MOMAR X-FLOW

X-RAY DRAIN TREATMENT

Specially designed to solve problems in all X-Ray, MRI, CT scan and Cath Labs.

THE PROBLEM: "BLACK SLIME" THAT BUILDS UP IN X-RAY DRAINS

Everyone calls it the same thing . . . "black slime". It's the byproduct of X-ray processor fixer and developer that builds up in radiology drains. **As it continues to build up, the "black slime" slows and eventually blocks the drain completely . . . causing the drain to back up and overflow.**

You never know it's coming . . . until it happens. Waste chemicals and drain debris flow across the radiology department floor staining everything in their path. Because the fluid must be considered hazardous, the sterile environment of the radiology department is immediately compromised. **The "rotten egg" odour of waste, chemicals, slime and sludge fills the department . . . and everything stops. Doctors. Nurses. Radiologists.**

The processor stops. And the profit stops. It's "downtime-time".

As aggravating and inconvenient as it is to deal with the backup and resulting cleanup . . . it's the DOWNTIME that presents the problem of greatest magnitude for hospitals, because of the LOSS OF INCOME. So, each hour of downtime is a major COST to the hospital. Add to that an hour of radiology technician time, an hour of the nurse's time, and an hour of the doctor's time.

The average x-ray processor will back up four times a year.

That's 4 times the lost income, plus the "lost" personnel time plus the cost of an outside service or hospital maintenance people who must "snake" the drain open.

Result?

"Black Slime" gives hospital profits a black eye!

THE SOLUTION: MOMAR'S X-FLOW SYSTEM

Through an automated, injection pumping unit, **X-FLOW** enters your drain during the hours your processor is in "low use" operation.

X-FLOW is a "state-of-the-art" bioremediation solution designed specifically to digest the "black slime" that clogs the drains in your radiology labs. **X-FLOW** is a natural, biodegradable, pathogen-free "live" bacteria that has been specifically formulated to withstand the harsh chemical environment of X-ray developing solutions and digest the "slime" that causes the problem.

The X-FLOW system is a perfect example of what the medical world believes in most . . . "Prevention". Your MOMAR representative quickly installs our pump unit which immediately "doses" the proper daily amount of **X-FLOW** into your processor's drain, even while the processor is running.

Build-up . . . and the resulting backups . . . are prevented.

That "rotten egg" odour and hazardous waste drain overflow are prevented.

Downtime is prevented. Lost revenue is prevented. Inconvenienced technicians, nurses, doctors . . . prevented. Delays in surgery or other medical procedures . . . prevented.

And, just like the drains, the profits will flow. All the way to the bottom line.

HOW X-FLOW BENEFITS YOU

- All natural and completely biodegradable.
- Harmless to pipes.
- Comprised of aerobic and anaerobic bacterial strains that reproduces with or without oxygen.
- Free of caustics, acids and solvents.
- Non-toxic, non-pathogenic.
- Completely odourless.
- Wastewater "friendly" — reduces or eliminates costly surcharges.

If you need additional information regarding our X-FLOW X-Ray Drain Maintenance System, please contact us. We'll be happy to "work" on your drains . . . so you don't have to!

MANUFACTURED BY MOMAR:
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VISIT US ON THE INTERNET AT:
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Sales Support

Sharing Knowledge, Tools, and Information

August 2004

Health

Mammogram wait times can exceed three months

Report cites heavy demand, malpractice risk

By Rita Rubin
USA TODAY

If you want to mark your 40th birthday by getting your first mammogram, you might want to think about scheduling it before you hire the band and caterer for your celebratory bash.

In major urban areas, the average wait for a first-time screening mammogram is about six weeks or more, according to a new report from the Institute of Medicine and the National Research Council in Florida and California, the wait can be as long as three to five months.

The groups are part of the National Academies, created to advise the federal government on science, medicine and technology.

If you have no sign of breast problems, even a several-month wait is unlikely to harm your health. And if you have found a lump, you'll be able to get in much more quickly for a diagnostic mammogram.

Unless steps are taken to expand mammogram availability, though, observers warn that women may soon encounter unacceptable waits for the best — albeit imperfect — breast cancer screening tool.

The reasons for the increasing waits are complex, as are the potential solutions.

