



The Altern^{ate} Source[®]

APRIL 2008
VOLUME 8 NO 4

The Leader in Replacement Parts for Healthcare Equipment Since 1972

With Your Help RPI Adds More New Parts to Fit Bulk Sterilizers

By Phil Goldstein, RPI Product Development

RPI's bulk sterilizer section of our catalog is going to grow by leaps and bounds this year. By the time this newsletter hits your door steps, we will have introduced our first set of solenoid valves and solenoid valve rebuild kits to fit Getinge/Castle 3500 and 3600 Series sterilizers. Seven solenoid valves and nine rebuild kits are now available for you to order.

You can rest assured that the RPI solenoid valves are identical to the valves Getinge is currently selling. This is good to know, considering the fact that it was very difficult to make sense out of the confusing web of OEM part numbers associated with these valves. And since the valves are identical, matching the rebuild kits to your OEM valve assembly will be quite simple.

I would like to take a moment to discuss the amazing complexity of trying to follow product part numbers for the Castle equipment. Between Castle, MDT and Getinge each having a hand in applying their own part numbers for the exact same part, I added a few grey hairs to my beard!

Here's just a taste of what it took to get these parts to you. An old Castle parts manual would list a part num-

ber for the SOL-1 valve assembly. Depending on with whom I ordered my samples from, I could receive a valve with an MDT part number on the box. If ordered through another source, I could receive the exact same valve assembly with an updated Castle part number but not current with Getinge. If the valve came directly from Getinge, it could have a Castle part number and a Getinge part number. Or it could have a revised Getinge part number not common to any part number I knew.

As you might imagine, the project got a little scary at times. In fact, there was one question that came to mind many times – How do you insure that you build the correct replacement parts for your customers when the history of the product lacks continuity? But with your help, we did it!

Bottom line, if it weren't for those of you who reached out, and offered your expertise, time and efforts, this project would have been almost impossible. Thank you for being the wonderful people you are! We greatly appreciate it.

See page 4 for a listing of the new parts. We also are looking to develop additional solenoid valve assemblies, check valves, steam traps, filters and door gaskets, and would appreciate your suggestions. Please feel free to email your feedback directly to me, phil@rpi.com.

“How do you insure that you build the correct replacement parts for your customers when the history of the product lacks continuity?”

The PowerMATE™ Outlet Module ... New & Improved

The PowerMATE is now certified to UL standard 1363A, which means that it is approved for use in patient care areas.

We are pleased to announce that a new and improved version of the PowerMATE is now available (RPI Part #RPP474). The PowerMATE is a terrific power outlet module that can be mounted on a pole, cart, or mobile flat surface. It is very useful in eliminating power cord clutter.



Here's what makes the PowerMATE new and improved. It is now approved for use in patient care areas including patient rooms, ambulatory surgery center suites, treatment rooms, etc. It boasts six hospital grade plugs, a 12A @ 125VAC circuit breaker, and a 15 ft. 14/3 power cord. It also has a more extended and angled shield on top to prevent any liquids from dripping into the plugs.

The PowerMATE is a great tool to help organize power cords for all of the various equipment that occupy patient care areas. It is not inexpensive. It is solidly built with quality components, and can make the work of the service professional and patient care giver easier.



Ira Lapidès
CEO & President
Replacement Parts Industries, Inc.

FROM THE DESK OF THE PRESIDENT

The outsourcing of manufacturing has been quite the topic of conversation in business recently. Over the past few years, several healthcare equipment manufacturers have shifted their manufacturing to Asia or Mexico. For many of these companies, competition has forced their hand, and the search for ways to cut costs to improve margins drives many of these decisions.

Aside from the economic concerns that we may have over outsourcing, the other primary concern of course is quality. Companies that do outsource manufacturing must have good quality control systems in place to ensure the quality of their products and the safety of consumers. Failure to do so will certainly cost more than any savings they might achieve through outsourcing.

And, as we have seen and read, the FDA does not have the resources to inspect all manufacturing facilities outside of the United States (for that matter, I'm not sure they have the resources to inspect all facilities within the U.S.!).

