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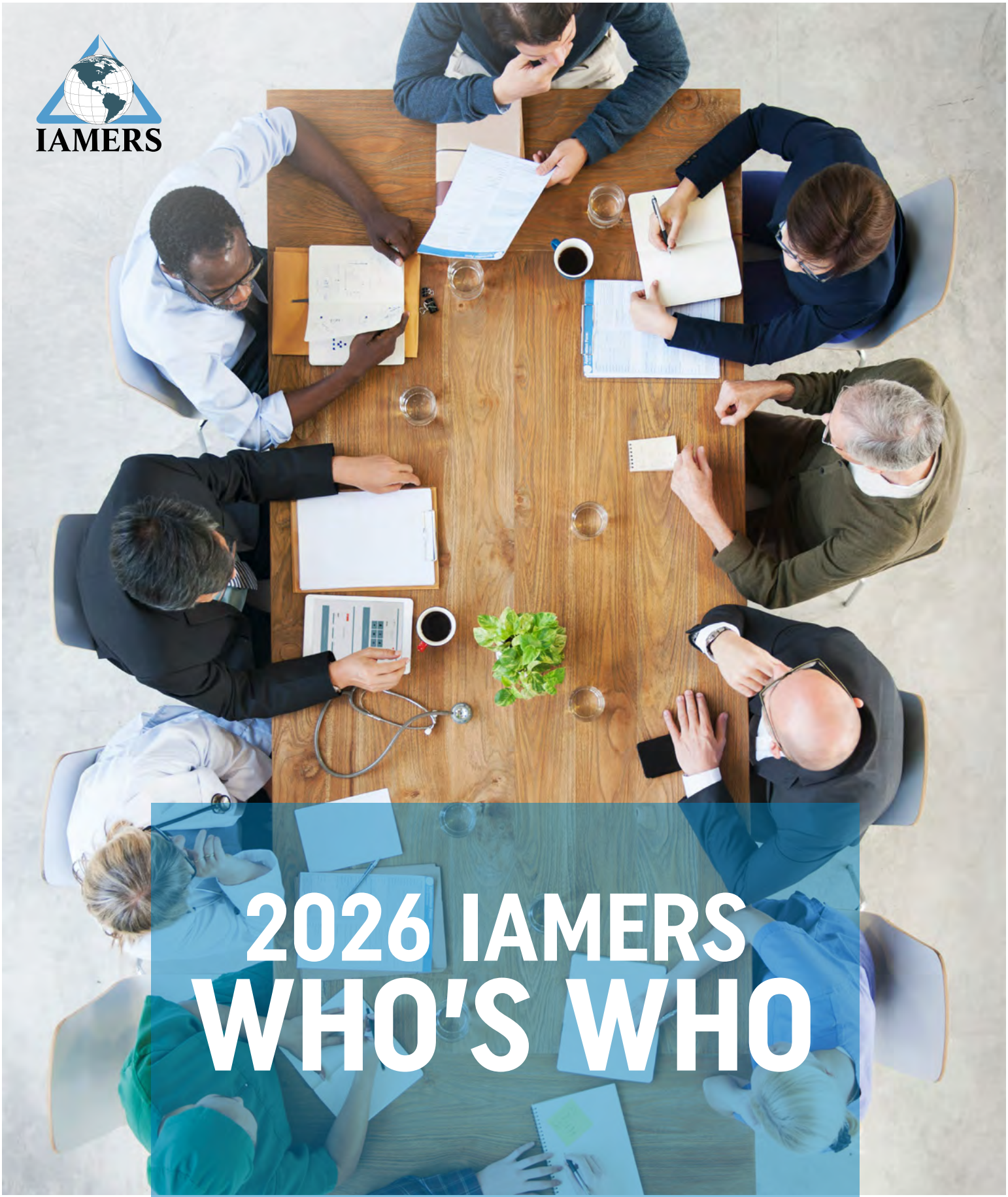

