

The Business: Varian Medical System's **X-ray Products** business is the world's premier independent supplier of X-ray tubes and flat-panel digital detectors for filmless X-ray imaging. Its products are used in X-ray imaging equipment for medical diagnostics, dental imaging, veterinary care, industrial inspection, and security.

X-Ray Products serves original equipment manufacturers in the diagnostic imaging industry, asset management organizations, and third party service providers.

Varian is the largest independent flat panel detector supplier and among the first component manufacturers to bring a detector capable of producing real-time fluoroscopic images to market.

The X-ray Products business is a division of Varian Medical System's, a Fortune 1000 company headquartered in Palo Alto, Calif.

Products: The business provides the industry's broadest selection of stock X-ray tubes, and provides custom designed products for advanced CT scanning, radiographic and fluoroscopic imaging, mammography, angiography and cardiology, and scientific diagnostic applications.

The company also produces **PaxScan™**, a line of ultra-fast flat-panel digital X-ray image detectors for medical diagnostic systems. Varian's flat panels can capture up to 60 images per second and eliminate the need for X-ray film, allowing considerable cost savings over conventional film processing, storage and retrieval.

Sites: Salt Lake City, Utah (headquarters); Charleston, South Carolina; Mountain View, California; Willich, Germany; Beijing, China; Tokyo, Japan.

Employees: Approximately 625

Management: Robert H. Kluge – President, X-Ray Products
Robert Hibdon – Vice President, Varian Interay
Mark Jonaitis – Vice President, Operations
Steve Kimmel – Vice President, Sales & Marketing
Dennis Runnoe – Vice President, Research & Development

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