



# IAMERS Newsletter

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Beautiful Charleston, SC

## Letter from the President

The 15<sup>th</sup> IAMERS Annual Meeting is two weeks away. We're putting the final touches on the program. We strive for you to get the most of our annual meetings. While most members continue to tell us that networking is their chief reason for attending, we also want you to gather good and useful information from the business sessions. We're always grateful to you for sending back our surveys. They are the basis by which we select the agenda for the meeting. Included in this issue of the Newsletter is the complete agenda for the meeting.

We know that business is tough for many right now. The economy, which is the constant talk in the news, affects all of us. I hope to talk with everyone about how the economy is influencing their particular business. Perhaps your individual circumstances can be of benefit to other members in the association.

Many of you will be bringing spouses to the IAMERS Annual Meeting. I'm guessing they will love Charleston, which in my opinion, is the jewel of the South. Take the time to walk the city and seep up its wonderful history and beautiful mansions. I'm looking forward to taking a walk, or two, myself. The weather should be glorious, so get out and refresh your soul.

We always appreciate your feedback. We want to know what presentations you liked, and what topics you want to hear more about in the future. Any comments you may have about the venue are also appreciated. The feedback you give us will be the basis for the next annual meeting.

I look forward to seeing everyone in Charleston.

Cheers,

Diana Upton

## IAMERS Welcomes New Member

**PARKER DOMNICK HUNTER**

Dan Rogowski, Market Development Manager

605-C Country Club Drive

Bensenville, IL 60106

Phone: 630-238-1375

Fax: 630-238-3062

Email: [dan.rogowski@parker.com](mailto:dan.rogowski@parker.com)

Website: [www.domnickhunter.com](http://www.domnickhunter.com)

Manufacturers process chillers for Medical Imaging



**IAMERS 15<sup>th</sup> Annual Meeting  
Charleston, SC**

***Maximizing Profits in a  
Changing Market***

**May 1<sup>st</sup> – 3<sup>rd</sup>  
Francis Marion Hotel**

## Charleston Hotels

For those of you who registered late to come to the IAMERS Annual Meeting, there are no more rooms at the host hotel (Francis Marion). Listed below are hotels close to the Francis Marion. All, except the Doubletree, are within close walking distance.

If you are planning on coming, and you still need a room, we encourage you to get one as soon as possible. This is a very busy weekend in Charleston.

If you have your heart set on a particular restaurant, as well, we suggest you make a reservation now.

**Hampton Inn – 2 blocks**  
345 Meeting Street  
843-723-4000

**Renaissance Charleston Historic District  
– 4 blocks**  
68 Wentworth Street  
800-527-6298

**Holiday Inn Charleston – 2 blocks**  
125 Calhoun Street  
877-270-6397

**Embassy Suites – 2 blocks**  
337 Meeting Street  
843-723-6900

**Best Western King Charles – 3 blocks**  
237 Meeting Street  
800-527-6298

**Doubletree – ¾ mile**  
181 Church Street  
843-577-2644



## Woody's Fresh Air Fund

As friends and relatives of Woody Whetstone know, it is our intention to honor him at the IAMERS Annual Meeting in Charleston. During the dinner on Saturday night, we will raise a glass in honor of Woody. We invite anyone to share a story about Woody. At the dinner, we will be joined by Woody's wife, Sandra, his daughter Sherry, and other family members.

Woody was a good and generous man. He certainly was a major supporter of IAMERS.

As mentioned previously, we would like to start a charity, in Woody's honor. It's a charity that will continue. As you will note to the right, we will be giving the money to the Fresh Air Fund. In speaking with Woody's family, we believe this is what he would have wanted.

If you are planning on coming to the dinner on Saturday night (May 3<sup>rd</sup>), please bring a check with you. The money that you, the members, contribute to the fund in 2008 will be put into an interest bearing account to honor Woody on an annual basis. This year's contribution to the Fund will be paid by IAMERS out of the general funds. We will ask for contributions in 2008; but not thereafter.

Please help us by contributing to Woody's Fresh Air Fund. You can make a difference in the lives of these children. At the same time, you will be honoring Woody.

If you are able to give us \$500 or \$1000, it will go to a good cause – and for years to come. Of course, we appreciate whatever you give. If you would like to contribute, please let me know by email, fax or phone: [dupton@optonline.net](mailto:dupton@optonline.net), fax +1.201-833.2021, or phone +1.201.833.1157. We take checks and credit cards, but prefer checks (made out to IAMERS).

