



# IAMERS Newsletter

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Technical Editor – Wayne Webster

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## Letter from the President

Dear Members,

IAMERS has now completed two ISO training seminars: one in Boston and one in New Jersey. While both were very different, they were both excellent. We remain dedicated to ISO education and certification for our members. This is, we believe, the best way to distinguish our members, and give them an additional edge.

IAMERS' goal is to continue with the ISO education seminars. We anticipate having one in Chicago and one in the Charlotte area in the near future. As well, we will have an ISO presentation in Paris, and a panel discussion on the subject. As our resources grow on this subject we are happy to share with members the important information we gain from these seminars. We are anxious to hear what members think and how they feel about this direction.

Another area which we will focus on will be compliance with the 21 CFR regulations. Some members have told us recently that access to service codes and passwords is getting more difficult in recent times. This is a violation of the 21 CFR regulations on the part of some OEMs. With the help of our Washington lobbyist we intend to continue this fight. In addition to taking this issue up with the FDA, we are also pursuing this with small business advocates in the House and Senate. We would appreciate hearing from anyone who has first-hand knowledge on this subject. The more we know, the more we can refine our FDA and lobbyist activities.

This is our last Newsletter until September. Of course, as news happens, we will keep you informed.

I look forward to seeing many of you in Paris for our annual European meeting in September.

Cheers,

### IAMERS 2010 European Meeting

Le Grand Hotel • Paris, FR  
8 - 10 September 2010



## The Society of Nuclear Medicine Annual Conference Wayne Webster

The SNM annual meeting was held this year in Salt Lake City. Not the best venue for a meeting but the SNM has never been about location. Last year the meeting was a victim of the Swine Flu scare and attendance was down. This year attendance was about the same at least that was the take by most of the exhibitors I spoke with.

As I perused the exhibit hall there was the usual cadre of exhibitors. GE, Siemens and Philips were all showing their SPECT and PET hybrids. Interestingly the "Image of the Year" was a SPECT/CT image from a group in Japan. This was different from the last several years when PET and PET/CT images were chosen.

The radiopharmaceutical sellers and distributors were taking questions about the potential for a fix in the Moly-99 supply. The two reactors programs that supply most of the Moly for production of Tc-99m generators were leaking information that the crisis may be nearing an end. Within two weeks of the meeting both Chalk River and Petten announced that their reactors were repaired and ready for restart. It appears that in July/August we will see a resumption of the local supply of Moly-99. Most agree that with the return of the Tc-99m supply a lot of the anxiety in the market will be removed.

After many years of attending the SNM, this year met my expectations. Not a lot new or exciting. Lantheus had a lot of papers and posters showing the results of the  $^{18}\text{F}$  derivative for PET Myocardial Perfusion Imaging. The expectation is that the kit for production of the radiopharmaceutical will be approved and available in about 18-months.

One company, Sophie Biosciences, which apparently was a product of the UCLA PET imaging program was showing a new and somewhat different animal PET scanner, for mice. It had some unique abilities at about a third of the cost of the other animal PET scanners. The staff was young and ready to do some good things. It wasn't obvious to me but I don't think they'd shipped the first commercial unit. The scanner was a large cube that fit into a fume hood and had some useful loading devices making it easier to anesthetize and monitor the mouse.

For some reason which no one understood there were several companies entering the cyclotron marketplace. Best Medical was touting a single design that could be expanded from a smaller 14 MeV PET cyclotron up to a 70 MeV unit. The first unit will be ready for inspection at the end of the year for anyone out there who cares. Sumitomo was back after a decade away. They were exhibiting their smaller cyclotron. A new company called ABT from Knoxville displayed a "Table-Top" cyclotron. This machine runs at 7 MeV and can produce a dose of FDG about every 20 minutes. This is a ready to inject dose with somewhere between 10-14 mCi's. This 19-ton machine is a positive ion, shelf-shielded, internal target machine with an attached automated processing and dispensing system. The company claims that the production process is FDA GMP compliant. I couldn't get my arms around this part and how they could validate the process from ion source to dose dispensing. The cost for the three-dose an hour machine is about \$1.3 million plus the cost of disposables which appeared to be about \$100/production run. Like all cyclotrons the use of electricity for operation is pretty inefficient. There's no real way to change this but it is a substantial use and will be a substantial cost for those considering their own production. Another company from South Korea, Unitech, was also showing a new line of cyclotrons.

With GE and Siemens continuing their cyclotron programs the new cyclotron companies were a big surprise to me. There seemed to be little interest in adding a cyclotron to facilities with PET or PET/CT cameras. The price of FDG has been coming down as the demand for tracer has flattened. What all of these companies see as a market is a mystery.

