We can’t encourage you
to nail down the deck chairs any longer

Medi-Physics announces the
Professional Partnership Program
A new alternative in the
age of DRGs

When crisis strikes—whether it's an iceberg or prospective reimbursement—some people waste time on empty gestures... like nailing down deck chairs on the Titanic... or trying to negotiate with isotope suppliers for lower prices after DRGs.

For too long, the decision to purchase radiopharmaceuticals has been based primarily on price. And for too long, prices have been reduced to win and keep your orders. As your partner in nuclear medicine, Medi-Physics can offer you an alternative to "nailing down the deck chairs," and you have a right to expect that from a partner.

Increasing patients means increasing revenue
Here’s the blunt truth: Prices cannot be cut low enough to make a difference in the survival of a specialty threatened by prospective reimbursement. There's only one answer: More fully paid-outpatient studies to increase revenue. Consider this:

Think for a minute about the last price reduction you negotiated for Thallous Chloride Ti 201. Multiply that per-dose savings by the number of doses you ordered last month. Not very much money, is it?

Now, consider the dozens—maybe hundreds—of potential Thallium-study candidates being seen each month by local practitioners who’ve never referred any to your department... patients whose care would be enhanced by information you could provide. If you charge $500 per Thallium study, just 10 of those currently nonreferred patients per month would be worth $5000—$60,000 a year—in extra department income. Any isotope price reduction you’re likely to nego-
tiate can’t come close to equaling that kind of bottom-line impact.

So the more effective strategy for survival is clear—help in convincing local practitioners to send you just a fraction of the patients they’re not sending you now. And that’s precisely what Medi-Physics proposes to offer.

Now, from Medi-Physics:  
“The Professional Partnership Program”
Up until now, no one could blame you for buying isotopes on price, because the support you deserve to increase patient volume has been limited. But now, you have a choice:

Medi-Physics will support its customers with the most innovative referral-generation program in the history of nuclear medicine. That program, called the Medi-Physics “Professional Partnership Program” (PPP), could add tens—even hundreds—of thousands of dollars in outpatient income per year to each participating department.

To learn more about PPP, available exclusively from Medi-Physics, contact your local Medi-Physics representative, or call 1-800-MEDI-123.

Your partner in advancing nuclear medicine

Medi-Physics
a subsidiary of Hoffmann-La Roche Inc.
Medi-Physics, Inc.
140 East Ridgewood Avenue
Paramus, NJ 07653

Circle Reader Service No. 1
**RADIOISOTOPE RECORD**

Date: Jul 16, 1984  
Time: 8:11 A.M.  
Isotope: Tc-99m  
Sample: 1  
Activity: 790 mCi  
Volume: 29.0 ml  
Conc: 39.9 mCi/ml  
Mo/ct: 0.834 Ci/mCi

---

**RADIOISOTOPE RECORD**

Date: Jul 16, 1984  
Time: 8:12 A.M.  
Isotope: Tc-99m  
Sample: 1  
Dose: 5.00 mCi  
Isotope Decay Chart  
8:30 A.M.  
30.8 mCi/ml  
13 ml  
Mol/ct: 0.36 Ci/mCi  
9:00 A.M.  
36.3 mCi/ml  
14 ml  
Mol/ct: 0.33 Ci/mCi  
9:30 A.M.  
34.3 mCi/ml  
15 ml  
Mol/ct: 0.40 Ci/mCi

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Circle Reader Service No. 11
Chromatography of Technetium-99m Radiopharmaceuticals
—A Practical Guide
By Philip J. Robbins

To provide up-to-date information about the most accurate procedures for ensuring quality control of radiopharmaceuticals, The Society of Nuclear Medicine has published Chromatography of Technetium-99m Radiopharmaceuticals—A Practical Guide.

This important manual offers readers a collection of miniaturized chromatographic methods for the rapid and precise determination of the radiochemical purity of commonly used Tc-99m radiopharmaceuticals.

