



**Hartford Compressors, Inc.**

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**MARKETING BULLETIN 04-01**  
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**SUBJECT: MSC & LSC Customer Warehousing Program**

**I Purpose**

To provide a program allowing HCI customers to purchase “standby” compressors, to be warehoused at the West Hartford HCI factory, until required by the customer.

**II Scope**

- OEM & RMF Medium Screw (MSC) and Large Screw (LSC) compressors

**III Policy**

- When a customer purchases MSC or LSC compressor, they will pay an additional fee to cover the first year’s cost for warehousing the compressor. This fee will be \$1,000 for a full year.
- The customer will be billed \$1,000 annually on the anniversary of the original invoice date of purchase.
- When the compressor is shipped to the customer, the customer will be given a credit to cover any unused storage. The credit will be determined by quarters.
- Each compressor will be built with a pressure gage installed in order to monitor the compressor pressure. The compressor pressure will be monitored and recorded quarterly on a tag attached to the compressor. (Refer to service bulletin # SB26 for storage guidelines)
- The compressor will be stocked in a location designated for this purpose
- After the compressor has been stored for 12 months, a new replacement compressor will be substituted and the customer’s original compressor will be transferred to HCI stock. See note below.
- The warranty will commence when the compressor is shipped. The customer may purchase an extended 5-year warranty (OEM compressors only) at this time.

**IV Exceptions**

- Only NHF & 460/3/60 MSC compressors will be rotated in stock
- Only DHF LSC compressors will be rotated in stock.
- All others will be rotated only if HCI receives orders that will allow stock rotation