Everyone is concerned about reimbursement and health care reform. Most seem to understand that the many regulations to come from Meaningful Use and the potential for further reductions in reimbursement which may substantially change the face of nuclear medicine.

What is interesting about nuclear medicine is that through its history this specialty has been driven by hospital based systems. PET and PET/CT changed some of that but overall it still is largely a hospital based modality. Because of this there was not the anxiety over the push to move imaging back to the hospital that's being orchestrated by the Feds.

Maybe it was the venue, the lack of new and exciting equipment and applications or the fact that nuclear medicine is a mature diagnostic modality that kept the meeting from breaking attendance records. I don't know. But one can say that other than the  $^{18}\text{F}$  derivative for PET MPI research there was not a lot at the meeting to get the base excited.

## ISO Education Seminars



Glen Emelock, was our speaker at Englewood, NJ ISO seminar. Glen is an expert on ISO certification and specifically 9001 and 13485. This was an intense 4-hour seminar. If you were paying very close attention, and took good notes, you might be able to embark on this project yourself. Most, however, will choose to use a consultant.

Glen is a good resource for IAMERS for ISO and for FDA issues. Glen is a registered FDA expert, as well as an ISO expert.

The ISO seminars that IAMERS has had, and will continue to have, are geared toward small groups with the emphasis on learning.

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## Financing IAMERS

In an effort to give members a recap of how we spend your dues money, let's first list the routine expenses:

- Lobbyist
- Legal
- Part-time administrative assistant
- Travel (FDA and trade shows)
- Collateral material
- MD Expo, AAMI, AHRA (and other trade shows that we attend – but not RSNA)
- RSNA

In 2009 the total expenses for the above were approximately \$240,000 with the RSNA representing \$65,000 of the \$240,000. So where does the income come from?

- Dues – approximately \$123,000 (based on 110 members for 2010)
- Additional new members - \$ - depends on numbers
- The magazine that we do in conjunction with MD Publishing – was approximately \$17,000 in 2009 and \$22,000 in 2010.

Separate from the above are the annual meetings that we hold and the ECR reception in Vienna. We separate these meetings out because they are self-supporting. They take no money from the general treasury. In most cases they contribute money to IAMERS bottom line. The following are recent meetings and the revenue (or loss) from those meetings.

- ECR reception 2009 – breakeven (+\$300)
- Puerto Rico 2009 – (Income \$51,000 – expenses \$44,200 = +\$7600)
- Rome 2009 – (income \$55,800 – expenses \$48,600 = +\$7200)
- ECR 2010 – breakeven (+\$250)
- Washington DC 2010 – (Income \$54,000 – expenses \$42,000 = +\$12,000)

The RSNA is a unique expense for IAMERS. Our income for the last RSNA was \$37,000 and our expenses were \$65,000. That's a loss of \$27,000. The income that we take in for the RSNA, as well as the ECR reception, is 100% sponsor funded. Sponsors also contribute greatly to the annual meetings that we have.

IAMERS does not charge as much to attend meetings as those meetings cost. The difference is financed by sponsors. The dues that members pay do not cover our basic operating expenses. Again, the difference is made up by sponsors. As you can see, other than dues, our only other income source is the magazine.

The ISO seminars that we are supporting are also self-pay. In the case of the ISO meeting in Boston, there was no charge to attend. That's because the consultant didn't charge us and Rob Kerwin's firm provided the space and the breakfast. In the case of the ISO seminar in Englewood, NJ we charged attendees \$250. That was based on the cost of

the consultant and other expenses. That meeting was held in a private room in a restaurant. We provided dinner for the attendees. We lost \$250 on the meeting.

IAMERS does its best to be a good custodian of your dues money. We work very hard to make sure that financing meetings does not come from the general treasury. We are fortunate to pay no office expenses and no staff expenses except for part-time administrative assistance.

If IAMERS based the dues on expenses – even without paying staff and not having office/phone expenses, the dues would be about \$2700 per member.

Some of the members have asked for a greater lobbying effort. We intend to comply with that request. It will cost us more money, which we will hope to get from our sponsors.

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## IAMERS Members on Interesting Vacations



Here we find Michael Friebe enjoying himself in South Africa. When not out there bonding with the animals, Michael was attending the World Cup Soccer finals. Looks like a pretty interesting vacation, Michael.

Anyone else going on a special vacation? Send us your photos.



