelton & Crane

Now sold separately RPI Part #PCT685 OEM Part #006800 Socket Retractor Tool

For installation of lamp PCL606 that fits LFI & LF+ Lights

Now sold separately RPI Part #PCL606 OEM Part #150T4Q/CL Lamp

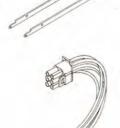
Fits LFI, LF+ & LF II Lights

Now sold separately RPI Part #PCB667 OEM Part #N/A Tie Bars

2 per package
 Fits LFII Light

RPI Part #PCW068 OEM Part #N/A Controller Board Wire Harness

Fits all sterilizers using RPI Solid State Controller PCT007



National Appliance

RPI Part #NAH009 OEM Part #N/A Hardware Kit

Fits RPI Heating Elements NAH003 & NAH004



General Shop Aids

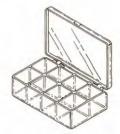
RPI Part #RPT085 Cable Tie (8"-Black)

- 25 per package
- 3/16" x 8"



RPI Part #RPB414 8-Compartment Storage Case

- e 3" x 4-1/2"
- · Clear Plastic



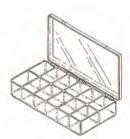
RPI Part #RPB415 12-Compartment Storage Case

- 4" x 8"
- Clear Plastic



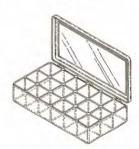
RPI Part #RPB416 12-Compartment Storage Case

- 3-1/2" x 7"
- Clear Plastic



RPI Part #RPB417 18-Compartment Storage Case

- 4" x 8"
- Clear Plastic



High Temperature Stranded Wire

- . In a variety of colors
- · Sold by the foot
- Teflon® insulated
- Type EE, 1000V
- Maximum operating temperature 200° C

RPI Part #RPW076

Red, 14 AWG

RPI Part #RPW077

· Black, 14 AWG

RPI Part #RPW086

· White, 14 AWG

RPI Part #RPW078

· Blue, 20 AWG



RPI Part #RPW079

· Violet, 20 AWG

RPI Part #RPW080

Red, 20 AWG

RPI Part #RPW081

Black, 20 AWG

RPI Part #RPW082

Orange, 20 AWG



MORE THAN 1400
REPLACEMENT
PARTS FOR MEDICAL,
PARTS FOR MEDICAL,
DENTAL, HOSPITAL
AND LABORATORY
EQUIPMENT

THE NEW RPI CATALOG IS HERE REQUEST YOUR FREE COPY TODAY



replacement parts industries, inc.

"The Alternate Source"®

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

Forwarding and Return Postage Guaranteed Address Correction Requested BULK RATE
U.S. POSTAGE
PAID
LOS ANGELES, CA
PERMIT #1831