

On The Horizon

Canadian DI supplier attains ISO designation

MISSISSAUGA, Ont. – Horizon Medical Services Ltd., a leading provider of radiographic systems to the medical industry, announced that it recently achieved certification to the ISO 13485:2003 standard.

This designation means the organization has a top-level, quality management system. Canadian-owned and operated, Horizon Medical Services specializes in developing comprehensive diagnostic solutions for hospital and clinic environments throughout North America.

It offers advanced technology for a diverse range of modalities including digital x-ray, nuclear medicine, ultrasound, CT, and MRI applications. In keeping pace with an ever-changing medical field, they offer the advantage of customized, integrated solutions composed of premium equipment and software from multiple vendors.

The company conducts research and development, and has in-house engineering and technical expertise. Their state-of-the-art digital radiographic technology, like the Canon DR System, is available in multiple and single plate configurations. Horizon sources products from some of the most prominent names in medical imaging, including:

- Quantum Medical Imaging
- Sedecal Medical Systems
- Canon Medical
- Esaote
- Minrad
- Konica Minolta
- iCRco
- Hitachi
- Ziehm
- IBA

In addition, Horizon represents GE Medical in



“Horizon Medical has always had a passion for exceeding our customers’ expectations and we felt that this certification was important to our company as we continue to expand our products and services as the first Independent Service Organization in Canada to attain this prestigious certification.”

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What’s On the Horizon:

- Horizon receives ISO Certification
- Horizon Inks Hitachi Distribution Agreement

“ First the doctor told me the good news: I was going to have a disease named after me.”

~Steve Martin~

Hitachi Canada and Horizon Medical Ink Distribution Agreement

Doug Ragan, General Manager of

Medical Solutions for Hitachi Canada Limited, and Larry Riley, President and CEO of Horizon Medical Services Limited, recently completed the signing of a multi-year agreement for Horizon to sell and service Hitachi's full line of MRI Scanners in Canada. Hitachi markets a number of Open MRI systems including the Airis Elite, Airis II, Altaire and the new 1.2T Oasis (the first true, high-field open MRI in the marketplace). As well, Hitachi has a 1.5T traditional "closed-bore" system – the Echelon.

According to Larry Riley, "The addition of the Hitachi MRI Line to Horizon's product portfolio makes us a significant alternative supplier of MRI's to the Canadian marketplace." With their existing agreement with Esaote MRI of Italy, Horizon can now offer everything from dedicated extremity magnets (Esaote's C-Scan), a tilting magnet (Esaote G-

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~Doug Ragan, General Manager Hitachi Canada~

Scan), to a High Field Open (Hitachi's Oasis), and the Hitachi Echelon for a conventional High Field "closed-bore" system (Hitachi's Echelon). Horizon will immediately take over the service on existing Hitachi MRI's in Can-

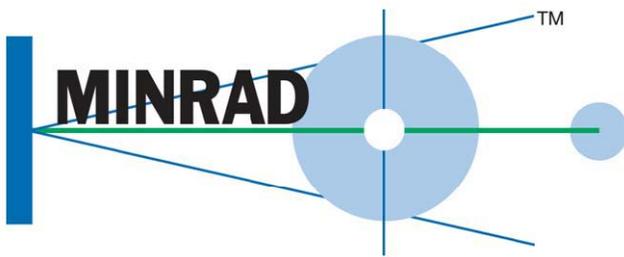
ada and is now gearing up their marketing activities for the Hitachi MRI Product Line.

Doug Anderson, Horizon's Vice President – Sales & Marketing, is particularly pleased to have this new agreement in place. "Up until now, Canadian MRI customers have been limited to only looking at the big, multi-modality manufacturers such as Siemens, Philips and GE for their MRI needs. Now, we can give them more options which is always a benefit to customers.", suggests Anderson.

Doug Ragan of Hitachi Canada was also very positive of this new agreement and looks forward to working closely with Horizon personnel to bring the Hitachi MRI Product Line to Canada. "When we made the decision to look for a Canadian Distributor, the search was quite simple – we wanted an MRI_experienced vendor who is represented from coast-to-coast and who already has a strong customer base and a reputation for providing high-quality, unique products to the Canadian Healthcare community. Horizon met all that criteria as well as being ISO 13485:2003 certified. Done deal!", said Ragan.