If you would like an invoice for your tax-deductible contribution, please let me know. All contributors will be recognized in IAMERS publications. The amount of your contribution will not be made public.

If you would like to contribute, but will not be attending the annual meeting, please send your check to:

Diana Upton  
85 Edgemont Place  
Teaneck, NJ 07666



Sandra & Woody Whetstone

## The Fresh Air Fund

Since 1877, The Fresh Air Fund, a not-for-profit agency, has provided free summer vacations in the country to more than 1.7 million New York City children from disadvantaged communities. Each year, thousands of children visit volunteer host families in 13 states and Canada through the Friendly Town Program or at Fresh Air camps. The Fund owns five camps in upstate New York where 3,000 children get a break from city life, each summer.

The Fresh Air camps are located on The Fund's Sharpe Reservation in Fishkill, New York, 65 miles north of New York City. Sharpe Reservation has 2,300 acres of beautiful land with lakes, ponds, streams and hiking trails through the woods.

### About the Camps

**Camp Tommy** is The Fund's camp for boys, ages 12 to 15, with 120 campers each session. Camp Tommy offers hiking, nature and other outdoor programs to develop cooperation and encourage team building. Major improvements and recently constructed facilities have created opportunities for significant educational programs, such as literacy and career skills development, computer workshops, drama, photography, and music. Camp Tommy is named after Fund Board member Tommy Hilfiger for his generous support and dedication to Fresh Air children.

**Camp Hayden-Marks Memorial** serves 204 boys each session, ages nine to 12. Campers enjoy outdoor activities including sports, cooperative games, fishing, boating and hiking. Boys at Hayden-Marks Memorial also benefit from educational activities, computers, video, music and art.

**Camp Anita Bliss Coler** has 216 girls, ages nine to 12, attending each session. At Camp ABC, girls live in small groups where they learn to develop self-confidence, independence, and teamwork. Activities include swimming, dance, arts and crafts, hiking and nature studies. Major improvements and recently constructed facilities have enhanced an educational curriculum including cultural art programs, classes in digital photography, video production, visual and fine arts.

**Camp Hidden Valley** serves 130 girls and boys with and without special needs, ages eight to 12. At this unique camp, children with and without disabilities live and play together and find out how much they have in common. Hidden Valley campers have special needs including sickle-cell anemia, cerebral palsy, muscular dystrophy, hearing impairments, emotional problems and physical disabilities that require the use of wheel chairs, braces or crutches. Camp activities include art, hiking, nature, and creative writing. The new specially-designed pool complex is enjoyed by children who use wheelchairs, braces, or other forms of assistance.

**Camp Mariah, The Fund's Career Awareness Camp**, enables nearly 300 inner-city adolescents to explore educational paths and career options, while enjoying camp adventures. Children must be in the 6th grade to apply. Camp Mariah offers a unique setting to engage boys and girls in an educational curriculum and prepare them for the world of work. Intensive three-and-a-half-week summer sessions and weekend camping trips are complemented by year-round activities in New York City. Children must be in the 6th grade to apply. Camp Mariah is named after Fund Board member Mariah Carey for her generous support and dedication to Fresh Air children.

## Historic Charleston

Charleston is an elegant city with rich history. Pastel-colored row houses, horse-drawn carriages, wind-blown forts, and live oaks draped with Spanish moss give Charleston its unique character. With its architecturally gracious and historic buildings and its magnificent gardens, Charleston has more of the charm and flavor of the Old South than any other American city. There's nothing finer than wandering at random and discovering the historic core of this remarkable city.

In the historic district is Waterfront Park, with fountains, a fishing pier and oversize swings. At White Point Gardens at the Battery (Murray Boulevard and East Battery), you'll see Civil War-era cannons, dolphins, and views of the harbor from beneath a thick oak canopy. Charleston is primarily a walking city, but there are other ways to get around. Pedicabs will take two people just about anywhere in the historic district for \$9. If you want to see other parts of the city, you can ride the Charleston Water Taxi all day for \$14.