More women than ever are following guidelines that recommend annual mammograms starting at age 40, and the supply hasn't kept up with the growing demand.

The number of mammography facilities has been declining, from 9,400 in 2000 to 8,900 in 2003, the National Academies says.

However, the number of mammography machines in the USA has actually risen, says James Borgstede, a Colorado Springs radiologist who chairs the American College of Radiology's board of chancellors.

The number of machines might have increased, but fewer and fewer doctors want to read mammograms, National Academies report co-author Etta Pisano, director of breast imaging at the University of North Carolina Hospitals, says she and her colleagues in the field face a "triple whammy": high malpractice risk, low reimbursement and high regulation.

Breast cancer leads to more medical malpractice claims than any other condition, usually because of delayed diagnosis, says the National Academies report, citing the Physicians Insurers Association of America.

Meanwhile, Medicare, the largest payer for mammograms, pays slightly more than $82 for one — $5 less than a free-standing clinic's costs and $23 less than a hospital's, says Janet Joy of the National Academies, who directed the research behind the report.

"You could read a head MRI and get paid 10 times more" for not much more time, Pisano says.

On top of that, mammography is one of the most highly regulated screening tests. The Mammography Quality Standards Act requires that the Food and Drug Administration inspect facilities annually.

The National Academies' report suggests that the United States follow the lead of the United Kingdom and use radiologic technologists who are not doctors to help lighten radiologists' load. These technologists could pre-screen mammograms for abnormalities or serve as a second set of eyes along with a radiologist, in reading mammograms.

But Borgstede says a radiologist would still have to look at every mammogram, so he questions how using technologists would improve access. Instead, says Betsy Stride, who reads about 4,000 mammograms a year, the government should enact tort reform, which would remove one of the major deterrents to reading mammograms.

Though technologists might expand access, they could impair detection, Joy says. "We're not advocating less. We're advocating more," she says, pointing out that most centers can't afford a second set of eyes to read mammograms.

Early detection: Experts say women could face unacceptable waits.

What does Rick Wong Think About The Future X-Flow Market?

We found the article shown at left in the June 14th edition of USA Today (you can download a readable version of this article from the Document Archives section of the Momar Forum.) The article mainly focuses on the waiting time for mammogram readings, but it also mentions the increasing number of mammogram machines in the United States. We called Rick Wong (Momar's Maintain-A-Drain Expert) to get his take on the mammogram drain maintenance market. Here is the Question & Answer with Rick Wong.

SS (Sales Support): *Rick, tell us about the current trend of digital x-ray processors?*

RW (Rick Wong): As the x-ray market slowly shifts from wet processors to digital processors, mammography is one of the areas where the technicians still prefer the conventional wet processor technology over the new digital technology. Other areas that prefer the wet processor are orthopedic facilities, surgical facilities, and dentist offices.

SS: *We've heard that a lot of hospitals are starting to outsource their x-ray services to nearby diagnostic centers. Why is that?*

RW: In the old days, all of the x-rays were done and interpreted in-house. With the new digital technology, x-rays can be transmitted across the street or across the world in just minutes so a lot of hospitals have patients go to diagnostic centers to have their x-rays done. The doctors in the hospital can then review digital images of those x-rays if necessary.

SS: *What, if anything, keeps facilities from switching entirely to digital?*

RW: Digital units cost $1.5 to $2 million dollars each, and many facilities simply can't afford them. Also, digital units suffer from longer downtimes than wet processors. Wet processors can be repaired in a matter of minutes by simply replacing a circuit board. Digital processors require days for repair because certified specialists have to come in to fix the equipment.

SS: *Most of the radiologists and x-ray technicians that we've talked to say that they expect the digital technology to eventually take over wet processors over the next 3 or 4 years.*

RW: That is true; however, there are many areas where wet processors will be around much, much longer. Some of those areas are mammography clinics, dentist offices, veterinary offices, hospital surgical x-ray rooms, and some smaller diagnostic centers.

