

## BioTech X-ray News

### Inside this issue:

Meet Tina Berger	2
Jeff Weaver: Tech in the Spotlight	2
Health Care Association Shows	2
New Employees	3
IA Dept. Of Human Services	3
New Clients	3
24/7 Coverage & Ultrasound Service	4

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## A Note from BioTech X-ray's President

The second half of 2010 is upon us, and we are pleased to report that despite the recent uncertainties in the economy and healthcare reform, our business is continuing to make improvements to benefit our clients, and support our mission as *"the patient first people"*. We have invested in additional technology and personnel over the past several months so you can be assured that your patients are receiving the best in portable imaging services.

As of this newsletter, we have converted our final two plain film processing centers to mobile CR units. All BioTech X-ray (BTX) technologists now have immediate access to view images from patient's bedside or the facility



Tamara  
Schwartz,  
BioTech  
X-ray  
President

parking lot. We have six Canon DR systems providing direct digital imaging 24x7 and ten vans equipped with Kodak (formerly Orex) Point of Care CR systems.

In January 2010, we added several technologists to provide for 24x7 coverage company-wide. This decision directly benefits our clients, as it minimizes costly evening and weekend trips to the emergency department for your residents.

Our on-line system, BTXplorer, is routinely upgraded so that your

access to order status, images, patient results, financial reports, invoices, corporate access and statistical reports is better than ever. Specifically, the image viewer has been upgraded for use by your nursing and clinician staff, as well as consulting physicians. Contact your BTX account rep should you wish to schedule a staff in-service, or if you just want to better understand how your clinicians can utilize this access.

At BTX, we recognize that quality indicators are critical drivers for reimbursement levels under healthcare...

*...continued on pg. 2*

Check us out on the web at:  
[www.biotechxray.com](http://www.biotechxray.com)

## Moving Onward & Upward



BioTech X-ray (BTX) is proud to formally announce the relocation of our corporate office, just four miles west of the office we shared with BioTech Laboratory since our start-up in 1994. Over the years, both organizations have continued to grow, so

when the lab changed ownership in 2008, it made sense for BTX to seek out separate office space to better accommodate our growing organization.

The move went smoothly in early April, and our staff now enjoys the additional space and the view from our 2<sup>nd</sup> floor suite at 1065 Executive Parkway in Creve Coeur. The building is located in the southwest corner of the intersection of Olive and Mason Roads, just one mile west of 270.

BTX would like to extend an open invitation to you and your staff to tour our new office, meet our staff, demo our latest technology and let us treat you to lunch.

Please contact your account representative to set up your visit.



## Meet Tina Berger

### Human Resource Manager



If you were to stop by our office, the first face you'll see is that of Tina Berger. You may have spoken with her on the phone, as she has been with us for eight years, and has worked in dispatch, billing, human resources, purchasing, accounts payable and more.

Although her official title is Human Resource Manager, she still assists in most every aspect of the business daily, including sales support and general administrative assistance. Tina is appreciated by all,

as we can depend on her to get the job done, whatever it may be.

Tina is the mother of 2 children, Victoria and Drake. She enjoys taking pictures, and often has her camera ready at the office to catch a good shot. Her other interests include working out at the gym, doing craft projects- especially with her children, and anything outdoors, including camping, swimming, and gardening! She loves plants and is our "green thumb" at the office. Tina loves children and is very excited about becoming a great aunt later this year.



## BTX Supports Health Care Associations

BioTech X-ray is pleased to support your affiliated associations. So far this year we have attended and displayed our booth at the IASHA Show in Ames, IA, the MC5 show in Columbia

MO, and the ILHCA DON Show in Springfield. This fall brings a busy tradeshow season. Please stop by our booth for a visit if you are attending any of the following conferences:

- **MHCA- Date: Aug. 24-25, Branson, MO**
- **IHCA- (IL) Date: Sept. 13-15, Peoria, IL**
- **IAHSA- Date: Sept. 22, Altoona, IA**
- **MoAHA- Date: Sept. 22-24, Lake of Ozarks, MO**
- **IHCA-ICAL- (IA) Date: Sept. 27, Des Moines, IA**  
Celebrating 60 Years, the Diamond in Long Term Care
- **INHAA- Date: Nov. 2-3, Springfield, IL -Theme is Academy Awards of Motion Pictures**

**New updates make viewing images online easier. Contact your account rep or visit our website for more information [www.biotechxray.com](http://www.biotechxray.com)**

## Jeff Weaver

### Technologist in the Spotlight

Jeff Weaver of Sandoval, IL, joined BioTech X-ray (BTX) in February of 2001. Jeff initially commuted to St. Louis and worked the St. Louis metro daily, even covering call. After proving to be a superb technologist and a model employee, Jeff was re-assigned to work in southern Illinois, from Benton to Centralia, which was a win-win for both Jeff and the company.



Jeff helped to gain the trust of the local medical community with his dedication to technical excellence and wonderful customer service, which

helped to grow the company and reduce his daily commute.

Early in 2010, when BioTech X-ray purchased two more Canon DR units, Jeff was selected to receive one to use in his area, as one of only a few techs still working on plain film. After his transition to DR, our Quality Assurance Committee reviewed Jeff's images to verify his image quality. It was agreed that this was our quickest Q.A. meeting on record, as all of the images reviewed were exceptional.

We count it a pleasure to have technologists like Jeff Weaver on our team, as he is not only an outstanding technologist and employee, but he truly embraces our mission as "the patient first people" in all he does.