At RPI, we sell two different types of parts: distributed parts such as switches, fuses, and bulbs; and custom manufactured parts such as gaskets, PC boards, and machined parts. For the distributed parts, we go through local distributors, buy in bulk, and pass on those savings as best we can. Some of those parts might be manufactured overseas, but there is little that we can do in that respect.

For the custom manufactured parts, we have always done our best to use local manufacturers. This allows our product engineers the ability to easily meet with the manufacturers, inspect their facilities, communicate our needs, and quickly respond when there is a problem. Additionally, southern California, where we are located, has an excellent manufacturing base that once served the huge aerospace industry which dominated the area at that time.

Of course, we have found many top quality manufacturers throughout the country. And recently, we have outsourced a few select jobs to one company in Taiwan and another in mainland China. We do not do this often for two reasons: 1) we generally do not do extremely large production runs to warrant overseas manufacturing, and 2) we are "control freaks", and the quality of our parts is critical to our business.

The custom parts that we have outsourced are items for which we are still able to maintain a very good comfort level with quality control – being the "control freaks" that we are. We have also used companies that are ISO 9000 certified, as we are, which gives us an additional level of comfort.

All of our manufacturers, wherever they are located, are required to complete a quality system questionnaire, which is reviewed at several different levels at RPI. In

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THE RPI FAMILY

Hello! I am a Technical Support and Product Development Engineer here at RPI. My name is Neil Blagman.

Born in Brooklyn, NY, I spent my youth in suburban Long Island just miles away from Jones Beach and two train rides from Manhattan. I was a good student at Clarke High School and graduated with a technical diploma in electronics.

Next I headed off to college at S.U.N.Y. Stony Brook where I worked on computer controls for the Psychology department and earned a B.S. at the same time.

After marrying my high school sweetheart, we took our newly minted degrees and headed west to the great unknown of Irving, TX, a suburb in the Dallas-Ft. Worth area. A job working as a repair technician at a third party repair service was quickly followed by the purchase of a house and the arrival of two bundles of joy, my children Jessica and Jason.



Neil Blagman
Product Development

Work was hard, driving all over rural northern Texas repairing various pieces of medical equipment, but the lessons I learned about customer service were invaluable.

The next stop for my career was setting up a biomedical engineering department for a hospital in Denton, TX. When the hospital was sold, the biomedical program was farmed out to an outside company and I found myself back on the road looking for work.

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**RPI 2008
CONFERENCE
& SHOW SCHEDULE**
Stop by and visit us!

CDA—May 1-4
(California Dental Assoc)
Anaheim, California

AAMI—May 31-Jun 1
(Assoc for the Advancement of Medical
Instrumentation)
San Jose, California

FIME—Aug 13-15
(Florida International Medical Expo)
Miami, Florida

WISC BIOMED ASSOC—Oct 8-10
Green Bay, Wisconsin

**MD EXPO with
FLORIDA BIOMED ASSOC**—Oct 11-13
(Medical Dealer Expo)
Orlando, Florida

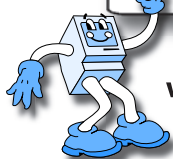
NCBA—Dec 1-3
(North Carolina Biomedical Assoc)
Pinehurst, North Carolina

**A BIG RPI
Welcome To ...**

Silvia, Marion and Paula – the newest members of RPI's family. Silvia Lopez splits her time between the Purchasing Dept. and Customer Service, while Marion Hoffmann is part of the Warehouse and Shipping Dept team. And Paula Campbell is our new Accounting Supervisor. Welcome aboard to each of you.



Visit the RPI website for tech help, trouble-shooting guides, PM tips, and more!



www.rpiparts.com

**TECH
TALK**

By Jim Wisniewski, Manager RPI Product Development

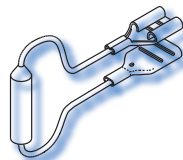
Update on the Thermal Fuse to fit the Air Techniques Peri-Pro Film Processors.

You may recall that Air Techniques introduced a new Thermal Fuse when the Peri-Pro III film processor hit the market a few years ago. At that time, Air Techniques said that the fuse would work with all three models – Peri-Pro, Peri-Pro II, and Peri-Pro III.