Topics covered include the nature and source of impurities, principles and classic techniques of chromatography, methods for counting miniature chromatographic strips, and pitfalls of miniature methods and how to avoid them. Also contained herein is a listing of each radiopharmaceutical with the USP criteria for radiochemical purity, typical scans of impure products, and standards and inter-laboratory comparisons for miniaturized systems.

Prepared to aid nuclear medicine personnel in implementing voluntary quality-assurance programs, the material may also be used as a training resource for individuals preparing for professional licensure and certification.

Ordering Information:
Add $2.50 postage and handling for each book ordered. Prepayment required in U.S. funds drawn on U.S. banks only. For payments made in U.S. dollars, but drawn on a foreign bank, add a bank processing fee of $4.50 for Canadian bank drafts or $40.00 for all other foreign bank drafts. Check or purchase order must accompany all orders. Make checks payable to: The Society of Nuclear Medicine. Prices are in U.S. dollars and are subject to change without notice.

The Society of Nuclear Medicine, Book Order Dept. 887J, 136 Madison Avenue, New York, NY 10016-6760, (212)889-0717

8½ × 11" softcover, 48 pages
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$10.00 non-members
Publication Date: January 1984
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Raytheon's VI 150 dual video signal formatter provides independent camera and computer imaging flexibility.

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1 Nuclear Communications ref. Vol. 7 No. 12, 1986
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58 year old male admitted with chest pain. Systemic streptokinase was started immediately. Images were obtained 24 hours after injection of Myoscint and 27 hours after beginning therapy. Images courtesy of Dept. of Nuclear Medicine, Spedali Civili, Brescia, Italy.

Patient admitted 24 hours after onset of chest pain. ECG suggested a "non Q wave" infarct. Images were obtained 24 hours after injection of Myoscint. Images courtesy of Dept. of Nuclear Medicine, Spedali Civili, Brescia, Italy.

56 year old male with chest pain. ECG revealed ST-T depressions in inferior leads. Planar imaging was performed 20 hours after injection of Myoscint. Images courtesy of Emory University School of Medicine, Atlanta, Georgia.

44 year old female with severe chest pain. ECG showed possible anterior MI. CPK 296 I.U. Ejection fraction 34%. Imaging performed 43 hours after IV administration of Myoscint. Endomyocardial biopsy positive for myocarditis. Image courtesy of Massachusetts General Hospital, Boston, Massachusetts.

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Myoscint is a product of Centocor Cardiovascular Imaging Partners, L.P.
SNM AUDIOVISUALS

The prices shown under each program below are for members only; please add $20.00 per program if not a member. Thus, a $65 program is non-member priced at $85.

All foreign orders must be prepaid in U.S. funds on U.S. banks only.

