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### **Distributor Sales Of New Carlyle Compressors Versus Sales Of Service Compressors**

Carlyle Compressor released the 1997 OEM price sheets in late January. Some Carrier distributors are unsure when they should purchase compressors from Carlyle Compressor and when from RCD. Most new compressors should be purchased from Carlyle Compressor and all service compressors must be purchased from RCD. The following information should clarify the program.

#### **NEW CARLYLE COMPRESSORS FROM CCCD**

Carlyle Compressor provides only new compressors to be used in the manufacture of new equipment.

We can supply the following (see page 2 for how to order):

- New 06D, 06E and 06CC semi-hermetic compressors.
- New 06T semi-hermetic screw compressors (See Note).
- New 05T open drive screw compressors (See Note).

Note: Due to the newness of the screw compressor product, all sales to our distributors for new installations require prior approval by the Carlyle Compressor Engineering Department to insure proper application.

We cannot supply the following:

- We are not supplying 5F and 5H open drive compressors. New 5-line compressors, either with or without a base, are only sold through RCD. To purchase new 5-line equipment, the Carrier distributors can contact Mr. Jim Temple of RCD at (315) 432-6347.
- We are not supplying either rotary or scroll compressors under this program.

New compressors purchased from the Carlyle Compressor Division are not for use as a service replacement compressor. These compressors are for new installations, either by a local contractor or by a small OEM to build up a system.

To aid our distributors in selling new compressors, Carlyle Compressor has an in-house engineering department plus a technical field sales staff. This staff can advise your customer's in-house engineering department on the proper application of our compressors in their design. We cannot act as the primary design and application group for your customer. When you require new compressors for a small, local manufacturer or contractor building a new system, you should place that order directly with Carlyle Compressor.