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## IAMERS Welcomes New Member

Viable Med Services  
Dan McGuan, President  
16660 Minter Court  
Santa Charita, CA 91387  
Phone: 661-373-1977  
Fax: 818-474-7515  
Email: [mricentral@yahoo.com](mailto:mricentral@yahoo.com)  
Website: [www.viablemed.com](http://www.viablemed.com)

Service provider for medical imaging equipment.



Registration information has been sent to members regarding our September meeting in Paris. We would like you to know that September is an exceptionally busy time in Paris and the hotel has a registration cut-off date of July 20<sup>th</sup>. While you can stay where you like, we encourage you to tell us as soon as possible if you want to stay in The Grand (the host hotel). For those of you who've already asked us to save you rooms – no worries.

**IAMERS  
Wishes You  
A Wonderful  
Summer**

## Important Dates & IAMERS Events

June 2010							July 2010						
Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su
		1	2	3	4	5 7				1	2	3	4
7	8	9	10	11	12	13	5	6	7	8	9	10	11
14	15	16	17	18	19	20	12	13	14	15	16	17	18
21	22	23	24	25	26	27	19	20	21	22	23	24	25
28	29	30					26	27	28	29	30	31	
August 2010							September 2010						
Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su
						1			1	2	3	4	5
2	3	4	5	6	7	8	6	7	8	9	10	11	12
9	10	11	12	13	14	15	13	14	15	16	17	18	19
16	17	18	19	20	21	22	20	21	22	23	24	25	26
23	24	25	26	27	28	29	27	28	29	30			
30	31												
October 2010							November 2010						
Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su
				1	2	3	1	2	3	4	5	6	7
4	5	6	7	8	9	10	8	9	10	11	12	13	14
11	12	13	14	15	16	17	15	16	17	18	19	20	21
18	19	20	21	22	23	24	22	23	24	25	26	27	28
25	26	27	28	29	30	31	29	30					
December 2010							January 2011						
Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su
		1	2	3	4	5						1	2
6	7	8	9	10	11	12	3	4	5	6	7	8	9
13	14	15	16	17	18	19	10	11	12	13	14	15	16
20	21	22	23	24	25	26	17	18	19	20	21	22	23
27	28	29	30	31			24	25	26	27	28	29	30
							31						

**AHRA – Washington, D.C. • 22 – 26 Aug 2010**  
**IAMERS booth # TBD**

**IAMERS European Meeting – Paris, FR • 8 – 10 Sept 10**  
**Location TBD**

**WFNMB♦ – Cape Town, ZA • 18 – 23 Sept 2010**  
**(World Federation of Nuclear Medicine & Biology)**  
 – held every 4 yrs

**EANM♦ – Vienna, AT • 9 – 13 Oct 2010**

**RSNA – Chicago, IL • 28 Nov – 2 Dec 2010**  
**IAMERS booth # TBD**  
**IAMERS member meeting • Sunday 28 Nov 2010**  
**InterContinental Hotel on Michigan Ave @ 5 PM**  
**IAMERS RSNA Reception • Monday 29 Nov 2010**

**IRIA in India • Date in January TBD**

**ECR in Vienna • 22 – 26 Aug 2010**

**Religious/US/world holidays**

**♦ No planned IAMERS Events**

### IAMERS Top Initiatives

(in no particular order)

**Educate members on ISO certification, FDA regulations, and other government rules that affect our industry**

**Increase membership**

**Advance the cause of small business members**

**Lobby to make sure all members can reasonably compete within our industry**

**Gain compliance of the CFR 21 regulations, so that passcodes and software are always available**

**Provide the best, most informative, most relevant meetings to our members**

**Continue IAMERS high standards of ethical behavior**

**Update members on technical and industry updates that affect their business**

**Attend meetings that are relevant to the member – meetings that will increase IAMERS exposure with clinicians – AND will bring new members to the association**

**Continue to be the best networking forum for those who sell, service, or work in the pre-owned diagnostic imaging industry**

## IAMERS News & Information

- Please visit the IAMERS website to look at your particular listing. If not correct, let us know.
- If you are the first sponsor of 6 new members (that means they list your company first on the application), you will get a \$500 reduction in your next dues payment, or free admission to our Annual or our European meeting. You are entitled to the above reward of your choice as soon as you sponsor 6 companies. If you can bring in 6 new members by September, you'd be entitled to attend the Paris meeting at no charge.
- Please tell 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 specific you would like to do for the association, let us know.
- Let us know what you think about our articles and our direction. If you don't communicate with us, we'll never know how best to improve. This is your trade association.
- Should we be doing something that's not listed in IAMERS "Top Initiatives"? Tell us.
- IAMERS is grateful for the contributions of its sponsors. They are what keep IAMERS going.

