



THE ALTERNATE Source

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RPI Sponsors SBET Award

Each year at their annual convention, AAMI gives a limited number of awards to recognize outstanding achievement or service. Only one is awarded by their subgroup, the Society of Biomedical Equipment Technicians (SBET). Beginning with this year's convention in May in Washington, D.C. the award will be sponsored by RPI. It will be known as the SBET/RPI BMET of the Year Award. The award is bestowed upon a biomedical equipment technician in recognition of individual dedication, achievement, and excellence in the field of biomedical equipment technology. The award consists of \$500 and an engraved plaque.

This award has been given out for a number of years. Recently, the company that had sponsored it decided to withdraw. RPI immediately took the opportunity to give support and recognition to biomedical technicians. It is additional confirmation of our commitment to the industry. Starting in 1989, RPI began sponsoring the SBET Reception at the annual convention. The 1990 Reception became a highlight of that convention, and 1991 should be another successful get-together.

In October and November of 1990, RPI attended two more conferences. The first was the Clinical Engineering Section (CES) meeting in Bal Harbor, Florida. It was almost worth it just to be in Florida. The weather was almost as good as in L.A. RPI had a booth at the meeting where we were able to personally discuss parts requirements with many of you. The sessions themselves were worthwhile, with an excellent one on having/managing service contracts by Malcolm Ridgeway and Mike Brinkman. RPI began supporting this annual conference with the first one ever which was held in 1985. That support has continued uninterrupted ever since.

From there it was on to Dearborn where the weather wasn't as good but the conference was. RPI was a co-sponsor of the opening reception of the Mid-Winter



C.E.S.-Florida Biomedical Society Meeting, Bal Harbor, FL, November 1990. Mike Brinkman, President, Hospital Maintenance Consultants, Lebanon, WI; Malcolm G. Ridgway, Ph.D., C.C.E. Vice President, COHR Engineering Services, Van Nuys, CA; Albert M. Lapidis, President, Replacement Parts Industries, Inc.

meeting of AAMI. This meeting concentrated more on the SBET side of the association. Again, the ability to exchange ideas on parts with some of you proved beneficial. Here again there were a number of good courses. One that was exceptionally good was on legal issues in device support by Dr. Martin Norton and James Holland.

Why does RPI keep plugging professional societies? It's because of what they can do for you. Attending either course mentioned above would have paid back the cost of attendance. You need to be as valuable as you can be. You are a critical link in the health care delivery chain. It makes no difference where in the industry you work — hospital, laboratory, supply company, or independent — health care delivery is impossible without you.

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When You Place An Order...

It will really speed things up for you and our order desk staff if you can have the following information handy when you call in an order:

1. Your customer number (found in the upper right hand corner of any previous invoice or packing slip). You may even want to write it on your RPI catalog so it will always be handy.
2. The name of your company or organization and the city you're located in.
3. Your name.
4. Purchase order #, if you use them.
5. The RPI part numbers, and the quantity you need.
6. The method of shipping you want us to use:
 - a. UPS ground (*brown*), 2nd day (*blue*), or next day (*red*)
 - b. Federal Express
 - c. Air Parcel Post

Most important of all, don't forget that all orders phoned or faxed to us by 2:00 P.M. Pacific Time are shipped the same day. So you can place an order one afternoon and receive your parts the next day! Now that's real service! That's RPI!



from
the
desk
of
the



Al Lapides, President

PRESIDENT

A little over three years ago, I began what I thought would be an easy task of being able to sell directly to the military hospitals. Needless to say, it took well over a year, help from our congressman, and the services of a consultant to finally accomplish the goal. For those of us who have served, you can certainly remember all the hurry up and wait and apparent confusion and aimlessness. Those of us who have served and/or worked with the military are absolutely certain of their inefficiency.