Hitachi Canada Ltd., headquartered in Mississauga, Ontario, delivers the highest quality and most technologically advanced products and solutions to customers. These are marketed and serviced through four distinct divisions which are: Medical Solutions Division, Power & Industrial Division, Digital Media Division, as well as Optical & Security Products Division.

On The Horizon: *Horizon Signs Exclusive Canadian Distributor Agreement*



MISSISSAUGA, Ont. – Horizon Medical is pleased to announce having recently signed an Exclusive Canadian Distributor Agreement with Minrad Inc. of Orchard Park, NY. Horizon will Represent Minrad in the Acute Care Device market with the SabreSource Targeting System with Light Sabre Instruments.

Minrad International, Inc. (MII) was founded in 1994 and is based in Orchard Park, New York. MII, together with its sub-

siidiaries, operates as an interventional pain management company that focuses on anesthesia and analgesia, real-time image guidance, and conscious sedation areas. The company manufactures and markets generic inhalation anesthetics, including isoflurane, enflurane, sevoflurane, and desflurane for use in connection with human and veterinary surgical procedures.

The company also offers SabreSource. SabreSource is a real-time image laser guidance alignment system with positioning cross-hairs for Mobile C-Arms. Once the target is identified with the cross-hairs a green laser dot illuminates on the patient. From there, the special LightSabre needle is positioned until it lights up green to let the physician know he/she is correctly positioned for the procedure. The LightSabre needles are one-use disposables, which facilitate minimally invasive surgery primarily for pain management, as well as have applications in orthopedics, neurosurgery, and interventional radiology. In addition, Minrad International develops a drug/drug delivery system for conscious sedation used in dental surgery that provides a patient with pain relief without loss of consciousness; and various tools for tumor ablation, trauma procedures, and orthopedics.

Please contact Horizon Medical Services to set up a demonstration with your Account Manager.

For information please visit www.minrad.com or www.horizonmedical.com



SabreSource™ enables precise visualization of the surface point of entry and the exact angle of approach to an internal treatment or biopsy site

- Accuracy of +/- 1 mm from a distance of 1 meter
- Enables surgeons to target multiple sites in a four-inch diameter cone
- Reduces 50% - 85% of variable radiation depending on the type of procedure
- Applications in orthopedics, neurosurgery and pain management

Horizon Medical Achieves ISO Designation

(Continued from Cover Story)

a national service partnership for the GE Lunar Bone Densitometry system.

In the Mississauga facility, all systems are uncrated, staged, and comprehensively tested for software compatibility, communication capacity and total operational functionality.

The company management believes that attention to detail is a key component of professionalism and integrity. “That translates into a dependable and seamlessly installed system for our customers”, said Larry Riley, President and CEO.

Jean-Guy Cayouette, Chief Operations Officer, added that “Horizon Medical has always had a passion for exceeding our customers’ expectations and we felt that this certification was important to our company as we continue to expand our products and services as the first Independent Service Organization in Canada to attain this prestigious certification.”

~From Canadian Health Technology~



A portable Canon DR Plate with a Large (14" x 17") Imaging Area



An ISO 13485:2003 Registered Company

Customer Relations Manager and Clinical Applications Specialist

As a result of our continued growth in the Canadian Medical Imaging Market, Horizon Medical Services Limited has immediate openings for a **Customer Relations Manager** and a **Full-time, Bi-lingual (English/French) Clinical Applications Specialist** to serve new and existing customers across Canada.

Applicants for the Customer Relations Manager position will have experience in Healthcare Management in the Private or Public Sector. The position calls for extensive travel and continuous Customer Contact to manage our Customer Relations and insure that we are meeting and exceeding their expectations.

For the Clinical Applications Specialist role, you will ideally be located in the Toronto or Montreal area and you must be a CAMRT Registered RT(R) Technologist. Previous Applications and Digital Radiography experience would be considered strong assets. Experience in MRI would also be an important skill. This position will require extensive travel both nationally and, at times, internationally.

Applicants may apply for one or both positions if they feel their qualifications will meet our expectations.

Please respond with your Curriculum Vitae and a Cover Letter outlining expected Salary to:

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**Don't forget to check out
Horizon Medical's
New Website:
www.horizonmedical.com**



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Integrating Diagnostic Imaging Solutions