2026 IAMERS WHO'S WHO

INTERNATIONAL ASSOCIATION OF MEDICAL EQUIPMENT REMARKETERS & SERVICERS

IMPORTANT DATES & EVENTS
APRIL 2026 – MARCH 2027

IAMERS 33RD ANNUAL MEETING
CHARLESTON, SC
22 – 24 Apr 2026

AIUM ANNUAL MEETING
PHILADELPHIA, PA
27 – 30 May 2026

AAMI
DENVER, CO
29 May – 1 Jun 2026

SNMMI
LOS ANGELES, CA
30 May – 2 Jun 2026

IAMERS 20TH ANNUAL EUROPEAN MEETING
LUXEMBOURG CITY, LUXEMBOURG
16 – 17 Sep 2026

EANM
VIENNA, AUSTRIA
17 – 21 Oct 2026

RSNA
CHICAGO, IL
29 Nov – 3 Dec 2026
Member Reception @ 6:30pm on 30 Nov
The Ivy Room @ 12 East Ohio Street

INDIAN RADIOLOGY CONGRESS
DELHI, INDIA
7 – 10 Jan 2027

WORLD HEALTH EXPO FORMALLY ARAB HEALTH
DUBAI, UAE
25 – 28 Jan 2027

ECR
VIENNA, AUSTRIA
3 – 7 Mar 2027
Member Reception @ 7pm on 4 Mar
Palais Hansen Anantara @ Schottenring 24

IAMERS

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April 2026

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WHAT IS IAMERS?

by Diana Upton, President & Executive Director, IAMERS

IAMERS, the International Association of Medical Equipment Remarketers and Servicers, is a trade association whose members are world-class providers of pre-owned medical imaging systems, parts and service. We act collectively to positively impact changing government regulations, to defend against anti-competitive activities, and to provide an atmosphere for continuously advancing the knowledge of our members.

All members must agree to IAMERS BEST PRACTICES or be ISO Certified.

Our activities are not exclusive to our membership. End-users worldwide can benefit from the availability of quality, low cost, pre-owned systems, parts and service. We know the value of medical diagnostic imaging and the benefits it provides to patients. If the healthcare community is to meet its goal of access to diagnostic imaging testing for all people around the world, IAMERS' mission to maintain open markets and continuous education is critical.

IAMERS works for its members and for end-users to ensure high clinical value, affordable diagnostic imaging equipment, parts and service are available to the diagnostic imaging community. We believe all end-users should be able to choose diagnostic imaging equipment and services that meet their clinical requirements and budgetary demands.

Whether impacting government regulation, continuing education or monitoring anticompetitive activities, IAMERS is there working for its members and those providing medical care around the world.

DON'T FORGET LOGISTICS AND OTHER RISK CONSIDERATIONS ON YOUR NEXT DEAL

By Robert J. Kerwin, IAMERS General Counsel

You've closed the deal and fingers crossed, if all goes well, you will net a tidy sum. You know this because you have done this deal before and with the same party across the pond. You have accurate and recent information on shipping, customs, and installation costs. You are dealing with someone you trust and who has never let you down. You got this…or do you; what about when the unexpected risk finally happens?

Do you have a plan to manage risk? What if the tariff situation changes as it indeed has in the past year? Have you taken into account the non-contract parties who could impact on your expected return, including those with whom you may have no contractual relationship? These may include consolidators, forwarders, customs brokers and banks. How about the local practices, ordinances or laws which may apply to your deal? What impact, if any, do the numerous treaties and regulations have on your deal?

Geographically, if medical equipment moves from Europe to the United States or for that matter to any region in the world, the rights of buyer and seller may vary considerably with respect to liability for the unexpected. Laws concerning carrier liability are often independent and vary depending upon whether the device is being transported by sea, air or over land or some combination of these transportation modes. So, it's important to keep aware of: (i) how transportation risk is being handled in different jurisdictions; (ii) what insurance you may need to cover the risk; and (iii) what is the plan in the event of loss, damage or delay. As the U.S. Seventh Circuit Court of Appeals noted several years ago in a widely discussed U.S. court case, Chicago Prime Packers vs Northam Food Trading, under the United Nations Convention on Contracts for the International Sale of Goods ("CISG") the buyer bears the risk of "[l]oss of or damage to the goods after the risk has passed to the buyer.... unless the damage is due to an act or omission of the seller." But the parties could well contractually (and frequently do) agree to treat various risks differently. However, this is not the end of the challenges which frequently happen behind the scenes on an international transaction with regard to risks such as to who bears the burden of costs and insurance.

