



AMS Appoints new German Distributor

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PACS provider American Medical Sales, Inc. has signed Ferrex, GmbH to distribute its full line of PACS products. Included in this offering will be a unique PACS product for small practices that also incorporates the new Alara CrystalView CR system.

“We are very pleased to be able to work with Ferrex and its President, Paul-Stephen Schutte,” noted Daniel J. Giesberg, President of American Medical Sales. “Once again our business model of regional distributor support backed by our strong technical development group has been validated by a well-respected client.”

“We needed to partner with a PACS supplier and we found an ideal match with AMS and its Catella[®] PACS products,” commented Mr. Schutte. “The central European market is in need of good PACS and CR systems targeted specifically for the clinic and private practice market. We believe that AMS and Alara have the right products and technical support to address our clients’ needs.”

“In Ferrex, we have found a knowledgeable firm with a strong commitment to customer support. Our mutual customers can be assured that their individual PACS needs will be addressed with proper system design and support through installation, training and beyond,” explained Giesberg.

Ferrex will represent AMS’s line of PACS-in-a-BOX and MIDAS PACS Server products. Designed for the smaller and mid-sized clinics and private practices, respectively, these products combine all of the features of viewing, storage, image back-up and distribution required by facilities engaged in medical imaging. They are designed to be installed and serviced by regional distributors and administrated by customers that do not have a high level of IT expertise.

About Ferrex, GmbH: Ferrex is a leading provider of medical imaging equipment in Germany. Ferrex represents some of the finest equipment manufacturers in the world in furtherance of its goal of providing “best of class” solutions to its growing list of customers. It is currently the GE distributor for imaging supplies and accessories.

About AMS and Catella[®]: American Medical Sales, Inc. celebrated its 50th anniversary in 2004. Originally a leader in film-based display systems, AMS introduced its Catella line of PACS solutions in 1998. Components offered include diagnostic, review, and web-based workstations, archives up to 95TB including automatic back-up protection, Walk-Away[™] digitizer stations, CD recorders and specialty router and gateway systems. AMS works with local distributors to provide solutions to a wide range of users. AMS currently has hundreds of installations throughout the world for its PACS-in-a-BOX, MIDAS and Catella lines of PACS solutions.

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