Comments and opinions are welcome.

Diana Upton  
201•357•5400

IAMERS has a unique opportunity to work with Hitachi for service and installations. This is the first OEM that has offered us this type of program. For more details on how you might benefit from this program, please contact Dave Band at [info@dbicorp.com](mailto:info@dbicorp.com) or +1.917.435.3100.

### 2010 IAMERS Board of Directors

President – Diana Upton • [dupton@optonline.net](mailto:dupton@optonline.net)  
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Questions About Your Listing on the IAMERS website?  
Want to change your listing?

Let us know

+1.201.833.1157 or  
[maryellen@iamers.org](mailto:maryellen@iamers.org)



Greetings IAMERS Members,

One of the reasons (in addition to ridding myself of the Queen) for coming to France was to relax and put myself in a Zen-like state. Yes, I have a business reason for being here, but the life over here is so much saner than in the US. However, lately, I find myself longing to read and hear about those disgusting qualities that make humies – especially American humies, humies.

For the first several months here in Paris I read nothing of an American newspaper. It was most therapeutic. During this past week I was out strolling my favorite neighborhoods and found a news stand that specializes in American newspapers and magazines. I couldn't resist buying a few – just for old times' sake. I mean, you never know. Maybe one day the human race will change and become civilized. Unlikely but, none the less, not impossible.

After months of abstaining from morbid humie news, I couldn't wait to dig into a nice trashy newspaper and shower myself with the low-rent exploits of you humies. Was I disappointed? You be the judge.

First on our list is Walter "Butch" Rubincan, 46, who was charged in February in Newark, DE, as being a serial thief with perhaps a 20-year habit, specializing in men's shoes. When not out taking things, Rubincan (who "kept to himself," according to neighbors) is a medical technologist at two local hospitals, a part-time actor, and a one-time championship figure-skater. When police investigators first visited Rubincan's home, they discovered 3,900 shoes in about 150 boxes and bags (along with a few more upscale items and stolen photographs of young men), and Rubincan finally admitted he needed help. *Source: News Journal Wilmington. I'm with Butch. He has issues.*

And how about this one for not being the brightest bulb in the chandelier? Patricia Edwards, 51, was arrested in Sanford, FL, in March after being identified as the woman who walked into a Bank of America branch, handed over a robbery note and walked out with money. After being quickly nabbed, she explained: "There was no plan, no nothing, just impulse. I think everyone should have a list of things they want to do before they (die)." *Source: WOFL-TV Orlando, FL.*

This is my personal favorite for sick humie behavior. At her arraignment in Missoula, MT, in April, Jackieya Ford, 37, refused to enter a plea to various fraud charges because, she explained, "Montana" is not a legal entity. According to the prosecutor, after Ford was shown a house for sale by a local agent, she tried to cut out the middleman by filing an ownership claim to it and all the land within 20 miles of it (although she generously offered to sell it to the current residents, aka the legal owners, for \$900,000, but only in "silver or gold"). Armed with her (fraudulent) ownership document, she broke into the home and posted a no-trespassing sign (the only visitors allowed: people authorized by "our Lord and Savior Yahushua"). As if she weren't busy enough, she also disclosed that she is pregnant. *Source: The Missoulian. Just as an aside, what kind of a parent do you think Ms. Ford will be??*

And here's one for you neighborly dog lovers. Madison, WI, neighbors Nina Bell, 56, and Arnessa Battles, 38, were cited for disorderly conduct in March in a dispute over Battles' dog's winter-long output of droppings that had just been revealed by melting snow. According to the police report, by the time an officer arrived on the scene, both of the women had smeared each other's cars with large quantities of dog poop. *Source: Wisconsin State Journal.*



A would-be robber wielding a chain at a San Diego Kentucky Fried Chicken restaurant didn't count on one of the customers being an armed, off-duty, plainclothes police sergeant. Witnesses said the man barged in Saturday afternoon, smashed his heavy chain on the counter and ordered all the employees into the kitchen. But before he could open the cash register, the sergeant pointed his gun at the man and ordered him to the ground.

Witnesses said the suspect demanded to see the officer's badge, and the sergeant complied. Really, no self-respecting robber would want to surrender to just anybody. Our villain was then arrested. *Source: AP.*

Meanwhile, back here in the peaceful city of Paris, summer is in full bloom; but soon we'll be besieged with crazy Americans on vacation. Gosh, I hope they can behave themselves!

Mud out. 