

BioTech X-ray News

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BTX Invests in Hospital Quality DR Technology

Since November of 2008, BioTech X-ray has invested in technology that has brought portable x-ray another step closer to hospital quality. We have purchased two Canon DR (Digital Radiography) systems and placed them in service in the St. Louis metropolitan area. BioTech X-ray is the only portable company in MO, IL and IA to be offering this DR technology to skilled nursing facilities. Together with our on-line system,



BTXplorer, nursing staff and ordering physicians now have access to hospital quality images within minutes of the time the exam is performed.

The Canon DR plate is retrofitted to a Source Ray SR-130 portable x-ray machine, along with the laptop and software. The images are visible for the technologist to view in less than ten seconds at the bedside, even before moving the plate. If the images are satisfactory, the technologist can begin sending the images to the radiologist before leaving the facility, assuming a clear wireless signal.

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Pneumonia Season is Here

Tis' the season for influenza and pneumonia. BTX would like to remind the nursing staff and the doctors about "LAG TIME" or "LAG PHASE" on chest x-rays.

According to Stedman's Medical Dictionary, 15th revised edition, Lag Phase is described as "the interval between the application of a stimulus and the response. In bacterial cultivation, the initial period, lasting an hour or two, in which growth is slow or barely perceptible." Chest x-rays can fall into the same scheme with readings of negative findings on a patient whose symptoms have not caught up with their chest film. It

could only be a matter of hours where lung fields look clear on the initial film but something is certainly brewing and will show up later, perhaps within 6-24 hours. If your resident is displaying symptoms of pneumonia and your report comes back negative,

please call for a follow-up exam if symptoms persist or worsen.

It is helpful to have the patient fully hydrated prior to having a chest x-ray performed to give maximum benefits to the reading radiologist.

Ultrasound & Doppler Services

Expanded to Southern & Central Illinois

BioTech X-ray is licensed to perform ultrasound and Doppler services in MO and IL. We currently provide these services in the St. Louis metro, southern Illinois and northeast Illinois.

In December 2008, we purchased a new Sonosite MicroMaxx, which is the ultimate in portable ultrasound technology. We are looking to hire an

ultrasound technologist in Central Illinois so that we may expand the service to Springfield, Peoria, Decatur and surrounding areas early in 2009.

If your patient requires ultrasound or Doppler services, please call BioTech X-ray. Our team of ultrasound technologists will make every effort to provide the service to the patient at the bedside.



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Quality Assurance BTX's Component for Success

At BioTech X-ray, we take quality assurance very seriously. We know it is a key ingredient to delivering a top-notch service. On a monthly basis, we have a team of professionals review, critique, and report on exam studies.

Spearheaded by Kathy Klos, Technical Supervisor, a number of random cases are pooled for inspection. We monitor our radiologist and radiology technicians via a "Go to Meeting" conference, where our team can look at images and correlating reports. This gives us a chance to see if there are any discrepancies in the radiologist reports, screen film quality, positioning, and technique by our technicians, and record data to feedback for improvement.

As we review each case, we have a radiologist on the team who gives us a new reading. It is then compared to the official report, which the reviewing radiologist has no prior knowledge of. The team critiques all aspects of the exam, from identification labeling to proper views, technique, positioning, and coning. We concentrate on one or two technicians each month, filtered in by a mix of others.

Our goal is to reach 95-100% in six different categories. We are proud to say we have hit the 100% mark several times!

Richard Hunt – Acct. Representative St. Louis and Southern IL Region



Richard Hunt (Ric, Ricky) joined BioTech X-Ray in December 2005 after his graduation from the University of Missouri-Columbia. While completing his Bachelor of Science degree in Nutrition and Fitness, Ric participated in Mizzou's cheer program for four years and was elected captain of the cheer team his final two years.

When Ric came on board with BioTech X-ray, he trained as a Customer Service and Technical Assistant, learning all aspects of the company. This broad background gave Ric the ability to step into his current role as Account Representative, working with existing clients as well as new business development in the St. Louis metro and Southern IL.

Ric is a native of St Louis, and the son of BioTech X-ray's co-owner and CFO, Bill Hunt. He is currently enrolled at Lindenwood University working towards his Masters in Business Administration.