IAMERS Annual Meeting, as you know, will be at the Francis Marion Hotel. The hotel was named for Revolutionary War hero Francis Marion (the "Swamp Fox"), nicknamed for his cunning ability to disappear into Charleston's swamps and avoid capture by the British. The Francis Marion Hotel became an instant landmark in Charleston the moment it opened in 1924. Rising 12 stories above the Historic District, the hotel offers spectacular views of Charleston's church steeples, antebellum mansions and famous harbor, providing easy access to the wealth of Charleston's historic attractions.

Listed below are some great ideas for exploring Charleston – all within walking distance of the hotel.

The Charleston Museum, founded in 1773, is the first and oldest museum in America. The collections preserve and interpret the social and natural history of Charleston and the South Carolina coastal region. The full-scale replica of the famed Confederate submarine *Hunley* standing outside the museum is one of the most-photographed subjects in the city. The museum also exhibits the largest silver collection in Charleston, early crafts, and historic relics.

You can purchase a combination ticket that includes the Joseph Manigault House, the Heyward Washington House and the Charleston Museum – all located on Charleston's Museum Mile. The Joseph Manigault House, also known as "Charleston's Huguenot House" (pictures below) was built in 1803 and is a premier example of Adams-style, or Federal, architecture. The outstanding collection of American, English and French furnishings of the period capture the lifestyle of a wealthy, rice-planting family.

The Heyward Washington House, built in 1772, "Charleston's Revolutionary War House" was the town-home of Thomas Heyward, Jr., Revolutionary War patriot and signer of the Declaration of Independence. The house features magnificent Charleston-made furniture and a formal 18<sup>th</sup> century garden.

The Old Exchange and Provost Dungeon is a must see in Charleston. One of America's three most historic colonial public buildings, completed in 1771. Explore Charleston's Colonial, Revolutionary and Civil War past while retracing the steps of Presidents, Patriots and Pirates!

Fort Sumter, where the Civil War began, is only a short boat ride.

If you need a break from history, consider Croghan's Jewel Box, a great place for the ladies. This jewelry store has been in the same family for 92 years and carries an impressive collection of estate jewelry, including Tahitian and South Sea pearls. King Street, where you will find Croghan's and the Francis Marion Hotel, is the main shopping street in Charleston.



Marion Square, near the hotel, is a 10-acre park that has become a Charleston favorite for festivals, concerts, and other special events in the heart of the historic downtown area. The Old Citadel is located on the northern side of the park at the location where the former Tobacco Inspection complex used to stand. Several monuments are located on the grounds of Marion Square, including the John C. Calhoun Statue honoring the former Vice President, U.S. Senator, and Secretary of War. Marion Square has a wonderful market on Saturdays.



No trip to Charleston is complete without a carriage ride. There are several companies to choose from and it's a great way to see the city. Reservations can be made in advance, online.

For those of you coming on the IAMERS tour on Saturday, our walk will include a visit to the Nathan Russell House and the Edmondston-Alston House. Pre-registration is necessary – by April 28<sup>th</sup>.

# IAMERS 15<sup>th</sup> Annual Meeting

## Agenda

### Thursday May 1<sup>st</sup>

IAMERS Golf Tournament @ noon

Welcome Reception 6:30 – 8:30 PM

### Friday May 2<sup>nd</sup>

8 am Breakfast

8:45 Welcome Address  
State of IAMERS

9:15 Protecting Your Family & Your Estate

10 IAMERS Labeling Initiative

10:45 Break

11:15 Choosing the Right Insurance  
for Your Business - Health & Liability

12 PM Lunch (provided)

1 PM Market Update - Deficit Reduction Act

1:45 Washington Update

2:15 IAMERS “Select”

3 Meeting Adjourns (estimated)

### Saturday May 3<sup>rd</sup>

8 am Breakfast

8:45 Technology Review  
Nuclear Medicine  
1.5T versus 3T  
DR & Ultrasound

9:30 International Shipping  
- Logistics & Paperwork

10:15 Break

10:30 Middle East Markets

11:15 IAMERS Business Meeting

### After the Meeting

1:45 PM Historic Walking Tour of Charleston

6:30 PM Reception

7:30 IAMERS Awards Dinner

## Highlights

We kick off the 15<sup>th</sup> Annual Meeting with the state of IAMERS. The association has come along way in 15 years. We have the most robust agenda in the history of the association. Our goal is to bring value to your membership.

