



Varian & Dunlee
Authorized Dealer



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ENCLOSED in this issue we offer installation support and training.

Tough Economy, We Can Help

With the economy slowing down and there is a great deal of belt-tightening going on everywhere, now more than ever, you need Imaging Affiliates to not only provide you with cost-effective replacements, but also in ways you might not have thought of before. When the economy slows down and people look for additional savings everywhere, make sure you call your friends at Imaging Affiliates to see how we can assist you in making your replacement budget go further and purchase more. We've been in this business for over 18 years and pride ourselves on finding the best deals for our customers for OEM original products as well as direct-replacement alternatives. In addition to those savings you might have already enjoyed with us, we can offer you additional ways to save money and get some timely value-added training that may enhance your career. Check out our new Tube Service Assistant and CT Training Reimbursement programs.

Tube Service Assistant

Imaging Affiliates, with assistance from Dunlee, has a special program called Tube Service Assistant (TSA) to assist the CT Service Engineers in the tube installation process. Imaging Affiliates has been supplying cost-effective replacement x-ray and ct tubes for more than 18 years and one of the major changes that we've witnessed in the market place is that ct tubes are lasting much longer than they did 10-20 years ago. As a result, with the tubes lasting longer, the in-house service engineers don't have to replace them as often as they do and they are losing touch with the service and training they have received on their scanners. This is where Tube Service Assistant (TSA) can help.

TSA is a web based, interactive electronic book that guides the removal, installation and calibration of ct tube according to the OEM guidelines. It includes step by step instructions along with service tips to expedite the installation. It can be used as a refresher program prior to installation or as a step by step guide while on site.

The TSA is only available to Imaging Affiliates Customers that purchase Dunlee tubes through us. This initial release is specifically intended for the GE LightSpeed series scanners. Other models and OEM's will follow as new products are released.

CT Training Reimbursement

Imaging Affiliates with Dunlee is now offering a CT training reimbursement program to our highly-valued customers. Here's how the program works:

1. Contact Imaging Affiliates (800-388-9800) and we'll provide you with some choices for training companies who are participating in this program.
2. When you enroll in the applicable course, let the company know who you are and the program that you are participating in. You'll have to pay for the training according to their standard terms.
3. In accordance with the CT Training Reimbursement Program, you will be credited back the cost of your tuition when you purchase your first Dunlee CT tube. advertise 24/7 service, but what does it really mean? If your facility loses a CT tube late in the day on Friday, you stand a very good chance of receiving a new tube within 12-18 hours. For those of you with your own dedicated in-house service, you'll be back up and running before Sunday. If you don't have your own engineers, Imaging Affiliates may be able to provide you with one of its own contracted support engineers and depending on the location, can have your scanner back up before your busy Monday schedule starts. Put Imaging Affiliates to the test and call us at 800-388-9800 to find out for yourself what we mean by 24/7 Service.

Periscope View

New CT product is on the horizon. Imaging Affiliates has always been on the cutting edge of assisting its vendors with new product development. If you're tired of being held hostage to high CT tube costs for your Hercules tubes, relief is on the way. Stay tuned for good news and be prepared to start saving money again..