However, we came to find that this "common" fuse did not work with all three models. In fact, many of our customers found that if this fuse was used in the Peri-Pro and Peri-Pro II, it would open prematurely. As a result, here's what RPI recommends:

THERMAL FUSE (109°C.)

RPI Part #ATF651
OEM Part #90278
**Fits: Peri-Pro
and Peri-Pro II**



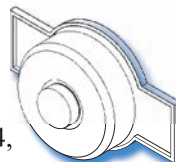
THERMAL FUSE (98°C.)

RPI Part #ATF649
OEM Part #94278
Fits: Peri-Pro III

At this time, our catalog does not reflect this information. However, when we update the Air Techniques section of our catalog, we will revised it to reflect what we have stated above. Until then, please make note of this in your catalog, Dental Equipment, Section 4, Page 605.

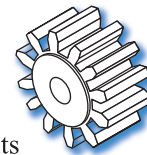
Three more new parts to fit the Gendex GXP film processor and a helpful hint about tubing.

Introducing the Solution Agitator (RPI Part #GXA025). All plastic parts can be removed and taken apart for easy cleaning and assembly. For more information, see our catalog under Dental Equipment, Section 4, Page 852.



Dental Film Processors

*Thermal Fuses,
Solution Agitator,
Gear and Oscillating Pump*

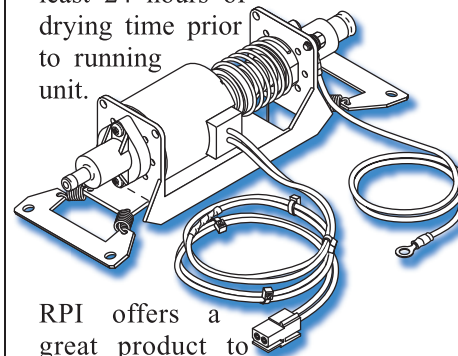


Good news! RPI has the **white** Gear (RPI Part #PHG009) that fits the Idler Roller (5A #303-0016P1). This gear can also be used in place of the **black** Gear used on the Driver Roller (5B #303-0016P2).

We did it! The Oscillating Pump (RPI Part #GXP010) is now in stock and ready to ship today. This part is not yet in our catalog, but it is on our website at www.rpiparts.com.

Here's a helpful hint! When replacing the Oscillating Pump, you may not need to replace the tubing each time as long as the length is still long enough to allow for a non-strained connection. The tubing can be resealed if there are signs of leakage at the junction of the small to the large tubes. Here's how:

First, undo the junction. Then clean both tubes and place sealant on the outside end of the smaller tube (about 1/4" away from the tube's opening and do not block the inside diameter opening). Insert the smaller tube into the larger tube (at least 1" inside) and clamp them together using a KWIK™ clamp. Allow at least 24 hours of drying time prior to running unit.



RPI offers a great product to use as a sealant for this job – Silicone Gasket Maker #598 (RPI Part #RPS639). We also have the KWIK Clamps (RPI Part# RPC637). And, if needed, the smaller tubing is available by the foot (RPI Part #RPT652).

WHAT'S NEW

The following new parts are now in stock,

BULK STERILIZERS Castle/Getinge

**SOL-1
SOLENOID VALVE ASSEMBLY**
RPI Part #CSV004
OEM Part #517339
• Steam to Chamber; 3522, 3525 & 3533

SOLENOID VALVE REPAIR KIT
RPI Part #AMK177
OEM Part #61301601739

**SOL-1
SOLENOID VALVE ASSEMBLY**
RPI Part #CSV005
OEM Part #517345
• Steam to Chamber; 3523

SOLENOID VALVE REPAIR KIT
RPI Part #AMK183
OEM Part #54190

**SOL-3
SOLENOID VALVE ASSEMBLY**
RPI Part #CSV007
OEM Part #517347
• Air-In; 3523 & 3533

SOLENOID VALVE REPAIR KIT
RPI Part #CSK018
OEM Part #517295

**SOL-4
SOLENOID VALVE ASSEMBLY**
RPI Part #CSV004
OEM Part #517339
• Multitherm Bypass; 3523, 3623 & 3633

SOLENOID VALVE REPAIR KIT
RPI Part #AMK177
OEM Part #61301601739

**SOL-5
SOLENOID VALVE ASSEMBLY**
RPI Part #CSV009
OEM Part #517354
• Slow Exhaust; 3523

SOLENOID VALVE REPAIR KIT
RPI Part #CSK020
OEM Part #517298

**SOL-5 & 6
SOLENOID VALVE ASSEMBLY**
• Slow Exhaust & Vac-Water
Sol. Valve Assy. not yet available;
Repair Kit is available, see below.

