

Merry X-ray boosts refurb footprint with Premier Imaging acquisition



Merry X-Ray acquires Premier Imaging

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by [John R. Fischer](#), Staff Reporter

Through the acquisition of Premier Imaging Inc., Merry X-Ray is adding imaging equipment refurbishing capabilities to its portfolio of services and offerings.

The agreement, completed Wednesday, merges Premier Imaging under Consensus Imaging, a division of Merry X-Ray [acquired](#) in October, enabling the California-based giant to recondition used equipment and grow its presence in South Texas.

“Traditionally, Merry X-Ray customers would buy new equipment,” Jim Spearman, president of Consensus Imaging and chief marketing officer for Merry X-Ray, told HCB News. “This expands our ability to provide a used offering as well as a refurbished offering for customer-owned equipment. If someone’s got equipment and is looking to refresh and relocate from a hospital to an outpatient imaging facility, this allows us to provide the offering in a turnkey solution. We can relocate the equipment, refurbish it in between, and reinstall it in the new location.”

The addition of Premier Imaging enables Merry X-Ray to extend the lifetime of diagnostic equipment such as CT scanners, as well as fixed and portable X-ray solutions.

In exchange, partners of Premier Imaging, which include hospitals, clinics, outpatient imaging centers, outpatient emergency rooms and private practice physicians throughout Texas, will have access to Merry X-Ray’s entire portfolio of offerings. That includes the infrastructure that Consensus brings as an FDA-compliant entity, the entire Merry X-Ray portfolio of distributed equipment and various high-level service offerings.

“This will take time,” said Spearman. “We’ll need to make sure we do not upset any of the existing relationships, infrastructure and best practices that Premier already has.”

Under the agreement, Merry X-Ray will retain all employees of Premier Imaging and add on renovations and new capabilities to the South Texas base of operations.

“Adding Premier’s capabilities to our recent acquisitions further broadens Merry X-Ray’s offerings to the diagnostic imaging market, and takes another strategic step forward on our mission of being the largest medical imaging sales and service network in the United States,” said Ted Sloan, president of Merry X-Ray in a statement. “With 2018 being our 60th anniversary, we are accelerating our investment in the future of Merry X-Ray by actively looking to make additional acquisitions to further expand our portfolio of offerings to the

market.”

Integration of Premier Imaging is currently underway.

Financial details of the agreement were not disclosed.