

in this issue we offer three ways to purchase and announce changes..

Three Ways to Purchase and Save

Imaging Affiliates offers three ways to purchase your imaging needs and save money. In these tough economic times, let us work together by allowing us to provide you with the products you need in the best, affordable manner that suits your own situation.

1. The first way our customers can purchase their imaging products and save money is via the “*transactional*” method. This is where a customer calls to inquire about the current price and Imaging Affiliates quickly provides this information at a typical 30-40% cost savings to our customer(s). You purchase when needed and there are no restrictions on your decision to purchase. The downside of this type of purchasing is that the customer has no price-protection for any price increase that may occur. In the past few years we have seen price increases in CT Tubes and diagnostic x-ray tubes due to greater performance requirements and the increased cost of strategic materials associated with the components of the tubes.

2. Another way to purchase tubes is by a “*simple-agreement*”. This is a custom written agreement between you and Imaging Affiliates that provides price-protection, additional cost savings to you and represents a commitment to purchase for the length of the agreement. There are no contract fees and there is an “easy-out” clause that provides for a change of direction if needed.

3. The third way has evolved due to the high cost of upper-end CT tubes and this is by a comprehensive “*glassware solutions*” contract. This gives you a fixed monthly cost for your CT tube(s) and is structured in a way that offers you maximum savings based on your particular usage. Imaging Affiliates offers three tiers of pricing based on usage and even if your CT scanner falls within the “high-tier” of usage, you will enjoy a cost savings over our discounted “transactional price”. Your monthly costs for CT tubes are fixed for the three years of the contract and there are **no annual fees**. Included is a provision for any equipment changes that may occur during the agreement. Each plan is written specifically for your needs and priorities to give you the fixed monthly costs with no surprises for administrators.

Change for Newsletter

As technology changes the way we get our information, Imaging Affiliates has decided to change the way we provide our own, “Of Special Interest” newsletter to our customers. This will be the last of our printed OSI’s that will be mailed to our loyal customers. In the future, new edition will be available on-line at our website www.imagingaffiliates.com In addition, we will send post cards to announce new products or important news items that we think may be of interest to you.

GE VCT CT Tube

In our last OSI, in the Periscope Section, we informed you of our newest replacement CT tube; the Dunlee version of the GE VCT or Hercules CT tube. The *Reevo 240* is manufactured by Dunlee and is a direct replacement for the GE version of this tube that is used on the LightSpeed VCT, LightSpeed VCT Select, LightSpeed RT 16, LightSpeed Xtra and Discovery VCT scanners. The *Reevo240* replace the GE D3193/94T.

As of this time, the Beta Sites are in the final stage of testing in their rigorous clinical environment. We are expecting a final release date from mid to late September of this year. Keep watching our website for the official announcement.