**Hats off to you, Jeff!**

## A Note from BTX's President

### ...continued from page 1

...reform. For this reason, we continue our emphasis on quality, holding monthly internal quality review meetings to assess both image quality and interpretations. Above, we highlight one of our techs, Jeff Weaver, for excellence in image quality. In addition, beginning this year, one of our radiology groups, Telerad Services, provides a 2% QA over-read program on the

interpretations they provide. Either of these monthly QA reports can be made available to you upon request.

It is truly our desire to be the premier portable x-ray provider in this area, and we welcome your input to help us better partner with you in this endeavor.

Onward & Upward!

- Tamara Schwartz

*... the patient first people.*

## Iowa Department of Human Services Child & Dependent Adult Abuse Mandatory Reporter

Iowa Department of Human Services (IDHS) is recommending all employees and vendors receive training in a Child & Dependent Adult Abuse Program. As defined by the IDHS, "A Dependent Adult means a person 18 years of age or older who is unable to protect the person's own interests or unable to adequately perform or obtain services necessary to meet essential human needs, as a result of physical or mental condition which requires assistance from another, or as defined by department rule."  
(<http://www.dhs.state.ia.us>)

Three main sections are included in the training encompassing background information (definitions, indicators, etc) followed by procedures and classification sections.

BioTech X-ray's Iowa technical staff has already begun the training process. Once completed in Iowa, we will evaluate further training options for our entire technical staff to ensure compliance in the states in which we do business.



BioTech X-ray has been an active member of the National Association of Portable X-ray Providers (NAPXP) for over ten years. The NAPXP promotes the benefits of portable imaging, keeping us abreast of the latest industry regulations and technology.

### New Employees Join BioTech X-ray

BioTech X-ray is pleased to welcome the following new employees to our company. As we expanded our coverage in 2010, we have added staff to handle the anticipated increase in

service requests. As always, our slogan remains "the patient first people" and these new employees look forward to maintaining that promise.



Anthony McNeely  
PRN R.T.  
Central IL



Chris Paulsen  
PRN R.T.  
QCA, IA/  
N. IL



Erica Schwartz  
Billing  
Specialist  
Part-Time



Ellen Schwartz  
Dispatcher  
Part-Time



Wendy Smith  
Accts Rec.  
Billing  
Corporate  
Office



Kacy VonNida  
PRN R.T.  
St. Louis  
Metro, S. IL



Nancy Woolverton  
Accts Rec.  
Collections  
Corporate  
Office

## WELCOME NEW CLIENTS

BioTech X-ray is proud to partner with our new clients to provide their radiology needs. We extend a big welcome to you!

### Metro St. Louis

- Alton Mental Health
- Calvin Johnson
- The Cedars at JCA
- Columbia Convalescent
- Eldercare of Alton
- Grand Manor
- Mary Queen
- Marymount
- NHC Town and Country
- Parc Provence
- Parkwood
- Rankin Jordan
- Ursuline
- Wildwood Nursing and Rehab
- Willowbrooke Nursing and Rehab
- Woodlands of Arnold

### Quad Cities/ Northern Illinois

- Clinton County Sheriff's Office
- Good Samaritan Nursing Home, Knoxville, IL
- Hawthorne Inn at Windmill Estates
- Heritage Manor - Chillicothe, IL
- Parker Nursing & Rehabilitation Center
- Promise House
- St. Mary Healthcare and Rehabilitation
- St. Mary's Living Square

### Central Illinois

- Amber Glen Alzheimer's Special Care Unit
- Barton Stone
- Bureau County Jail
- Sacred Heart Convent
- Vandalia Terrace

### Southern Illinois

- Helia Healthcare Benton
- Helia Richland Care & Rehab Olney
- Veteran's Home of Anna

## Account Representative Contact Information

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Missouri Medicaid now mandates precertification for Ultrasound, Dopplers, & Echos. Visit our website for more details - [www.biotechxray.com](http://www.biotechxray.com)



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*... the patient first people.*

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WE'RE ON THE WEB!  
[WWW.BIOTECHXRAY.COM](http://WWW.BIOTECHXRAY.COM)

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*The Patient First People – partnering with our clients to put patients' needs before our own.*

## Holiday Schedule for BTX

BioTech X-ray will be closed for routine service on the following major holidays:

2010

Sept. 6 *Labor Day*  
Nov. 25 *Thanksgiving Day*  
Dec. 24 *Christmas Day*

2011

Jan. 1 *New Year's Day*

*An on-call technologist will be staffed to handle true medical emergencies.*

***What would we do without BioTech X-ray? They are always there for us whenever we need them, whether in a routine manner or in an emergency. Quick, dependable and completely customer service oriented, we just couldn't be more pleased.***

*- Lynn McCoy, RN, LNHA,  
Amboy Healthcare & Rehab Center, Amboy, IL*

## 24/7 Coverage & Ultrasound Coverage in Illinois



BioTech X-ray is pleased to announce that as of January 1, 2010 we have been able to offer 24/7 x-ray coverage as well as weekday ultrasound coverage throughout our Illinois regions. Thank you to the facilities that have utilized these expanded services. We would like to invite facilities that have not tried these services to do so.

Please remember when ordering x-rays in the evening to specify whether the order is to be done that evening or the next day.

Visit our website at [www.biotechxray.com](http://www.biotechxray.com) or call 877-909-9729 to place your x-ray or ultrasound orders.

*As always, if you have any questions, please contact your account representative.*