Bottom line: know what your contract (and the contract with the shipper) says when the unexpected happens? While in the United States, the state Uniform Commercial Code may well interpret a contract to provide that the risk of loss passes to the buyer upon his/her receipt of the equipment, other jurisdictions or the contract may well have a different interpretation.

But, while you are examining costs and insurance coverage, you should also be looking at licensing, entry problems, safety regulations, security and, if applicable, environmental problems. Hopefully, your pre-contract negotiations anticipate these issues in your deal. With a tip of the hat to Captain Obvious, it is a lot harder to address these issues once the contract is signed.

PRACTICE TIP

As buyers of imported medical equipment know, there are FDA requirements for importation of radiation emitting medical equipment. FDA Form 2877 requires specific information, much of which you should request the Seller to provide, before closing the sale. If the Seller is the manufacturer, this will presumably be no big deal. However, the FDA and the manufacturer treat this information as proprietary. There is no FDA database to be accessed if your equipment is being held in FDA detention because you have not provided this information. So, negotiate obtaining this information ahead of time as it will speed things along and save you a lot of possible headaches.

–Diana Upton, President, IAMERS

Does Your Purchase/Sale Contract Take Into Account Your Top Risk Concerns?

What if there are delays or equipment losses which neither you nor the buyer/ seller expected? Isn't this exactly what happened during the pandemic when supply chain issues made availability and delivery questionable? Many might say that global uncertainties are still on the rise. Causes of current delays include closure of Persian Gulf shipping lane in the Strait of Hormuz. This reportedly has caused serious supply chain disruption. Leading maritime insurers have canceled war risk coverage in light of recent events. Although the U.S. government is reportedly to provide some insurance coverage, maritime insurance, when resumed, will surely have increased premiums. By all accounts geopolitical events are causing delays and substantial losses. How does your risk plan address geopolitical uncertainties?

Who is Covering the Risks/Costs?

On an international basis, one of the contract challenges, to keep in mind, is that the same contract term might well be interpreted differently depending upon laws of a particular jurisdiction. As a result, the International Chamber of Commerce prepared in 1921 a comprehensive digest of trade terms known as 'Incoterms' which are often used to avoid the confusion which may otherwise exist with various trade terms, the interpretation of which may differ. You will want to be that Incoterms are periodically updated. The latest update was published in 2020. These terms serve to establish in the contract where and how some of the shipping risks and costs are possibly transferred. Accordingly, it is important to know the definition of key trade terms. If Incoterms are being used in the contract, you should know which Incoterms favor you depending upon whether you are importing or exporting. If your standard contract is not being used, be sure to understand what is being incorporated as some of the trade terms and conditions may well not be obvious. Moreover, they could be incorporated simply by adoption by reference to other terms referenced online.

Are Your Top Risks Covered In Your Contract or Shipper's Contract?

Don't be so sure that your contracts have all the possible 'delays', 'losses' or unexpected events covered by additional terms such as the 'Force Majeure' or 'Act of Terrorism' events incorporated in some contracts. Pre-pandemic most of us did not really know what 'Force Majeure' 'Act of God' or 'Impossibility of Performance' might mean-- other than as a 'boilerplate' contract provision which was never exercised. Now you really need to know what these previously 'boilerplate' terms mean.

If your contract does not view certain losses as 'unforeseen' events, you will want to assess—who bears the loss under the trade terms? If you are the Buyer, you will not necessarily want to agree to the Incoterm "EXW or Ex Works" which

PRACTICE TIP

It's advisable to know the difference on CIP and CIF Incoterms and when they should be used and what they cover. CIP can be used for all transport forms. It should always be used when shipping in a dedicated container. This covers the Institute Cargo Clause (A) as Maximum Coverage. CIF can only be used for sea transport. It should only be used for part loads-never full loads. It covers the Institute Cargo Clause (C) as minimum coverage.

