



Hartford Compressors, Inc.

179 South Street, West Hartford, CT 06110 USA

Phone: 860-249-8671 Fax: 860-548-1705

E-mail: cserv@hartfordcompressors.com

Website: www.hartfordcompressors.com

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• Replacing Unloading Reciprocating Compressors •

I. Purpose

- To define the HCI policy for orders to replace Unloading Big 4 and RHC compressors.

II. Effective

- This policy is effective immediately.

III. Implementation

- For every order for a replacement Unloading **Big 4** compressor the following needs to occur:
 - If “U” model replacing a “N” model the Purchase Order must include separate line items for:
 - Unloader Valve VAL438 \$ 115 (Current List Price)*
 - Gasket GKT215 \$ 1 (Current List Price)*
 - Coil - 120v (50/60) C0L141T1 \$ 50 (Current List Price)*
 - Coil - 208/240v (50/60) C0L141T2 \$ 55 (Current List Price)*
 - If “U” model replacing another “U” model the customer must keep the unloader valves, the gaskets, the coils and the terminal box since the replacement compressor will ship less these parts.
- For every order for a replacement Unloading **RHC** compressor the following needs to occur:
 - If “E” model replacing a “U” model the Sales Order must include separate line items for:
 - Unloader Valve 056418A1 \$ 110 (Current List Price)*
 - Gasket 056309A1 \$ 5 (Current List Price)*
 - Coil - 120v 056419A1 \$ 85 (Current List Price)*
 - Coil - 240/254v 056419A2 \$ 120 (Current List Price)*
 - If “E” model replacing another “E” model the customer must keep the unloader valves, the gaskets, the coils and the terminal box since the replacement compressor will ship less these parts.

* 5% price increase will become effective January 1, 2008.