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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.

## **SERVICE COMPRESSORS FROM RCD**

RCD IS THE ONLY SUPPLIER OF SERVICE REPLACEMENT COMPRESSORS. These service compressors are for field failure replacement, either in a Carrier manufactured system, a Carlyle OEM's manufactured system or a competitive exchange program. Order your service compressors from your RCD Order Correspondent.

## **HOW TO USE THE CARLYLE OEM PRICE PAGES**

The attached price pages are different from those you normally deal with from Carrier. **Our price pages are net, as there is no multiplier.** All orders from distributors will be at the 9+ release price (the third price column), even if only one compressor is being purchased. This is a 5% discount from the first column price and this discount will apply to any accessories purchased from us for the compressor. Accessories may only be ordered when a compressor order is placed. Additional accessories, beyond those needed for each compressor, may not be ordered. **We do not pay for shipping.** All orders are shipped, freight collect, F.O.B. Syracuse, NY. We provide no exchange or dead body credits on any of our equipment, as the compressors we sell are for new systems.

Canadian distributors please note: Price sheets are in U.S. dollars. We do not pay any brokerage fees. There is no duty, as there is no Canadian domestic compressor manufacturer.

## **HOW DO YOU BUY NEW COMPRESSORS FROM CARLYLE COMPRESSOR?**

All Carrier distributors can place orders for new compressors by contacting Ms. Susan Sterio directly by phone or FAX. Questions and problems concerning purchasing methods, pricing, etc, can be answered by your Carlyle zone sales manager listed on the next page. All your Carlyle contacts for new compressors are as follows:

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| <b>Carlyle Distributor Order Entry Personnel</b> |
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**To Place Your New Compressor Orders:**

**Ms. Susan Sterio**  
Carlyle Compressor Company  
P.O. Box 4803  
Syracuse, NY 13221  
Phone: 800-532-5032  
315-432-3791  
FAX: 800-532-5038  
315-433-4682

**Manager, Customer Service/ Distribution**

**Ms. Kathryn Nies**  
Carlyle Compressor Company  
P.O. Box 4803  
Syracuse, NY 13221  
Phone: 315-433-4177  
FAX: 800-532-5038  
315-433-4682

## Carlyle Regional Sales Managers

**Zone 1 Sales Manager -- Alaska, Connecticut, Maine, Massachusetts, Michigan, New Hampshire, New Jersey, New York, Rhode Island, Vermont, and Canada**

**Mr. Steve Setless**  
Carlyle Compressor Company  
P.O. Box 4803  
Syracuse, NY 13221  
Phone: 315-432-6257  
FAX: 315-432-3274

**Zone 2 Sales Manager -- Delaware, Indiana, Kentucky, Maryland, North Carolina, Ohio, Pennsylvania, Tennessee, Virginia, Washington DC and West Virginia**

**Mr. Jack McDonough**  
Carlyle Compressor Company  
8700 Standish Road  
Alexandria, VA 22308  
Phone: 703-780-8782  
FAX: 703-780-8790

**Zone 3 Sales Manager -- Alabama, Florida, Georgia, Louisiana, Mississippi and South Carolina**

**Mr. Scott Robbins**  
Carlyle Compressor Company  
6675 Jones Mill Court  
Norcross, GA 30092  
Phone: 770-239-2257  
FAX: 770-239-2332

**Zone 4 Sales Manager -- Arkansas, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, New Mexico, North Dakota, Oklahoma, South Dakota, Texas and Wisconsin**

**Mr. Keith Glasch**  
Carlyle Compressor Company  
2201 Midway Road, Suite #200  
Carrollton, TX 75006  
Phone: 972-789-3408  
FAX: 972-789-3434

**Zone 5 Sales Manager -- Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, Oregon, Utah, Washington and Wyoming**

**Mr. Perry Knopf**  
Carlyle Compressor Company  
3848 Marshall Ave.  
Carmichael CA 95608  
Phone: 916-944-3662  
FAX: 916-944-3811

## Carlyle Engineering And Customer Support

### Application Engineering Manger

#### Mr. Paul Tollar

Carlyle Compressor Company  
P.O. Box 4803  
Syracuse, NY 13221  
Phone:315-432-6243  
FAX: 315-432-3274

### OEM Business Manager:

#### Mr. Richard D'Aversa

Carlyle Compressor Company  
P.O. Box 4803  
Syracuse, NY 13221  
Phone:315-432-6263  
FAX: 315-432-3274

## Technical Catalogs And Computer Program

Carlyle Compressor publishes the materials that can assist you in selling new Carlyle compressors. The catalogs include a sales introduction, a detailed compressor application section, complete compressor ratings and a compressor service segment. A Windows® based computer program is available that provides compressor ratings for individual and multiple compressor (even and uneven parallel applications) using R-22, R-134a, R-404A and R-507.

- **Catalogs** -- purchase through your normal Carrier channels for literature
  - 06D/E/CC semi-hermetic compressor catalog, Lit. No. – 574-047
  - 05T/06T screw compressor catalog, Lit. No. – 574-049
  - 5F/H open drive compressor catalog, Lit. No. – 574-048
- **Computer Program** – contact your local Carlyle Regional Sales Manager

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