NEW PROGRAMS

The following programs were originally presented at the 1986 Annual Meeting

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<th>Program Title</th>
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<td>CEL 72 MARKETING NUCLEAR MEDICINE TO THE REFERRING PHYSICIAN (‘86)</td>
<td>Ralph G. Robinson, M.D.</td>
<td>45 slides/tape $65, VHS $85, Beta $85, $95</td>
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<td>CEL 73 RADIOIMMUNOASSAY: AN HISTORICAL AND CLINICAL PERSPECTIVE</td>
<td>Rosalyn S. Yallow, M.D.</td>
<td>40 slides/tape $65, No Videotape</td>
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<td>CEL 74 INSTRUMENTATION OF THE 80's AND BEYOND (‘86)</td>
<td>Cerd Muehlelehner, Ph.D.</td>
<td>44 slides/tape $65, VHS $85, Beta $85, $95</td>
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<td>CEL 75 THE IN VIVO INORGANIC CHEMISTRY OF TECHNETIUM CATIONS (‘86)</td>
<td>Edward A. Deutsch, Ph. D.</td>
<td>26 slides/tape $45, No Videotape</td>
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<td>CEL 76 METABOLISM OF MONOCLONAL ANTIBODIES IN LIVER AND TUMOR (‘86)</td>
<td>Howard Sands, Ph.D.</td>
<td>13 slides/tape $45, No Videotape</td>
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<td>CEL 77 ADVANCES IN THYROID, ADRENAL AND PARATHYROID GLAND IMAGING (‘86)</td>
<td>Martin P. Sandler, M.D.</td>
<td>108 slides/tape $65, No Videotape</td>
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<td>CEL 78 ARTIFACTS IN SPECT-1-201 AND GATED BLOOD POOL IMAGING (‘86)</td>
<td>E. Gordon DePuey, M.D.</td>
<td>37 slides/tape $65, VHS $85, Beta $85, $95</td>
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<td>CEL 79 STATE-OF-THE-ART GALLIUM IMAGING IN LYMPHOMA (‘86)</td>
<td>Sabah S. Tumeh, M.D.</td>
<td>64 slides/tape $65, No Videotape</td>
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<td>CEL 80 SINGLE PHOTON BRAIN IMAGING (‘86)</td>
<td>Richard Holmes, M.D.</td>
<td>34 slides/tape $65, VHS $85, Beta $85, $95</td>
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<td>CEL 81 QUALITY ASSURANCE: RADIOASSAY (‘86)</td>
<td>Martin L. Nusowitz, M.D.</td>
<td>59 slides/2 tapes $100, No Videotape</td>
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<td>CEL 82 NUCLEAR ACCIDENT MANAGEMENT (‘86)</td>
<td>Eugene L. Saenger, M.D.</td>
<td>94 slides/2 tapes $95, No Videotape</td>
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<td>CEL 83 RADIATION PROTECTION CONSIDERATIONS IN NUCLEAR MEDICINE THERAPY (‘86)</td>
<td>James E. Carey, M.S.</td>
<td>51 slides/tape $65, No Videotape</td>
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<td>CEL 84 FUNCTIONAL BRAIN IMAGING: NEW RADIOPHARMACEUTICALS (‘86)</td>
<td>R.D. Nevin, M.D., Peter Efl, M.D. and Neils Lassen, M.D.</td>
<td>204 slides/2 tapes $100, No Videotape</td>
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<td>CEL 85 COMPARISON OF DUAL PHOTON ABSORPTIOMETRY SYSTEMS (‘86)</td>
<td>William L. Dunn, M.D.</td>
<td>40 slides/tape $65, VHS $85, Beta $85, $95</td>
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<tr>
<td>CEL 86 IN VIVO APPLICATIONS OF MULTINUCLEAR NMR SPECTROSCOPY AND IMAGING (‘86)</td>
<td>Thomas G. Perkins, Ph.D.</td>
<td>81 slides/tape $65, VHS $85, Beta $85, $95</td>
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<td>CEL 87 TECHNETIUM-99m TRACER REPLACEMENTS FOR THALLIUM CARDIAC IMAGING (‘86)</td>
<td>B. Leonard Holman, M.D.</td>
<td>44 slides/tape $65, VHS $85, Beta $85, $95</td>
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<tr>
<td>CEL 88 NUCLEAR MEDICINE MILESTONES (‘86)</td>
<td>William G. Myers, M.D., Ph.D.</td>
<td>94 slides/2 tapes $95, No Videotape</td>
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<td>CEL 89 Te-99m RADIOPHARMACEUTICALS: THE NEXT GENERATION (‘86)</td>
<td>Maria P. Liteplo, Ph.D.</td>
<td>46 slides/tape $65, VHS $85, Beta $85, $95</td>
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<tr>
<td>CEL 90 MONOCLONAL ANTIBODIES: DIAGNOSTIC IMAGING AND THERAPEUTIC APPLICATIONS (‘86)</td>
<td>Brian Gallagher, Ph.D.</td>
<td>12 slides/tape $65, No Videotape</td>
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<tr>
<td>CEL 91 EXCERCISE RADIOMULAR ANGIOCARDIOGRAPHY FOR PROGNOSIS OF CORONARY ARTERY DISEASE (‘86)</td>
<td>Robert H. Jones, M.D.</td>
<td>22 slides/tape $45, VHS $65, Beta $65, $75</td>
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Published in June 1986, SPECT: A PRIMER, is already revised and in it's second printing due to it's wide reception from the nuclear medicine community. With this new book, nuclear medicine technologists can now expand their knowledge of the specialty to encompass the increasingly important modality of SPECT. The Primer answers the technologist's fundamental questions about SPECT, as both a text and as an extension of any manufacturer's operating manual.

