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MinXray, Inc. is providing Field Portable Digital Radiography Equipment designed for use in Situations and Areas where X-Ray Equipment must be Brought to the Patient

Keith Kretchmer
President

MinXray, Inc.

Contact:
CEOCFO Magazine
570-851-1745

“The availability of battery powered portable x-ray generators has created all sorts of new opportunities.” - Keith Kretchmer

Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine

CEOCFO: *Mr. Kretchmer, according to your site, “MinXray is the gold standard in portable digital radiography.” Would you tell us what you are providing?*

Mr. Kretchmer: We provide field portable digital radiography equipment. The important point here is portability. That is our essential core business. Our portable digital radiographic equipment is designed to be used in situations where x-ray equipment must be brought to the patient. These are areas where it is not feasible, practical or economical to transport the patient to a location where x-ray equipment is permanently installed.

CEOCFO: *Is quality an issue? What is the trade off?*

Mr. Kretchmer: The quality of the images is not an issue. All of the images produced by our portable x-ray equipment are excellent diagnostic quality images. The trade off is possibly a slightly longer exposure time than would be used with equipment that is permanently installed within an institution. However, these longer exposure times do not create more radiation exposure to the patient, and they are not long enough to create the risk of any motion artifact.

CEOCFO: *Are all portable x-rays created equal? How are MinXrays different from what else might be on the market?*

Mr. Kretchmer: Our company is in its 53rd year now and we have focused the entire history of our company on this particular application--portability. Over these 52 plus years of our company's existence we have learned how to do this pretty well. Our systems are designed to be portable and are quite rugged and constructed to take the kind of knocks involved with transporting and portable use. The end users can depend on the equipment working reliably once they are on site. We have built the reputation of our brand on our prompt response to customers and our ability to take care of any issues that arise.

There are specifications that differentiate MinXray equipment from other brands that are technical in nature and that have an impact on image quality and reliability of our products. I believe our reputation for providing equipment that functions reliably and successfully in a wide range of adverse conditions is what has enabled our company to survive and thrive as long as it has.

CEOCFO: *What are some of the newer technologies, software, materials and designs that make a difference in your products? What are you doing now that was not possible ten or twenty years ago?*

Mr. Kretchmer: As you know from the electronic devices that you use in your daily life--phones, smartphones, laptops, all sorts of electronic gizmos--the circuitry and rechargeable batteries that are available have made all these devices smaller,

lighter and more powerful. All these electronic circuits are available to the engineers that are designing our x-ray equipment. Therefore, the x-ray equipment that we can offer today has a substantially higher power-to-weight ratio than it had ten and twenty years ago. We now offer much more powerful portable x-ray generators in smaller and lighter packages than was possible to produce in the past.

The most dramatic change in x-ray imaging in the past 10, 15 and 20 years has been the progressive replacement of film with digital media. That is because now, just like you are used to using a digital camera instead of a film camera, the radiographic images are captured digitally, then can be sent by email or burned onto a disk.

The x-ray images can be taken in a remote area and sent to cloud storage. A radiologist in a hospital hundreds or thousands of miles away can pull the image down from the cloud and interpret it. In this day and age you do not have to deal with developing film, chemistry, or darkrooms. You have digital media that is reusable thousands of times and is relatively lightweight and robust. This has been a very impressive and important change in the way that medical imaging equipment has developed in the past couple of decades.

CEOCFO: *Are portable digital x-rays just as easy or as hard to read as a standard x-ray, depending on what you are looking at or is there no difference?*

Mr. Kretchmer: No, there is no difference whatsoever. The x-rays are being read by physicians and radiologists. Assuming the radiographer, the person taking the image, has properly positioned the patient and used the correct settings on the x-ray equipment, there is no difference in the way the images can be read and interpreted, whether they are taken with a portable unit or a fixed stationery unit.

CEOCFO: *What is your global reach today?*

Mr. Kretchmer: MinXray operates exclusively within North and South America and we operate non-exclusively in many other world markets. The two principle niches in our business operations are the veterinary and medical markets. In the veterinary niche the primary users of portable x-ray equipment are mobile practitioners and veterinarians who treat horses or other large animals. That is because the doctor goes to the patient; the patient does not usually go to the doctor. There are other veterinarians who have what are known as mixed practices. These are practices where the veterinarians see a combination of large animals and companion animals--your dogs, cats etc. Primarily, the large animal, mixed animal and mobile veterinary practitioners are the ones who have a direct need for portable x-ray equipment.

In the medical arena, domestically, our portable x-ray imaging equipment is primarily used in situations like home healthcare, in nursing homes or correctional facilities. Nursing homes and most correctional facilities typically contract with a mobile imaging service to arrive onsite with x-ray equipment, take whatever images are required of residents in that facility, then put the portable x-ray equipment back in their vehicle and drive to the next nursing home for whatever appointments they have at that facility. There are also domestic applications such as medical care for remote populations.