DUAL SOLENOID VALVE REPAIR KIT
RPI Part #CSK019
OEM Part #61301601738
• Fits: 3522, 3533, 3622,
3623 & 3633

**SOL-6
SOLENOID VALVE ASSEMBLY**
RPI Part #CSV010
OEM Part #517349
• Vac-Water; 3523 & 3525

SOLENOID VALVE REPAIR KIT
RPI Part #AMK174
OEM Part #56161

**SOL-7
SOLENOID VALVE ASSEMBLY**
• Multitherm Steam
Sol. Valve Assy. not yet available;
Repair Kit is available, see below.

SOLENOID VALVE REPAIR KIT
RPI Part #CSK022
OEM Part #517297
• 3523

**SOL-7
SOLENOID VALVE ASSEMBLY**
RPI Part #CSV004
OEM Part #517339
• Multitherm Steam; 3622, 3623 & 3633

SOLENOID VALVE REPAIR KIT
RPI Part #AMK177
OEM Part #61301601739

**SOL-8
SOLENOID VALVE ASSEMBLY**
RPI Part #CSV004
OEM Part #517339
• Jacket; 3522, 3523 & 3533

SOLENOID VALVE REPAIR KIT
RPI Part #AMK177
OEM Part #61301601739

**SOL-8
SOLENOID VALVE ASSEMBLY**
RPI Part #CSV014
OEM Part #517342
• Jacket; 3622, 3623 & 3633

SOLENOID VALVE REPAIR KIT
RPI Part #CSK025
OEM Part #54186

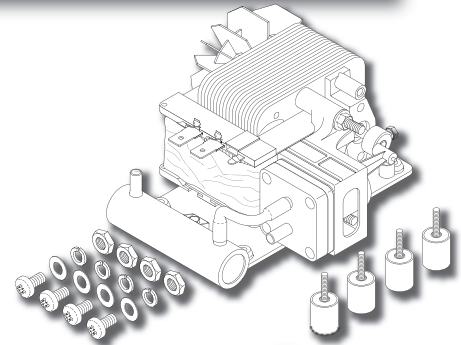
**SOL-10 & 11
SOLENOID VALVE ASSEMBLY**
RPI Part #CSV012
OEM Part #541582
• Door; 3522, 3523, 3525 & 3533

SOLENOID VALVE REPAIR KIT
RPI Part #CSK023
OEM Part #61301600442

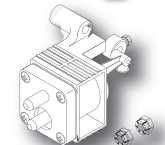
TABLE TOP STERILIZERS Tuttnauer "E" Series

AIR PUMP (115VAC)
RPI Part #TUP100
OEM Part #02200051
Models: EZ9, EZ10, 2340EA,
2540EA & 3870EA

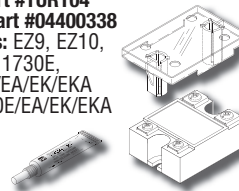
AIR PUMP (230VAC)
RPI Part #TUP101
OEM Part #02200052
Models: EZ10k, 2340EA/EKA,
2540EA/EKA & 3870EA



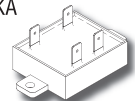
AIR PUMP REPAIR KIT
RPI Part #TUK102
OEM Part # (No OEM Part # Available)
Models: EZ9, EZ10, EZ10k,
2340EA/EKA, 2540EA/EKA & 3870EA



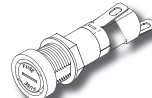
SOLID STATE RELAY (HEATER)
RPI Part #TUR104
OEM Part #04400338
Models: EZ9, EZ10,
EZ10k, 1730E,
2340E/EA/EK/EKA
& 2540E/EA/EK/EKA



