

Huestis Medical: Rebuilding Diagnostic Imaging Systems From The Ground Up

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This paper will discuss remanufactured diagnostic imaging systems as a reliable and cost-effective alternative to new equipment. Detailed and thorough remanufacturing processes are presented.

Remanufactured diagnostic imaging systems are rapidly becoming a popular alternative to new equipment purchases, as cost vs. quality issues continue to plague health care facility managers worldwide.

Huestis Medical of Bristol, R.I., is committed to developing, manufacturing and marketing reliable, cost-effective equipment to the radiotherapy and diagnostic imaging device markets. This mission is supported by our extensive engineering and market experience, as well as our ISO 9000 registered quality system for both our manufactured and remanufactured products, which ensures reliable long-term performance.

Our radiotherapy manufacturing team supports a wide array of products that have earned a reputation for dependability and rugged design. Our Huestis-Cascade NT™ radiotherapy simulator and Styro-former® and Compu-cutter® shielding cutter blocks are renowned for accurate, reliable and affordable performance. Our new X-ray collimator line is on its way to earning the same reputation.

Our remanufacturing team is regarded as the leading supplier of thoroughly remanufactured diagnostic imaging systems. Huestis ARI (American Radiographics), located in the Boston area, and our Chicago-based Huestis Pro-Tronics, offer select, affordable remanufactured systems.

Our remanufactured GE AMX portables, GE R/F rooms, GE CT scanners, OEC C-arms and Liebel Flarsheim urology suites undergo a thorough



electrical, mechanical and cosmetic upgrade process. Our systems are guaranteed to deliver performance and safety features that meet or exceed original manufacturers' specifications—at about half the price of new equipment.

By offering 40 percent to 60 percent cost savings over new equipment manufacturers, we enable facilities of all sizes to allocate more money to other equipment or technologies, such as picture archiving and communications systems (PACS) and teleradiology.

Our specialty remanufacturing stations and distribution facilities include full staging areas and comprehensive replacement parts departments. Our main remanufacturing facility, in Taunton, MA, has approximately 25,000 sq. ft. of space to house seven full staging bays, two machine shop rooms and dedicated welding and drill

press areas. Our Occupational Safety & Health Administration-compliant painting area includes a full prep room and dedicated paint booth.

Our facility in Gilberts, Ill. has approximately 9,500 sq. ft. of space, and contains 12 staging areas for portable X-ray systems, machine shop and welding areas, and a complete paint prep and paint room area. Several additional, expandable staging areas are available to accommodate increased production requirements.

Our thoroughly remanufactured systems offer more than a pretty paint job. Each unit is supplied with all necessary electrical, mechanical and cosmetic upgrades for crisp imaging and like-new operation. Painting begins only after a complete dismantling and inspection is completed.

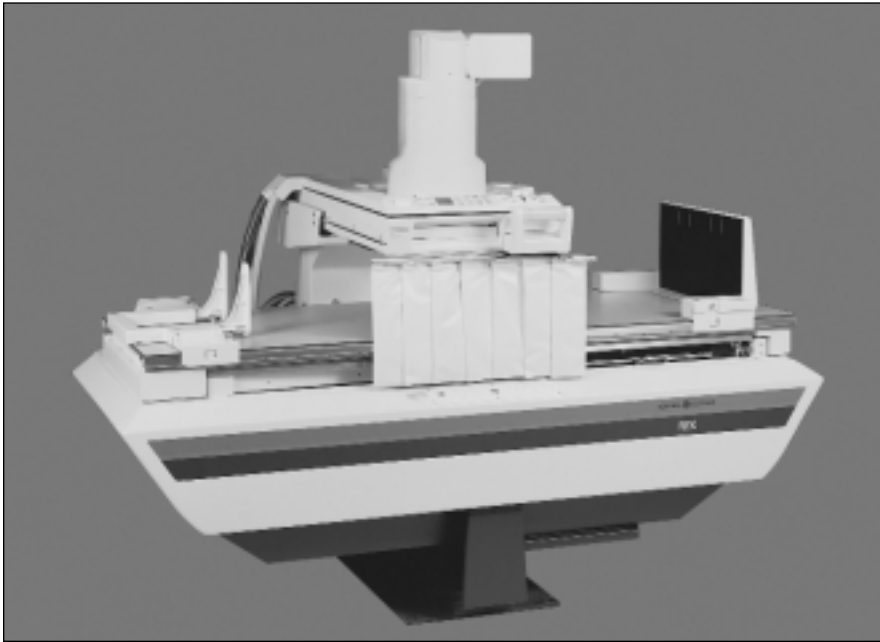


Figure 1.

We also prestage our systems prior to delivery. During this compatibility staging, components are assembled exactly as they would be at a customer's facility. To ensure accuracy, we design all systems from required blueprints of clinical applications. As a further "eyewitness" check, we invite our customers to inspect their equipment at our factory prior to shipping, ensuring satisfaction upon delivery.

We take great pride in the door-to-door control we offer customers. In particular, our shipping fleet delivers equipment anywhere in the United States, and our international department provides worldwide service. Controlling shipping dramatically reduces the amount of time required to put a system to productive use.

Once on-site within a hospital or imaging center, we assist with all initial installation procedures. Within six hours of arrival under normal delivery conditions, ceiling suspensions are in, tables are on their bases and cabinets are located in the room, ready for wiring. At that point, we're off to another facility to perform the same service all over again. ■



John O'Flaherty has served as Advertising/Communications Manager for Huestis Medical, Bristol, RI, USA since joining the company in 1997. He is responsible for the marketing and advertising of Huestis Medical products for the radiotherapy and diagnostic imaging markets. He holds a degree in marketing from the University of Rhode Island.

Remanufacturing Steps GE R/F Table System

Our remarkable remanufacturing process makes premium diagnostic imaging systems affordable for any size facility. Thoroughly remanufactured, each system is supplied with all necessary electrical, mechanical, and cosmetic upgrades for crisp imaging and like-new operation. And they're guaranteed to deliver performance and safety features that meet or exceed OEM specifications — at about half the price of new.

- The table is completely dismantled to its bare frame and undergoes a thorough steam cleaning of all non-sensitive components.
- The system is inspected for structural imperfections and fatigue followed by replacement of worn and unacceptable components.
- All counterweight cables are replaced and all safety mechanisms are tested.
- All motors and electrical switches are tested for operational integrity and replaced or rebuilt as necessary.
- All locks and detents are inspected and replaced and gears are replaced with upgrade metal versions.
- All bearings and track surfaces are inspected and replaced or repaired as required.
- The system undergoes our refinishing process consisting of Kondar primer surfacing then applications of color coat with current General Electric type finish.
- The system is now reassembled for pre-staging and calibration.
- During pre-staging any cabling subjected to flex breaking is replaced, trim hardware is replaced and Mylar covers and shields are replaced.
- The system is completely assembled in one of our pre-stage rooms for component compatibility, operational functions and calibrated to OEM specifications.