Our equipment is used domestically and internationally for forensic applications, where you have a mass disaster and you need to identify people, victims of tornadoes, hurricanes, floods, earthquakes, etc. MinXray portable systems are also used in situations where a disaster has knocked out the capability of a hospital in the area and they must have x-ray imaging set up on a temporary basis. Portable equipment such as ours is brought in to take care of the survivors who may need to have x-ray imaging performed when the hospital cannot do it because it is damaged.

In the developing world, MinXray equipment is being widely used to provide imaging services where there was no possibility of getting x-ray equipment onsite in the past. Much of the use in this global health arena is in mass tuberculosis surveys. Tuberculosis is one of the biggest killers in the world and is a real problem in much of the developing world. MinXray portable imaging equipment is used in over forty different countries on all continents for mass TB surveys as well as providing general medical x-ray imaging in remote clinics where it is otherwise impractical to install, service and maintain permanently installed equipment.

Over the past many decades, MinXray has supplied portable x-ray and imaging systems to the United States armed forces and the armed forces of other countries for use in theater. The military always needs rugged, reliable and easily transportable equipment. They need to be able to pack it up, move it out and deploy it, and then pack it up again and move it somewhere else. We have been a major supplier to the US armed forces for many, many years.

MinXray has recently expanded our scope of business to offer permanently installed x-ray equipment for customers in certain applications. For government and military customers, we have offered some x-ray table systems that can be used

on ship-board and base clinics. We recently provided portable digital medical x-ray equipment to two Navy hospital ships--one that operates in the Pacific and one that operates in the Atlantic.

CEOCFO: *Would you tell us a little bit about manufacturing as well as the inventory you need to maintain?*

Mr. Kretchmer: We do not bend any metal under our own roof. The x-ray generators are manufactured for us by a Japanese company with which we have had a relationship for as long as MinXray has been in business. We maintain a full inventory of finished products and a full inventory of spare parts, including those for products that are no longer in production. We can deliver from stock new equipment and parts in support of equipment that is already in the field.

MinXray offers various portable stands, carrying cases and other accessories manufactured for us by domestic fabricators. We use commercially available laptops that meet certain specifications and imaging software that is produced by a company that develops this type of specialized software. We are distributors of a few different digital flat panel x-ray detectors that capture the x-ray images. Part of our value added here is to combine these various components into a complete, functioning portable imaging system of our design that is fully integrated and supported by one company--MinXray.

CEOCFO: *Do customers tend to know what they want or do you often have to put together a custom package or help them to figure out what the best product is for their need?*

Mr. Kretchmer: I would say it is a combination of the two. Often our customers have been using MinXray equipment for a long time and are familiar with us and our products. It is very helpful to understand what their specific needs are; their applications, what environment they are going to be working with and then, within our menu of options, we can put together a product or system that best meets those particular needs.

CEOCFO: *Do customers tend to upgrade often or do they wait till the machine is on its last legs?*

Mr. Kretchmer: It always surprises us how robust our products are. We have equipment come in for service that is repaired and sent back out that has been in service for 10, 12, 15, 18 or 20 years! It holds up well when properly cared for. Certain technologies advance. What was considered to be the most compact and lightweight x-ray generator when originally purchased can feel like a boat anchor given what is available now. I will give you a concrete example. In the 1990s we had a model of portable x-ray generator, sold for veterinary applications, with certain output specifications that would target use by equine veterinarians that weighed 39 pounds. It was under 40 pounds. This was a miracle to the doctors--under 40 pounds, with that x-ray output range--fantastic! It was a popular model and very robust, and it worked very, very reliably.

A few years later there was a major advance in the electronic design of x-ray generators. We introduced a new model that was more powerful, and instead of weighing 39 pounds it weighed 22 pounds. It was a miracle to them! Nobody wanted to lift a 39 pound x-ray unit when there was a more powerful 22 pound unit available. That x-ray unit that weighed 22 pounds was introduced in 1993, and it has evolved since then. It has become slightly more powerful. It has become more compact and lightweight and now weighs only 14 pounds! Advances in technology made all of this possible. Some people finally say, "Gee, there is better, lighter, more powerful equipment available, and my unit is getting long in the tooth. I am going to upgrade and I will keep my existing one as a spare."

CEOCFO: *What is next for MinXray?*

Mr. Kretchmer: The availability of battery powered portable x-ray generators has created all sorts of new opportunities. We have had a battery powered veterinary x-ray unit in our product line for many years. It is a very successful product. We have just this year introduced a battery powered medical x-ray unit. This creates new opportunities for applications where it is not practical to have an AC powered x-ray unit. We are looking at opportunities within the shipping industry. We are looking at other new field applications where AC power is not always available, including some of our global health initiatives. We are also now able to talk to people in emergency medical services. Ambulances have not carried x-ray equipment. Now, with battery operated x-ray generators and wireless digital imaging equipment, it becomes very, very practical and convenient for EMS rigs to carry portable x-ray equipment. In certain trauma and accident situations this can be very, very helpful. There is a tremendous amount of growing interest there because it has not been available before. We are excited about that.