SOLID STATE RELAY (PUMP)
RPI Part #TUR105
OEM Part #04400339
Models: EZ9, EZ10, EZ10k,
2340EA/EK/EKA
& 2540EA/EK/EKA



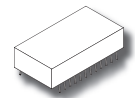
FUSE HOLDER
RPI Part #RPH659
OEM Part #01910103
Models: EZ9, EZ10, EZ10k,
1730E/EK, 2340E/EA/EK/EKA,
2540E/EA/EK/EKA & 3870E/EA



FUSE (2A, 250V)/(AIR PUMP)
RPI Part #RPF047
OEM Part #ELE035-0056
Models: EZ9, EZ10, EZ10k, 2340EA,
2540EA & 3870EA

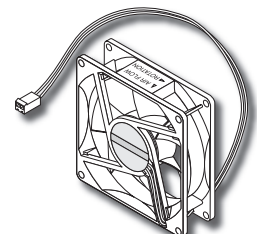
**FUSE (1-1/4A, 250V)
(AIR PUMP* and WATER PUMP*)**
RPI Part #RPF073
OEM Part #ELE035-0055
Models: EZ9, EZ10, EZ10k, 1730E/EK,
2340E/EA/EK/EKA, 2540E/EA/EK/EKA &
3870E/EA * Depending on Voltage

CLOCK CHIP (WITH BATTERY)
RPI Part #TUC107
OEM Part #0180202
Models: EZ9, EZ10, EZ10k,
1730E, 2340E/EA/EK/EKA
& 2540E/EA/EK/EKA



**FUSE (2A, 250V)
(POWER SUPPLY)**
RPI Part #RPF367
OEM Part #01910105
Models: EZ9, EZ10, 1730E,
2340E/EA/EK/EKA & 2540E/EA/EKA

AXIAL FAN
RPI Part #TUF071
OEM Part #04203801
Models: EZ9, EZ10, EZ10k, 1730E/EK,
2340E/EA/EK/EKA & 2540E/EA/EK/EKA



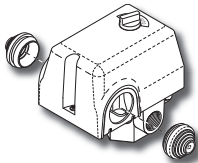
FROM RPI

ready to ship the day your order is received!

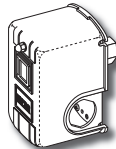
DENTAL COMPRESSORS

For a listing of the OEMs that the dental compressor parts fit, see RPI's website ... www.rpiparts.com – click "RPI News!"

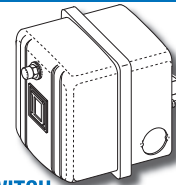
Pressure Switches, Relief Valves & Unloader Valve



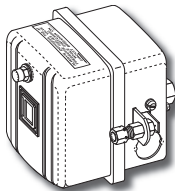
PRESSURE SWITCH
RPI Part #CMS054
• Factory set to: Off @ 100 PSI



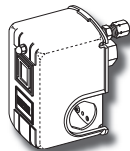
PRESSURE SWITCH
RPI Part #CMS053
• Factory set to: On @ 80 PSI;
Off @ 100 PSI



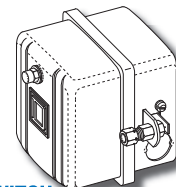
PRESSURE SWITCH
RPI Part #CMS056
• Factory set to: On @ 80 PSI;
Off @ 100 PSI



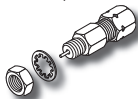
PRESSURE SWITCH
RPI Part #CMS057
• Factory set to: On @ 80 PSI;
Off @ 100 PSI



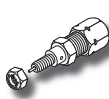
PRESSURE SWITCH
RPI Part #CMS051
• Factory set to: Off @ 100 PSI



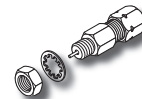
PRESSURE SWITCH
RPI Part #CMS052
• Factory set to: On @ 75 PSI;
Off @ 100 PSI