### The Deficit Reduction Act (DRA)

The talk will review the DRA from its beginnings until today. The audience will gain a perspective on the effects of the DRA on Diagnostic Medical Imaging in the US. The DRA will be examined in an attempt to understand its real impact on the market and what it all means to IAMERS members.

### Medical Imaging Technology in 2008

The talk will cover the major changes in medical imaging technology over the past few years. In the allowed time we will cover all major areas of Radiology, MRI, CT, X-ray, Ultrasound and Nuclear Medicine. This brief overview will be conducted with the audience members who will hopefully contribute their experience and knowledge to the discussion.

### International Shipping

This session will attempt to give you a better understanding of how to standardize your International Documentation and avoid unnecessary holdups on imports and exports. It will include import and export documentation, as well as, some useful tips and websites to make shipping easier.

### Labeling

Along with the FDA, this session will detail IAMERS new labeling initiative; and how this can help separate you from non-members.

### Middle East Marketing Opportunities

While the US healthcare market faces challenges, there are opportunities in other parts of the world like the Middle East and Eastern Europe. This session will focus on how to break into the oil-rich markets of the Middle East; as well as other untapped markets.

### And After the Meeting

IAMERS members will take a walk through beautiful Charleston and see two of its grandest historic homes – The Nathan Russell House and the Edmondston-Alston House. The Nathan Russell House was the Federal-style townhouse of Charleston merchant Nathan Russell. It was completed in 1808 and boasts elaborate ornamentation and a free-flying staircase.

Our second stop will be the Edmondston-Alston House. Beautiful and elegant, this early 19<sup>th</sup> century mansion was built in 1825. In 1861 General Beauregard watched the bombardment of Ft. Sumter from here.

Both of these houses show us the magnificent gardens that were part of the gracious lifestyle of the city's elite.



# Identity Theft

What is identity theft? Identity theft occurs when someone uses your personally identifying information, like your name, Social Security number, or credit card number, without your permission, to commit fraud or other crimes.

The FTC estimates that as many as 9 million Americans have their identities stolen each year. In fact, you or someone you know may have experienced some form of identity theft. The crime takes many forms. Identity thieves may rent an apartment, obtain a credit card, or establish a telephone account in your name. You may not find out about the theft until you review your credit report or a credit card statement and notice charges you didn't make—or until you're contacted by a debt collector.

Identity theft is serious. While some identity theft victims can resolve their problems quickly, others spend hundreds of dollars and many days repairing damage to their good name and credit record. Some consumers victimized by identity theft may lose out on job opportunities, or be denied loans for education, housing or cars because of negative information on their credit reports. In rare cases, they may even be arrested for crimes they did not commit.

How do thieves steal an identity? Identity theft starts with the misuse of your personally identifying information such as your name and Social Security number, credit card numbers, or other financial account information. For identity thieves, this information is as good as gold. Skilled identity thieves may use a variety of methods to get hold of your information, including:

1. **Dumpster Diving.** They rummage through trash looking for bills or other paper with your personal information on it.
2. **Skimming.** They steal credit/debit card numbers by using a special storage device when processing your card.
3. **Phishing.** They pretend to be financial institutions or companies and send spam or pop-up messages to get you to reveal your personal information.
4. **Changing Your Address.** They divert your billing statements to another location by completing a change of address form.
5. **Old-Fashioned Stealing.** They steal wallets and purses; mail, including bank and credit card statements; pre-approved credit offers; and new checks or tax information. They steal personnel records, or bribe employees who have access.
6. **Pretexting.** They use false pretenses to obtain your personal information from financial institutions, telephone companies, and other sources.

Once they have your personal information, identity thieves use it in a variety of ways.

- They may open new credit card accounts in your name. When they use the cards and don't pay the bills, the delinquent accounts appear on your credit report.
- They may change the billing address on your credit card so that you no longer receive bills, and then run up charges on your account. Because your bills are now sent to a different address, it may be some time before you realize there's a problem.
- They may open a new phone or wireless account in your name, or run up charges on your existing account.
- They may use your name to get utility services like electricity, heating, or cable TV.
- They may create counterfeit checks using your name or account number.
- They may open a bank account in your name and write bad checks.
- They may clone your ATM or debit card and make electronic withdrawals using your name, draining your accounts.
- They may take out a loan in your name.
- They may get a driver's license or official ID card issued in your name but with their picture.
- They may use your name and Social Security number to get government benefits.
- They may file a fraudulent tax return using your information.
- They may get a job using your Social Security number.
- They may rent a house or get medical services using your name.
- They may give your personal information to police during an arrest. If they don't show up for their court date, a warrant for arrest is issued in your name.