–Christian Frandsen, Agito Supply Chain Manager

means that “upon exiting the factory” the buyers take on all the shipping and customs costs and any risks linked to transporting the equipment to its destination. Note: Even the Seller may decide that EXW may not always make the most sense as he/she will not be in control of export customs formalities. The exporter may find in a tax inspection that the decision to bill without collecting the taxes could leave the exporter open to situations like customs litigation. A similar result could happen if the Incoterm "DAP” or Delivered in Place or DPU (Delivered At A Specific Destination) is used.

Is Your Risk Concern Covered In Your Insurance?

Not only should the appropriate Incoterms be designated by the contracting parties, but you should also determine whether the insurance coverage should be on the ‘high’ side or ‘low’ side. Don’t simply designate insurance coverage without further definition. Assuming that you own this risk under the trade terms of the contract, then the analysis turns to whether you are insured for this risk.

Perhaps, if an unexpected event does happen, consider, in addition to transit insurance, if you have applicable business interruption insurance. Sometimes business interruption insurance covers only part of the damage—as it may be limited to “direct physical loss or damage to covered property.” It’s worth checking. Check your insurance policy, to see if it runs for a specified period of time or for the duration of the transport or even if it is limited to a particular shipment.

While these Suggestions may seem cumbersome, implementation of a risk program addressing these concerns will greatly assist in avoiding losses. Several years ago, the cargo vessel Felicity Ace caught fire while crossing the Atlantic near the Azores. The ship sank with nearly 4000 cars in its cargo hold including many luxury vehicles. The loss reportedly exceeded $485,000,000. While thankfully no lives were lost in the Felicity Ace debacle, the sinking of this cargo vessel serves as a stark reminder that your logistics/risk plans need somehow to anticipate the unexpected.

Robert J. Kerwin serves on behalf of IAMERS as an approved industry observer to the EU Medical Device Coordination Group. The comments and observations contained in this article are his own.

PRACTICE TIP

It’s advisable to have one general insurance policy/agent-covering all transport cargo- instead of the shipping line or freight forwarder’s choice.

Give a Full Description in Your Insurance Application of the Collateral. If you are shipping pre-owned or used medical equipment, be sure to say so in addition to the serial number, original equipment manufacturer and other equipment specific details. Many insurers do not cover pre-owned/used unless it is specifically requested. Some insurers almost seem to be looking for a reason to limit or deny coverage. Don’t let your equipment description be part of that reason.

–Hiren Desai, CEO, Medinnova Systems, Pvt, Ltd, Gujarat, India

2026 AND BEYOND: CHANGE, CHANGE…AND MORE OF THE SAME?

By Diana Upton, President of IAMERS

While in Vienna in March, I conducted an informal survey of IAMERS members attending the 2026 European Congress of Radiology. The most prevalent topic of discussion appeared to be the future demand for legacy medical devices in light of the growing influence of artificial intelligence (AI). The general consensus among attendees was that demand for legacy devices is, and will continue to remain, strong. Medical professionals continue to operate safely and effectively with legacy devices while simultaneously exploring the potential adding complementary AI tools whenever financially feasible.

It is widely acknowledged that AI tools can provide advantages in data mining, pattern recognition, and predictive analytics at a level not otherwise humanly attainable. To quickly and accurately predict future health events based on analysis of data trends, to identify image anomalies, and to accurately diagnose a wide range of conditions is truly remarkable. Early recognition of key health trends and early diagnosis means patient treatments can take place much earlier in the disease process. Earlier treatments mean those treatments are likely to be less intrusive, more effective, and less costly. To undertake these tasks to improve workflow optimization (even when remote monitoring) seems destined to take telehealth integration to a new level.

Though AI tools are ostensibly designed to support (not replace) medical professionals, some have said that AI will significantly alleviate the anticipated medical profession shortage of medical professionals. Time will tell.