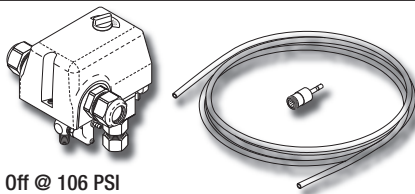
PRESSURE RELIEF VALVE
RPI Part #CMV059



PRESSURE RELIEF VALVE
RPI Part #CMV060

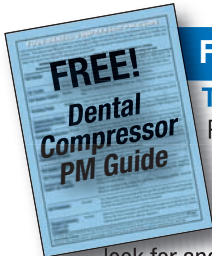


PRESSURE RELIEF VALVE
RPI Part #CMV059



PRESSURE SWITCH
RPI Part #CMS055
• Factory set to: On @ 90 PSI; Off @ 106 PSI
• Includes Unloader Valve (RPI Part #CMV058)

UNLOADER VALVE
RPI Part #CMV058



FREE PM Guide

This easy-to-use PM Guide for dental compressors walks you through the steps of what to look for and what to replace at monthly and annual intervals. It's a great "leave-behind" for your customers because you can personalize it with your company name. Print your copy from the RPI website. www.rpiparts.com; Click RPI Tech Help; Select PM Guides.

Pressure Gauges

PRESSURE GAUGE (160 PSI)

RPI Part #CMG048
• 2" dial; 1/4 MPT center back mount



PRESSURE GAUGE (230 PSI)

RPI Part #CMG050
• 1.5" dial; 1/8-28 BSPP bottom mount



PRESSURE GAUGE (300 PSI)

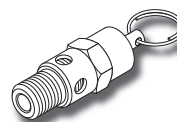
RPI Part #CMG049
• 2" dial; 1/4 MPT bottom mount



Safety Valves

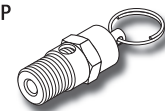
SAFETY VALVE (125 PSI)

RPI Part #CMV046
• Brass; 1/4 MPT

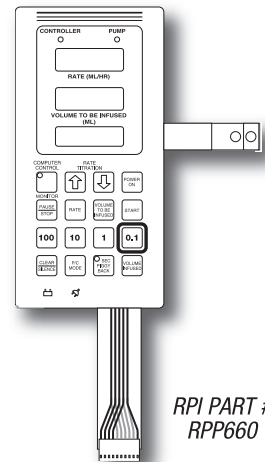


SAFETY VALVE (135 PSI)

RPI Part #CMV047
• Brass; 1/4 BSP



INFUSION PUMPS IVAC/IMED Gemini PC-1



RPI PART #
RPP660

**YOU ASKED FOR IT ...
YOU GOT IT!**

As a manufacturer of repair parts, we at RPI are often asked to reproduce parts for equipment long out of support. And a good example of this is the Keypad that fits the IVAC/IMED Gemini PC-1 infusion pumps.

We obtained samples of the original keypad, then reverse engineered it and actually incorporated several updates to the panel to increase its life expectancy and to make it easier to install.

Here's what we did: We made the tab self-peeling and fully insulated; used durable plastic domes vs. metal domes; and, updated the materials used to today's standards.

We are pleased to announce that the Keypad (RPI Part #RPP660) is now in stock and ready to ship. You can find additional information about the keypad on our website at www.rpiparts.com.



8 to 4
NO MORE

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

Some people have asked me what Al and I are doing now that we have retired. I'm not quite sure I know how to answer that question. Somehow we seem busier than ever.

First of all, we are not fully retired. It's true that we no longer have the day-to-day responsibilities we once had. That means we don't have to show up at RPI every day. But we do come in fairly frequently to attend operational, product, or management meetings. And we frequently talk shop with Ira. And we almost never miss a special lunch or other celebration or outing like our company picnic. Also, it's wonderful to be able to tap into the RPI computer from home and keep abreast of what is going on.

Al continues going to the rehab program at California State University Northridge twice a week and using the treadmill and other equipment we have at home. He has made a remarkable recovery from our accident seven years ago and our aim is to maintain his fitness level. He also continues to be active with volunteer work at Northridge Hospital and CSUN (California State University Northridge).

In addition to looking after Al, I have become more active at CSUN and at Northridge Hospital as well as being on the Board of Directors of our Girl Scout Council. This is especially rewarding since both of my granddaughters are girl scouts and Ira's wife, Melissa, is a troop leader.

We continue to do some traveling, although not with a trailer any more. Our trailer stays in an RV park in Palm Springs and we get out there occasionally during the winter. In addition we do take a small motorhome out once or twice a year and we manage to do a small amount of other travel.