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The Journal of Nuclear Medicine
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- IN VITRO RADIOASSAY
- RADIOPHARMACEUTICAL CHEMISTRY
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Authors seeking publication for the full text of their papers are strongly encouraged to submit their work to the *JNM* for immediate review.

The official abstract form may be obtained from the October, 1987 issue of the *JNM* or by calling or writing:

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Att: Abstracts
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Tel: (212)889-0717

*Deadline for receipt of abstracts is Tuesday, January 12, 1988*

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Call for Scientific Exhibits

"One Picture Is Worth a Thousand Words"

The 1988 Scientific Exhibits Subcommittee welcomes the display of scientific exhibits at the 35th Annual Meeting in San Francisco, June 14–17, 1988. A visual discipline like nuclear medicine is particularly suited for information exchange via an exhibit format which allows the viewer good time to study, criticize, and assimilate the material; exhibits can also supplement a presented paper and provide an alternative route for the author to get his message across. Exhibits will be displayed on posterboard, viewbox or booth.

Scientific awards, based on scientific merit, originality, appearance, and other criteria will be presented in several categories this year. Abstracts selected for presentation as scientific exhibits will be published in a supplement to the May issue of *The Journal of Nuclear Medicine*. The official abstract form may be obtained from the October 1987 *JNM* or by calling or writing:

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Application for Membership
(see reverse side for instructions)

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Instructions to Application for Membership

1. Please complete and sign the enclosed application form, either printing or typing the information. Make sure you have completed all information requested in order to avoid unnecessary delays in processing.

2. A membership category will be assigned to you in accordance with the Society's Bylaws based on the information supplied on your application form.

3. To be eligible for "In-Training" status, at least 90 days must be remaining in your formal training program. No application processing fee is required.

4. Upon acceptance by the Society, you will automatically become a member of the regional chapter that covers your area of residence. If no regional chapter exists for the area of your residence, you will be assigned "Membership-at-Large."

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6. Receipt of your application will be acknowledged. Allow 4–6 weeks for processing and for receipt of the appropriate journals. DO NOT prepay your dues. An invoice will be sent to you upon approval of your application.

Guide to Membership Dues—1986 and 1987

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<td>Doctoral degrees-in-training</td>
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<td>All other degrees</td>
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<td>With Tech Section membership</td>
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<td>Doctoral degrees</td>
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</table>

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- Council dues are an additional $5.00 per Council.
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Softcover format, 8½ x 11", 163 pp. Publication date: July 1984
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Eugene L. Saenger, M.D.
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Contributors: Manuel L. Brown, MD, Frederick L. Datz, MD, Leon S. Malmud, MD, Isaac C. Reese, PhD, Barry A. Siegel, MD, James A. Sorenson, PhD, Leroy A. Sugarman, MD, Andrew T. Taylor, Jr., MD, Heidi S. Weissmann, MD, Henry N. Wellman, MD

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**New Products**

**PC Networking Kits**
Proteon, Inc., has introduced three networking kits, each of which contains all of the hardware, software, and accessories necessary for users to set up and operate a ProNET personal computer (PC) network. The p6000 ProNET-4 Network Management Kit features a multitasking, menu-driven software package for IBM PCs and PC ATs called the Advanced Network Manager. The Proteon Intelligent Wire Center connects PCs and PC ATs to IEEE 802.5-based networks. Using the software and the wire center, an entire network can be managed from a single database, according to the company.

The ProNET-10 Starter Kit can connect four IBM PCs on Proteon's 10 megabit/sec token ring network, said the company, and includes four p300 ProNET-10PC interface cards, a four-node wire center, and Novell Advanced NetWare/86 for eight users. The ProNET-10 Turbo-286 Kit accommodates eight PCs on Proteon's 10 megabit/sec token ring network. It features an interface that supports clock rates above 8 MHz, and software for end users requiring a high performance networking solution, said the company. Proteon, Inc., Two Technology Dr., Westborough, MA 01581-5008.