SS: *Does X-Flow work to keep drains open for all types of x-ray processors including those in mammography, dentist offices, veterinary offices, hospital surgical x-ray rooms, and some smaller diagnostic centers?*

RW: Yes, all wet processors use the same basic chemicals — a fixer and a developer. As those chemicals combine and make their way down a drain line, they promote the build-up of a glycerin type material referred to as "black slime." X-Flow is great at digesting the "black slime" and preventing drain problems in all of the areas you mentioned.

Following this interview with Rick Wong is a copy of the X-Flow Technical Data Sheet that explains how X-Flow works. More information about X-Flow can be found on the Momar Forum in the Document Archives section under "X-Ray Drain Maintenance Product Line." There you will find customer testimonials, information about the M.A.D. (Maintain-A-Drain) pump, and X-Flow success stories from other members of the sales group.

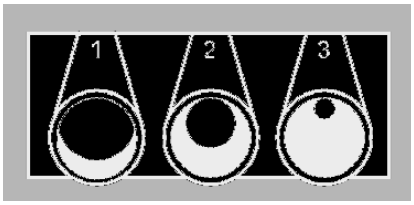
X-Flow Proven Effective in Reducing "Black Slime" Build-Up in Drain Lines

The Causes of Black Slime

Glycerol Buildup is a direct cause of drain blockage in x-ray areas. When drains accumulate amounts of glycerol, the effect can be a drastic reduction in flow capacity. As flow capacity is decreased, the potential for drain clogs and backups is increased.

Gelatin Buildup is also a common problem found in x-ray drain lines. Gelatin is used in manufacturing, x-ray, and photographic film development. Waste gelatin can cause difficult problems — especially when it results in plugged drainage systems and high strength (BOD) wastewater discharges. Gelatin is applied and then washed off during the development process sending it into the drains where it becomes a food source for algae. The algae grow, clog the drains, and restrict water flow ultimately causing backups and other maintenance problems.

Commercial photo labels also produce waste gelatin during the development process. Excess gelatin washed from the film collects in the drainage systems resulting in flow restrictions.



Waste gelatin has a sponge-like capacity to absorb up to ten times its own weight. The gelatin accumulates on the bottom of the drain line (1 and 2), eventually clogging (3) and resulting in a backup. This gelatin state becomes a source for algae and the combination of the algae, the gelatin, and the glycerol is commonly known as "black slime". Once black slime sets up in a drain system, it becomes a hardened material and will begin to crust over. This crust becomes like a rock and even strong acids will not affect this material. Once a drain becomes clogged with hardened black slime, the only solution is to cut out the piping and replace it with new piping.

The Solution

In the past, clearing gelatin meant pouring harmful chemicals or solvents into the drainage system. The use of **muriatic acid, bromine, chlorine, or copper sulfate** is dangerous for employees and damaging to drain lines. These temporary solutions often result in expensive plumbing repairs.

The X-Flow System uses live, naturally occurring bacterial which are non-toxic, non-caustic, non-corrosive, non-pathogenic (Salmonella-free — do not cause disease), and totally safe for humans. A pump injects the X-Flow bacteria into the drain lines up to four times per day. The introduction of the bacteria breaks down the gelatin structure. Next, the bacteria actually consume the remaining compound, converting it into harmful carbon dioxide and water. This is the natural solution to operational difficulties!

The Service

- Facility visit by our Technical Sales representative
- Injection system inspection
- Replenish facultative bacteria
- Consultation with Facility Manager and Staff
- Troubleshooting
- Written service reports
- Inventory consolidation and reporting
- Servicing of pumps and change out of product

The Benefits

- Reduction or elimination of related drain clogs
- Non-hazardous, Non-caustic, Non-corrosive, Non-Toxic
- Totally natural
- Reduction or elimination of processing or manufacturing downtime.
- No chemicals
- Environmentally sound
- Automatic and maintenance free

X-Flow (Microbial Product): By infusing microbes into x-ray drain lines on a consistent basis, these living organisms will actually line the inside walls of the drain lines. The microbes will form living colonies in the lines and consume the years of glycerol accumulation, converting it into harmless carbon dioxide and water.

X-Flow's Treatments Will: ● Significantly reduce pre-existing glycerol buildup; ● Significantly reduce the potential for continued glycerol buildup; ● Significantly reduce the potential for x-ray drain line clogs and backups; ● Significantly increase x-ray drain line flow and capacity.