What all this is about is that I now have strong evidence otherwise. They do plan and prepare, and at levels I would have never thought of. A few months ago during the troop buildup in Saudi Arabia, I got a call from the Navy, Mediterranean Fleet. I was asked how fast I could deliver parts. I was given preliminary instructions on how they would be shipped, and I had to give them my home phone number and that of four other people so they could contact RPI at any hour.

One week before fighting broke out, I was contacted by Defense Personnel Support Agency (it covers all branches of military) and was requested to send copies of the catalog to the U.S. Army Medical Depot located in Saudi Arabia.

These two events amaze me. It is incredible that such a large organization as Department of Defense can recognize and plan for its potential needs at this level. Even more amazing is that they have found this little company in Chatsworth, California and made us part of their whole plan. With such people in our military, I think we're assured of success.

PERSONNEL NOTES & NEWS

A big RPI welcome to Karen Hieger, who just joined RPI as head of our Quality Assurance Department. Karen replaces Ron Cain, who moved to the Midwest.

And a special "goodbye & good luck" to Steve McConkay, who has left RPI after almost 6 years. Steve is buying Medi-Dent Company from Al Goldstein, who wrote our first "Service Tips" article. Steve will now be a customer of ours, so he will see the business from the service company's side. We wish him lots of luck in his new career and best wishes for a happy retirement to Al Goldstein.

Scheduled to join RPI just as you receive your copy of "The Alternate Source" is John F. Downs, who will be coming in to fill Steve's slot in Product Development. John has an extensive background in dental equipment maintenance and we look forward to having him with us.

DID YOU KNOW...

that RPI did it again? This makes two flyers in a row where we must apologize for not getting promised products ready for you. They are the metering valves to fit the MDT Chemclaves. The proper mating of male and female parts is the problem. We've licked the teflon coating problem. Soon we'll lick the mating problem. You'll know as soon as we do.

MISTER BOFFO By Joe Martin



FROM OUR CUSTOMERS

I like RPI. Your service and quality are first class. I've used your products for the last 5 years with companies I've worked for. Now my own company uses your products whenever the need arises.

Robert Rutler
Razor Edged Instruments

from the
**PRESIDENT'S
BOSS**

It had been a wonderful weekend. Along with some friends we had decided to spend a few days at Yosemite National park. For those of you who have never been there, I can only say that I hope you are lucky enough to one day marvel at its beauty in person. It is truly incredible, awesome, wonderful and inspiring. We have been there at various times of the year, but always seem to feel that the beauty of the winter there is the most special. I don't know why; maybe it has something to do with the fact that here in Southern California we don't see snow very often.

This year, due to the unusually dry conditions we've been having, there was not as much snow in the valley as we have been used to seeing there. Daytime temperatures were mild, with crystal clear blue skies. We saw bushy-tailed grey squirrels, lots of deer, and a coyote stalking and catching its prey.

Yosemite has been in the news lately, with controversy concerning the purchase of MCA by Matsushita, and trying to solve the problem of who should run the concessions there. The important thing, in my mind, is that the public should continue to



Sherry Lapides, General Manager

have access to its beauty.

When we got off the freeway near home on our return to L.A. late in the afternoon, the radio was turned on so that we could once again establish contact with the real world. The peace and serenity of the last few days was shattered by the news of air strikes in the Middle East. The situation has grown more grim since then and it appears there will be no quick and easy solution to the situation. Concerns are mounting about the long range effects on the environment and the possibility of chemical warfare.

As I write this no one knows where the road will lead us. We pray for the safety of our troops in Operation Desert Storm and for all who are trying to preserve the peace in the Middle East and for a quick end to the conflict.



MARIE SCHAUMANN

Greetings! No, not from the President or the I.R.S., but from me, Marie Schaumann. I am RPI's Accounts Receivable Supervisor, the wonderful person to whom you say, "The check is in the mail."

On the serious side, I have been married nineteen years and have two wonderful daughters. I have lived and worked in Southern California for most of my life. Two and a half years ago, I came to RPI from a large hospital, seeking a smaller,



more family-type business — a job with more hands on, one-to-one working relationships that would reward me and those with whom I work. I'm very happy to say I have achieved that goal.