**Terminal Interface Unit**
Proteon, Inc., will now market terminal servers designed for ProNET-4/IEEE 802.5, ProNET-10 token ring local area networks, Ethernet Version 2, and IEEE 802.3 networks, which are manufactured by Encore Computer Corp. Called a terminal interface unit (TIU), a terminal server integrates synchronous and asynchronous terminals, printers, and modems. Proteon TIUs are available with either 16 or 32 ports. Proteon, Inc., Two Technology Dr., Westborough, MA 01581-5008.

**Multidetector Gamma Counter**
The Packard Instrument Company has introduced the Crystal-Plus gamma counter, available with 6, 12, or 24 detectors, and capable of 1000 one-minute counts per hour with dual-label counting and quality control routines, according to the company. The disposable sample trays accommodate single, double, triple, and quadruple assays. The CRT remains responsive to commands when the system is counting, processing data, and printing results, according to Packard. Two simultaneous counting windows are preset for 131I and 57Co, and the user can program three additional settings. The Crystal-Plus handles all types of RIA calculations, including single- or dual-label RIA/IRMA, T3 uptake, RAST, and FTA, said the company. Up to 50 assay parameters can be stored in memory. The counter also connects to the IBM PS/2 line of computers, using commercial IBM-compatible software or custom application programs. Packard Instrument Company, 2200 Warrenville Rd., Downers Grove, IL 60515.

**Square Detector for Cerebral and Cardiac Imaging**
Picker International has introduced a new square detector that allows imaging near the surface of the patient's head without shoulder and arm obstruction. This improved anatomical access allows for full-field cerebral and cardiac imaging, said the company. The detector measures 20 inches diagonally and is equipped with 60 photomultiplier tubes with 1/8 inch (94 mm) thick crystal. Configured with high permeability alloys, it provides attenuation of externally interfering magnetic fields, and is shielded to image isotopes with energies to 511 keV. Picker International, 313 W. Beltline Hwy., Madison, WI 53713.

**Patient Database Software for Bone Densitometers**
Lunar Radiation Corp. has introduced patient database software as a standard feature of its IBM-based DP3 and SP2 bone densitometers. The database is dBASE III compatible, and allows chronological recall of scan results. In addition, it stores a patient's medical history, fracture history, referring physician, treatment programs and changes, and insurance coverage. Additional patient information can be entered. Lunar Radiation Corp., 313 W. Beltline Hwy., Madison, WI 53713.
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Pregnancy Category C: Adequate reproduction studies have not been performed in animals to determine whether the drug affects fertility in males or females, has teratogenic potential, or has other adverse effects on the fetus. Thallous Chloride TI 201 should not be used in pregnant women except when benefits clearly outweigh the potential risks.

Ideally, examinations using radiopharmaceutical drug products, especially those elective in nature, in women of childbearing capability should be performed during the first few (approximately 10) days following the onset of menses.

Nursing Mothers: It is not known whether this drug is excreted in human milk. Because many drugs are excreted in human milk, a general rule nursing should not be undertaken when a patient is administered radioactive material.

Pediatric Use: Safety and effectiveness in children below age 18 have not been established.

ADVERSE REACTIONS: A single adverse reaction to Thallous Chloride TI 201 product has been reported consisting of hypertension accompanied by pruritis and rash which responded to antihistamines and steroids within one hour.

HOW SUPPLIED: Thallous Chloride TI 201 for intravenous administration is supplied as a sterile, nonpyrogenic solution containing at calibration time 37 MBq (1 mCi) of Thallium 201, 9 mg/mL sodium chloride and 9 mg/mL of benzyl alcohol. The pH is adjusted to between 4.5-6.5 with hydrochloric acid and/or sodium hydroxide. This product is supplied in a 244 MBq (6.6 mCi) size. Each package contains one vial.

The contents of the vial are radioactive. Adequate shielding and handling precautions must be maintained.

STORAGE: Store Thallous Chloride TI 201 at 18-25°C.