We still go to one or two industry meetings during the year, which gives us a chance to talk with some of you, but I do miss the opportunity to speak with many of you, as I did in the past.

We are grateful to all of you and to our wonderful staff here at RPI for making this "retirement" possible. Hope you all have a great summer. If you travel, fly or drive, be safe and enjoy.



AL'S VIEW

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

FROM THE OLD CURMUDGEON

I really don't understand what in the world is going on. Here I am, feeling as young as ever. But all around me are younger people who are retiring and or getting out of the business. Most of what I see is happening on the medical side of the business. You dental people must either be younger or have better staying power.

Let me just talk about a few who have had a dramatic impact on the world of clinical engineering and biomedical services. They are in no particular order.

Paul Thomas was a major player in "leveling the playing field". Due to some unforeseen health problems, he is now retired and enjoying traveling in his first motorhome.

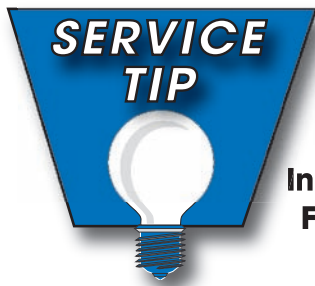
Paul and his business partners developed means for maintaining diagnostic imaging equipment and legally fought a large OEM ... thus winning a major battle for all of us. He went on then to help start the first medical maintenance trade association which then became part of SIA. He was a valuable consultant and helper to many of us over the years.

Ed Sloan was also instrumental in "leveling the playing field". He was with Paul on starting and developing the above associations. He made quality and customer service part of the gospel for third party servers. He helped lead us by being a friend and supporter to all.

Ed sold his company a few short years ago. I assume it was part of his plan for retirement because now he has officially done just that. We will not have to miss him because he will remain a friend and counselor to us.

Ray Zambuto has been one of the driving forces to improve the quality and image of the clinical engineer. He was one of the pioneers of the College of Clinical Engineering. Even though he has sold his business, he is still active in that endeavor and is still contributing to the industry.

I'm afraid that other pioneers will be leaving active duty over the next few years. I still think of them as the wonderful young men I first met over 30 years ago. We all need to thank them for the major contributions they made to our industry.



Biomedtalk-L ... To the Rescue!

Innovative Methods to Determine Proper Functioning of Radiant Infant Warmers

By Neil Blagman, RPI Product Development

In our April 2007 RPI newsletter, I first wrote about a service that we were getting good information from – Biomedtalk-L. It is a listserv that was developed by Mike Kauffman in 1998, and is dedicated to the free discussion of topics relevant to the biomedical technician and clinical engineer. Mike developed it as an open forum to discuss equipment service problems, job opportunities and JACHO issues.

As a product engineer responsible for developing parts for medical products, I look to the biomedical community for help in identifying service issues and solutions for the equipment we support.

For example, I came across a question on Biomedtalk-L which sent my head spinning and caused me to drop everything I was doing. Here's what I found.

On March 12, 2007 Scot Mackeil from Jordan Hospital, Plymouth, MA asked the following question: *"fellow Biomed, does anyone out there have any ideas on a quantitative method to determine proper function of radiant infant warmers both static and over time?..."*

What a great question – it still sends me into spasms of "I know there has to be a way to do this". So I read on to see what was suggested on Biomedtalk-L.

Carl Stroman suggested *"I use a 1 liter bag of IV fluid as a patient and attach my temp probe to it, then measure it at the same time with my fluke, after time the "baby" warms up and I can monitor its changes."*

A great idea – simple, easily acquired and somewhat quantifiable – just a

reminder, use a reflective pad just as the nurse would use - you do not want the radiant energy to warm the sensor directly, you want to warm the fluid only.

James Fanning from Corning Hospital Corning, Corning, NY responded with, *"I had a similar complaint last year from my OB nurses. It was with one particular warmer. It turned out that the air supply to that room was turned to max by the maintenance dept stemming from a problem with an air handler. The increased air flow disrupted the heating of babies in this one warmer. Upon further investigation, I found that the distance from the lamp to the mattress specified by the manufacturer in the service manual was too great. That distance was the same since the warmer had been installed many years ago. I corrected the distance and have not had any more problems..."*

BINGO! This response lists one of the most frequent causes for this complaint – the airflow in the NICU can change dramatically (and without any warning) from day to day and from season to season.