Although a recent article in the *British Medical Bulletin* suggests (from a limited study) that AI is outperforming doctors at empathy[1],there are also unconfirmed press reports of botched surgeries and, occasionally, of misidentification of body parts[2]. While this is an evolving field, by all accounts at least in the digital healthcare space, AI is no longer an emerging trend. It must be considered a core component of disease detection in 2026 and beyond. To state perhaps the obvious, AI must be judiciously integrated into technologies and workflows to maximize its benefits and mitigate adverse effects. Our members are actively seeking partnerships with their clients to ensure safe and effective use of AI on legacy devices.

In the U.S. healthcare system, AI adoption seems to have been embraced in a more limited way because of the acute financial pressures faced by regional and rural hospitals. Thin profit margins and workforce shortages have factored into, at least at present, more limited adoption. Revenue cycles and ROI are appropriately being considered in purchasing decisions. While it is a well-worn idiom, it remains appropriate to say, "stay tuned."

[1] AI chatbots versus human healthcare professionals: a systematic review and meta-analysis of empathy in patient care | British Medical Bulletin | Oxford Academic. The study appropriately noted that verbal and facial cues could not be measured.

[2] As AI enters the operating room, reports arise of botched surgeries and misidentified body parts | Reuters.

ELEVATE BUSINESS VALUE THROUGH QUALITY EXCELLENCE

By Julie Mardikian, Quality 13485

Many independent service organizations are operationally strong; they have experienced and talented field engineers, responsive dispatch teams, and strong technical troubleshooting capabilities. Their patient-based focus was never more apparent than during COVID. In key respects, the business performs well, but in the medical device industry, operational excellence is not always the same as regulatory defensibility or scalability under scrutiny. More and more hospitals want to inspect records and to see the metrics. So, if your company were being audited tomorrow, would you be ready? What would they see?

You would want the auditor to see that your company has a quality manual in place, with policies that make clear that your company upholds high standards of safety and technical competence. Your company has standard operating procedures that are not just kept in the desk drawer. You have instructions on the work to be undertaken, along with forms and templates to support them. You are keeping quality records, risk management documents, and, where appropriate, calibration records. It is clear that you have procedures in place for corrective and preventive action, including a way to adequately analyze data, such as complaints, and to address them. If you have these policies in place and management is prioritizing the implementation of quality procedures, in a word, you are 'good'.

To be blunt: without a formal quality management system aligned to ISO 13485, operational strength rests on people, not scalable systems. The bottom line is that being "operationally good" makes you competitive, while being "systematically controlled" is defensible, scalable, and investable in the medical device industry. ISO 13485, aligned with FDA CFR part 820, is not administrative overhead; it's a financial risk-containment measure embedded in quality management. Organizations that achieve this distinction outperform those that do not.

In my experience, many hospitals and imaging facilities will often not engage vendors that lack ISO 13485 certification. Independent service organizations are being requested to maintain a certified Quality Management System to demonstrate traceability, risk management, and controlled post-market actions prior to entering into service or sales agreements. The financial logic is compelling: investing to achieve ISO 13485 maturity protects revenue by preserving existing contracts, opens doors to new bids from hospitals and imaging facilities, and reduces the risk of costly non-compliance findings during audits. Certification is not a burdensome administrative overhead; it is a strategic currency that signals reliability, scales with growth, and differentiates your organization in a competitive market where customer demand for demonstrable quality and regulatory defensibility.

"Operationally Strength" & "Systematically Control"

Quality experts have all noted that quality management is not really delegated; it is directed from the top. Being "operationally good" is a field capability that is systematically controlled; it is a leadership decision. The Top Management role is not to manage procedures; it is to ensure the organization is built on a strong quality management system. To accomplish this (and of course, complete a successful audit), I often see executives focus on five leadership disciplines.

1. Establish quality as a business objective; we recommend treating quality as a business objective and aligning it with revenue and growth. Develop measurable quality targets tied to complaint trends, service documentation, vendor credentialing, and the effectiveness of corrective and preventive actions.

2. Request data rather than rely on assumptions; Top Management should seek regular reviews with meaningful metrics, risk trend analysis, complaint management, and supplier performance. It has been said by more than one auditor that operational comfort should never replace documented evidence of control.