Working here has many benefits. I do get to know many of you wonderful people, and work closer with you for many different reasons. I do truly appreciate your time and many phone calls.

It has been a pleasure doing business with you in the past and I am looking forward to all of us having a healthy and prosperous new year.

ONE STOP PARTS SHOPPING
1-800-221-9723

SERVICE TIPS



Burdick EK-8 Stylus Heat Problems

Craig Toth
Mobile Medical Repair, inc.
Southfield, MI 48034

We have been having problems with Burdick EK-8 stylus not leaving a dark enough trace on the EKG paper, even with the stylus heat turned fully up. The problem persisted even when installing a new stylus. Sometimes it was an intermittent problem but it usually was a constantly light trace.

We found that we could fix the problem 95% of the time by performing a simple procedure as described below:

Connect a Digital Volt Meter to the terminals where the stylus leads attach.

Press record button and observe the voltage. It should be somewhere very close to 0.8 to 0.82 VAC. If you are getting a reading of something on the order of 0.5 to 0.7 VAC, do the following:

Remove upper and lower EKG cover. Turn unit upside down and locate the small PC board (Jumper PC Board).

Locate and unplug the terminal that has two small green wires. Clean the pins and reattach the connector. (I also slightly bend the pins to assure a tighter fit to connector.)

Reassemble case and check stylus voltage again — it should read close to 0.8 to 0.82 VAC (with record button pushed) and you should have a nice dark trace on the EKG paper.

OPEN LETTER

I KNOW YOU'RE OUT THERE SOMEWHERE!!!

Are you an independent in the medical equipment repair business? Me too! I started my business — MOBILE MEDICAL REPAIR, Inc. in 1984 in metro Detroit and have been growing ever since.

I'd like to develop a network of others like us to share ideas, problems, successes, needs and ways to make more money, of course!

So let's talk! Drop me a line or call (eves. are best).

Craig Toth
Mobile Medical Repair, Inc.
22926 Lahser
Southfield, MI 48034

(313) 355-9595 days (313) 522-0568 eves.

Remember  for

- SERVICE
- QUALITY
- SAVINGS
- CONVENIENCE

You Asked For Them — You Got Them YOUR OPINION COUNTS!

In response to your requests we have added the following parts to our inventory, in stock and ready to be shipped today.

AIR SHIELDS — 14 more parts to fit the C86, C100 and C200 incubators (see enclosed Page 8Y).

AIR TECHNIQUES — Our first 11 parts to fit the Peri Pro X-Ray Film Processor (see enclosed Page 9Z).

BEAR — Another 10 quality repair parts to fit the Bear 1 & Bear 2 ventilators (see enclosed Page 13A).

MDT — See Page 46B for a new door gasket and timer assembly. 3 new parts!

MIDMARK — Another 8 parts to fit the exam tables and chairs (see Page 46Z).

A total of 46 new repair parts to make it easier, faster and cheaper for you to do your job better. Please see the enclosed sheets for prices, pictures & descriptions.

What's Coming Up

Exciting news! In answer to your many requests, we are now looking into production of autoclave chambers. We'll keep you posted.

Now in development and scheduled for the April-May time frame: approximately 30 new parts to fit equipment manufactured by Air Shields, Bear, MDT, Midmark and Puritan Bennett.

Look for our new 1991 catalog around the middle of May.

Is This Copy of "The Alternate Source" Going to the Right Person?

Do you need more copies of our catalog updates?

We're as close as your telephone (800-221-9723) or fax machine (818-882-7028). Please let us know how we can better serve you — either by changing a name, or title, an address, or by sending additional copies.

"We're here for you!"

Call Toll Free 1-800-221-9723 • FAX (818) 882-7028



replacement parts industries, inc.

"The Alternate Source"

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ADDRESS CORRECTION REQUESTED

NEW PARTS PAGES INSIDE

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