Check us out on the web at:
www.biotechxray.com

Account Representative Contact Information

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Welcome to BioTech X-rays' newest Clients

Quad Cities Clients

- Fondulac Rehab & HCC – East Peoria, IL
- Asta Care Center - Toluca, IL
- Grundy County Corrections - Morris, IL
- LaSalle County Jail - Ottawa, IL
- Manor Care Utica Ridge - Davenport, IA
- Manor Care Cedar Rapids - Cedar Rapids, IA
- Pleasantview Home - Kalona IA
- Bickford Cottage - Davenport, IA

Metro St. Louis Clients

- New Athens Home for the Aged – New Athens, IL
- Mary Queen & Mother – St. Louis, MO
- Villages of St. Peters – St. Peters, MO

Central Illinois Clients

- Eberhardt Village – Arthur, IL
- Evergreen Place – Litchfield, IL
- Arcola Healthcare – Arcola, IL
- Cotillion Ridge Nursing Home - Robinson, IL
- Cumberland Rehabilitation and HCC -Greenup, IL
- Douglas Rehabilitation Center - Mattoon, IL
- Evergreen Nursing & Rehab - Effingham, IL
- Heartland Christian Village – Neoga, IL
- Hilltop Convalescent Center - Charleston, IL
- Lutheran Care Center - Altamont, IL
- Mason Point - Sullivan, IL
- Ridgeview Care Center - Oblong, IL
- Tuscola Health Care Center – Tuscola, IL
- Timbercreek Rehab & HCC - Pekin, IL

Chris Nolan – The Newest Face at BioTech X-ray

Chris Nolan of Granite City, IL has joined our staff after working for several years in the portable x-ray industry in St. Louis. Chris is an experienced x-ray technologist; however, he also comes to us with experience in sales, client services, technical quality assurance and management. So, in addition to providing technical support, he will be working with Ric Hunt and our team of account representatives to assist with client service and sales support, primarily in St. Louis and southern IL.

Chris quickly became proficient in the use of our newest DR technology and our on-line health information network, BTXplorer, allowing him to support our St. Louis technical staff during the holiday season. Chris will be trained, along with veteran technologist, Matt



Foret, and Technical Supervisor, Jim Paproth, to be one of our Lead DR Technologists to handle routine maintenance and repairs to these systems.

Chris is a native of the St. Louis area, graduating from Granite City High School. He completed his training in radiography at St. John's Mercy in St. Louis, then went on to complete his bachelor's degree in business from SIU - Edwardsville.

Chris can be reached at chris.nolan@biotechxray.com or 314.227.2700, ext. 312.



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BTX Supports MO, IL and IA Health Care Associations

In September 2008, BioTech X-ray attended the Illinois Healthcare Care Association Annual Convention in Peoria, IL., the Iowa Association of Homes & Services for the Aging and the Iowa Health Care Association convention, and the Missouri Association of Homes for the Aging Annual Convention in Osage Beach, MO. Door

Prizes were awarded to Stonehill Care Center and Heritage Nursing and Rehabilitation. A special gift was given to all clients who stopped by our booths.

BioTech X-ray also attended the 94th Annual Cedar Rapids Ultimate Senior Celebration Expo and the Illinois Nursing Home Administrators' Association Annual

DR...Continued from Page 1

This is the same technology being used in surgery centers and small hospitals throughout the country.

For the past three years, BioTech X-ray has been and will continue using mobile, on-board Computed Radiography (CR) technology. This has been very successful, allowing our technologists to review the images before leaving the parking lot, and then transmit the images to the interpreting radiologist immediately there-after. We have six (6) vehicles between MO, IL and IA using CR Technology, which allows for significant efficiencies over the use of plain film.

The DR systems are more than double the cost of the CR technology; however, we believe that the DR is worth the investment for several reasons. First, the DR image processing is superior and provides the quality of images comparable to those taken using high-powered equipment in a fixed setting.

Secondly, there is never a concern with running out of

film or cassettes. The images from the single DR cassette are saved to the laptop, and then the cassette is immediately ready for the next image. The DR doesn't require special electrical enhancements and fixed installation in the vehicle, as does the CR. And, in a busy metropolitan area, the DR allows for even greater efficiencies, so the technologist can handle more exams during a shift.

We would love to set up a demo and presentation of this equipment for you and/or your staff. Please contact Ric Hunt at richard.hunt@biotechxray.com or 314.227.2700, ext. 346.



"Since implementing the website and on-line technical support I feel the quality of your service has improved to even a higher level. The on-line billing assignment is so easy!"

Melissa Jones - DON
Heritage Manor - Pana, IL



... the patient first people.



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WE'RE ON THE WEB!
WWW.BIOTECHXRAY.COM

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

New Phone Number & Phone System - Coming Tuesday, January 20th, 2009

BioTech X-ray will be changing to our own phone number and phone system that is independent from BioTech Lab, on or around January 20th, 2009. Please make a note of our **DIRECT NUMBERS – 314.227.2700 OR 877.909.9729. After January 20th, we ask that you begin using these numbers or you may place orders on-line at www.biotechxray.com.**

Our new phone system will allow us to better monitor incoming calls and minimize your time on hold. It will run off of a T-1 line, so this change will affect our computer networking, auto-faxing of reports and requisitions and more. Although our plan is for a smooth transition, we anticipate that there will be some un-anticipated hurdles. We ask for your patience as our staff learns this new system, knowing that the end result will be shorter hold-times for all.



Go to **www.biotechxray.com**
to order exams, check
exam status, view and
print results, view images, designate
billable party and view and print
invoices--24/7

To receive your user name and
password, contact Angel Penrod at
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