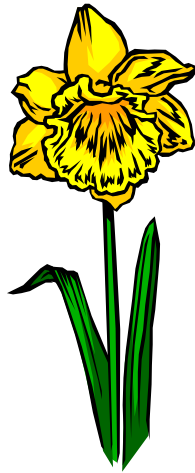
*Source: ftc.gov*

## IAMERS News & Information

- If you are planning on attending the 2008 IAMERS Annual Meeting in Charleston, SC, and you have not already registered, please contact Bob Feldman ASAP. Need help with the meeting? Have questions? Call us. Please also remember if you are confirmed at the Francis Marion Hotel (the host hotel) and you need to change your plans, they require a 7-day notice.
- As you can see in "Important Dates in 2008" to the right, IAMERS has lots of planned events this year. As you know your schedule, and what you plan to attend, let us know. It helps us in the planning process.
- If you are exhibiting at any of the shows noted below, please let us know. We will put your booth number in the Newsletter, at the appropriate time.
- IAMERS will exhibit at the SNM (Society of Nuclear Medicine) meeting, for the first time, in June 2008. We'd like to know if you will be there.
- Please let us if you can help on a committee. There's plenty to do in areas such as marketing. The more members that can help, the more we can accomplish. If there is something you would like to do for the association, please let us know.
- Please let us know if you would like to sponsor the IAMERS 15<sup>th</sup> Annual Meeting.
- If you are interested in participating in an IAMERS pavilion at the next Arab Health in Dubai, please let us know. We need lots of lead time to make this happen.

Comments and opinions are welcome.

Diana Upton  
201•833•2203



### 2007/2008 IAMERS Board of Directors

President – Diana Upton • [dupton@optonline.net](mailto:dupton@optonline.net)  
Vice President – Rick Stockton • [rstockton@atlasmedtec.com](mailto:rstockton@atlasmedtec.com)  
Secretary – Catherine Moss-Solomon • [moss-solomon@comcast.net](mailto:moss-solomon@comcast.net)  
Treasurer – Jim Goldner • [firstsourceimage@aol.com](mailto:firstsourceimage@aol.com)  
Founding President – Dave Band • [info@dbicorp.com](mailto:info@dbicorp.com)  
Legislative Affairs Chairman – Ed Gibbs • [ncmegibbs@cs.com](mailto:ncmegibbs@cs.com)  
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Marketing Chairman – Rob Manetta • [rob@nationwideimaging.com](mailto:rob@nationwideimaging.com)  
Membership Chairman – Bob Feldman • [IAMERSMEMBERS@aol.com](mailto:IAMERSMEMBERS@aol.com)  
Events Chairman – Bob Feldman  
Development Chairman – Anders Jensen • [afj@agitomedical.com](mailto:afj@agitomedical.com)

IAMERS General Counsel  
Robert Kerwin, Esq. • [rkerwin@tbhr-law.com](mailto:rkerwin@tbhr-law.com)

Contact IAMERS @ 877•304•2637 or 201•833•1157

### Important Dates in 2008

#### IAMERS 2008 Annual Meeting

May 1<sup>st</sup> – 3<sup>rd</sup> 2008  
Francis Marion Hotel – Charleston, SC

#### AAMI 2008

May 31<sup>st</sup> – June 2<sup>nd</sup>  
Mc Enery Convention Ctr – San Jose, CA  
**IAMERS Booth # 212**

#### SNM 2008

June 14<sup>th</sup> – 18<sup>th</sup>  
New Orleans  
**IAMERS Booth # TBD**

#### CARS

(Computer Assisted Radiology & Surgery)  
June 25<sup>th</sup> – 28<sup>th</sup>  
Barcelona

#### 2008 IAMERS European Meeting

September 18<sup>th</sup> – 20<sup>th</sup>

#### EANM 2008

(European Congress of Nuclear Medicine)  
October 11<sup>th</sup> – 15<sup>th</sup>  
Munich

#### MD Expo 2008

October 23<sup>rd</sup> – 26<sup>th</sup>  
Orlando

#### RSNA 2008

November 29<sup>th</sup> – December 4<sup>th</sup>