3. Fund infrastructure before scaling; growth without QMS maturity increases exposure. Top Management must ensure controlled document systems, training traceability, and field service documentation. Scaling revenue should occur in parallel with control scaling.

4. Be audit ready: Inspection readiness is not a quality department task; it is everyone's responsibility. Management should be confident that, at any time, the organization will demonstrate process control, risk evaluation, the effectiveness of corrective actions, and traceability of service activities.

5. Support and drive performance. As you well know Quality cannot depend on individual heroics; it must be embedded in documented systems. When key personnel visibly support the QMS by participating in reviews, engaging in audits, and allocating resources, the organization follows suit.

The Key Takeaway

Operational strength makes a company competitive; a mature Quality Management System makes it defensible, scalable, and valuable. Begin your QMS maturity journey today to protect contracts, win new bids, and sustain growth under regulatory scrutiny.

What Are the Benefits of Joining IAMERS?

You might be wondering why it is in your interest to join IAMERS. After all, you've been successfully managing your business for a while now. What can IAMERS bring to the picture?

Well let's take a snapshot just over the past few years:

- We have seen efforts to pass legislation and require new regulations both in the U.S. Congress and in the EU, which could dramatically affect your business.
- 2020 promises more of the same as some manufacturers have spent millions of dollars on lobbyists to push many of these same issues.
- Some manufacturers have spent even more time to suggest sometimes that you are possibly conducting your business operations in a potentially unsafe or unsound manner. We know you act safely and ethically but do your customers feel the same way?
- These same manufacturers are pushing for imposition of costly and unnecessary standards for your business...all the while being sometimes reluctant to cooperate with promptly providing service keys, equipment technical information and software updates and upgrades.

So, how will you keep informed about the developments which affect your business? How will you ensure your voice will be heard – all the while preserving your relationship with those who most impact your business? Ask yourself the following questions about joining IAMERS:

- Could any individual company successfully engage the Federal Government in a dialog to protect the interest of our industry or our customers?
- Could any individual company provide a platform for dealing with the industry challenges posed by the OEM's?
- Could any one company, hard as it may try, be able to enforce an international industry Code of Ethics?

This is the Mission of IAMERS. It is job #1 for us. These are a few of the reasons why membership in IAMERS has come to mean so much to those involved in the pre-owned diagnostic imaging equipment industry.

IAMERS' mission remains, after 33 years, to help all of us do business in a more efficient and profitable manner while maintaining the highest possible standard of ethics in the industry. The IAMERS Code of Ethics benefits you and your customers. It provides your customers with an unmatched level of security when doing business with you – an IAMERS member.

IAMERS will continue to serve as a liaison for the industry to the FDA, the EU, and equipment manufacturers alike. But that's not its only job. IAMERS also monitors federal and state legislative initiatives and supports issues which are helpful to our industry and the healthcare providers it serves.

JOIN IAMERS AND SEE THE DIFFERENCE

- IAMERS holds industry meetings which serve as both educational and networking opportunities.
- Additionally, IAMERS provides a steady flow of information on issues which affect your day to day business. There is strength in numbers and strength in unity.
- By joining and participating in IAMERS your voice can be heard loud and clear.

Participation in IAMERS ensures the continued growth of your business and of our industry.

THE HIDDEN VALUE IN MRI MAGNETS AND HOW TO UNLOCK IT

Rare earth magnets are no longer a niche material story, ...

...they sit at the center of electrification, advanced manufacturing, robotics, defense systems, and, of course, MRI machines. Today, global rare earth supply remains concentrated. Demand continues to rise. Supply chain realignment has elevated access to critical materials from a procurement issue to a broader concern.

When supply tightens, pricing power shifts.

That shift is elevating the economics of material recovery, including the value embedded in your retired MRI systems.

In today's market, the magnet inside certain MRI systems can represent a significant addition to total asset return.

The Magnet Was Never Just Scrap

By the time an MRI reaches decommissioning, most visible value has been captured.

Resale if possible. Parts recovery if not. What remains often looks like structure and weight.

But inside the magnet assembly is concentrated rare earth material. In prior cycles, recovery may not have moved the financial needle. In today's pricing environment, that assumption no longer holds.