Look carefully at the specifications for your radiant warmers – if they are wall mounted there should be a definitive specification for how high they should be set above the bassinet. If the radiant warmer is a separate roll around without an attached bassinet there will be a way to set the distance of the heater above the bassinet. I know of several instances where new bassinets were purchased without any consideration or knowledge of this specification and the Biomed had to solve a problem that should never have happened in the first place. This distance should be looked at very carefully – even a change to the thickness of the mat-

tress or the addition of a towel under the infant can change the heating efficiency of the warmer.

Again all good points – preventative maintenance for radiant warmers can deflect many later complaints. Knowing how the warmer functions in all available modes can help diagnose many issues.

Kevin Rathjen stated *"First I must say follow the MFG specs, the fluid thing should work ok, however, will take along time to alter the heat of it even though it is a simulation most like an infant. If you shut the warmer completely off, the fluid may stay fairly warm for quite a while, and you may not notice if your heaters are responding well to temperature variations due to the long time between fluctuations. I have use an air filled bag or even put the sensor in a puffed up rubber glove on the bed. Set the unit on infant temp control and let it run in that condition. It has a faster temp adjustment and you can see the warmer respond to temp changes, instead of waiting for hours for swings to appear. The glove also protects the sensor from 'drafts' in the room and breezes from you walking by. Once it stabilizes around the set point it holds well with about 1/4 - 1/2 of the heater power on ... I must say, of course for the lawyer aspects, this would not be considered an official check and is just a way to play with the unit. You should always follow MFG specs."*

After reading this, I said to myself "A puffed up glove – genius!" Great thermal characteristics, simple, quick and always available, Mr. Rathjen won my award for Biomed of the day for that idea.

Bottom line, I find that by having a virtual vehicle such as Biomedtalk-L in which we can exchange ideas in an effort to provide better service to our customers is of tremendous help to our entire industry. I for one thank Mike Kauffman for his great idea ... long live Biomedtalk-L.

If you would like to see for yourself the Biomedtalk-L offerings, go to [www.http\www.bmetsonline.org](http://www.bmetsonline.org). It's a very user friendly site, and a great forum for exchanging ideas.



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**FROM THE DESK OF THE
PRESIDENT**

(Continued from page 2)

In addition, we meet quarterly to review the performance of all vendors, manufacturers and distributors, and take action with underperformers as necessary.

Of course, all incoming lots go through our own quality control inspection, and we review our RGA (Returned Goods Authorization) trends on a quarterly basis as well. This is not to say that we are perfect, or that every part that leaves our dock will work exactly as required, but we do our very best to make sure that they do, because parts are all that we do and you, our customer, rely upon us for that.

I do not know where the outsourcing trend will take America, or how far it will go. It is certainly something that has garnered increased attention recently in the healthcare industry, and some decisions will need to be made as to regulation of outsourced manufacturers.

As far as RPI goes, we will continue to investigate outsourcing possibilities, but only in a very limited manner in very select circumstances.

Our first and foremost concern is bringing a quality product to our customers, so quality control is critical to us. It is our goal to see that quality control mechanisms remain consistent to ensure that you receive the best parts possible.

**THE RPI FAMILY – NEIL
BLAGMAN**

(Continued from page 2)

I hired on as a service engineer for a major biotechnology company and I found myself back on the road again, although this time I was flying all over the Midwest and South instead of just driving to my accounts. I feel that the experience of working for third party service companies, original equipment manufactures as well as in-house biomedical programs has given me a unique insight into parts needs of RPI's customers.

After my wife passed away in the late 90's, I found myself looking to relocate to the sunny weather of Southern California. I have been employed as a Product Development Engineer at Replacement Parts Industries for four years now here in Chatsworth, CA and have never been happier.

I have recently married to a lovely librarian in the LAPL system named Teri and we have settled into a little apartment in Culver City, CA. I look forward every day to developing new parts and to helping RPI customers solve their repair issues.

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