After resale and parts recovery are complete, the magnet is the final and frequently overlooked asset. Yet it now carries materially different economics.

Supply Constraint Changes the Math

Rare earth supply remains heavily concentrated geographically. As trade friction and industrial policy reshape sourcing strategies, domestic and allied supply channels are under increased scrutiny.

When primary supply tightens, secondary material gains pricing relevance.

Material recovered from retired MRI systems now participates directly in that market.

For operators decommissioning multiple systems annually, magnet recovery can shift from afterthought to measurable contributor.

Asset holders are compensated based on recovered material value.

Added Return. No Added Drag

Magnet assemblies are specialized and heavy. That has historically made them easier to write off.

Recovery does not need to introduce operational friction.

Deinstallation is coordinated to project timelines.
Transport is managed by magnet-handling specialists.
Material enters a defined rare earth recovery stream.
Commercial settlement reflects recovered value.

Integrated properly, magnet recovery becomes a disciplined final step in asset disposition.

PRACTICE TIP

If an MRI can't be resold or redeployed, don't overlook magnet recycling, it may contain concentrated rare earths with significant hidden value.

For MRI recyclers, magnet recovery can create an additional revenue stream, and differentiate your offering in an increasingly competitive secondary equipment market.

Cyclic Materials works alongside imaging ecosystem partners to make that integration commercially aligned and operationally practical

Value That Continues Forward

These magnets powered critical diagnostic systems.

Their material still carries strategic and economic weight.

In a market where strategic inputs command increasing attention and pricing reflects supply constraint, capturing that value strengthens total return and contributes to a more resilient North American supply chain.

Letting that material end in scrap is no longer the only option.

If MRI deinstallations are on your foreseeable calendar, it may be opportune to begin reassessing the extra value that you can unlock with the introduction of rare earth recycling technology.

Contributed by Cyclic Materials - Recycling for Rare Earths
Learn more: MRI-recycling@cyclicmaterials.earth

Contact Us

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IAMERS MEMBERS ARE INTERNATIONAL

For over 33 years, IAMERS has been the only trade association dedicated to extending the useful life of diagnostic imaging equipment – globally. Our members provide state-of-the-art pre-owned medical imaging equipment and services where new equipment is not an option. IAMERS membership includes the most capable and ethical companies in the industry – many of whom are ISO certified. On behalf of its members, IAMERS works with governments worldwide to ensure a competitive atmosphere.

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Providing Nuclear Medicine and Ultrasound equipment sales and service since 1990, Associated Imaging Services helps healthcare providers maintain dependable imaging operations. We specialize in equipment sales, service, relocations, installations, and technical support, delivering practical solutions and experienced service that hospitals and imaging centers trust to keep their systems operating at peak performance.

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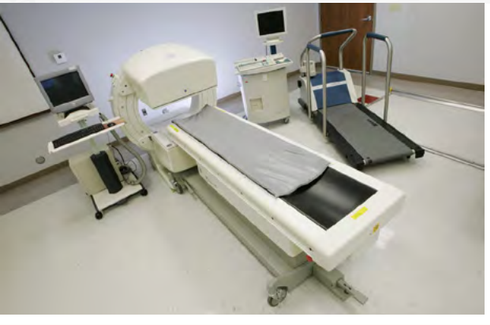

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Catalyst MedTech is a national leader in nuclear medicine and molecular imaging solutions. As an ISO- and FDA-certified organization, we deliver compliant high-quality service, refurbishment, and equipment support across PET, PET/CT, and SPECT systems. Our audited processes ensure reliability, performance, and trusted multi-vendor support for imaging programs nationwide. Learn more: www.catalystmedtech.com

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Cyclic Materials

CYCLIC MATERIALS
Toronto, CANADA
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website: www.cyclicmaterials.earth

Cyclic Materials is pioneering MRI magnet recycling, recovering critical rare earth elements from decommissioned machines to reduce reliance on mined materials. Backed by funding from investors like Microsoft and Hitachi, we scale sustainable recycling solutions, closing the loop on rare earth supply for medical and industrial applications

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