

MEDTRADE

EXPO + CONFERENCE

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Medtrade Exhibitors Sound Off – Quotes and Reactions

PHOENIX – Medtrade wrapped in early March at the Phoenix Convention Center with exhibitors consistently reporting quality conversations with engaged providers. The following is a sampling of exhibitor comments.

“This is our first visit to Medtrade and feedback has been positive and serious. We are brand new to the United States and attendees have been amazing, accommodating, warm, and welcoming. Fifteen attendees have signed up with written orders already and we have an additional 40 leads. It’s way more demand than we expected.” — **Kane Fullalove**, CEO, Monarch Mobility, Halifax, U.K. and Austin, Tex.

“Medtrade has been a great show. On Tuesday we were packed and we just barely managed to take care of everybody who came up to the booth. We’ve had lots of good leads with a good mix of new prospects, and those are the hardest to find.” — **Steve Murphy**, OxyGo

“This is our first time back in eight years. I see customers from the west—particularly people from the Mobility City franchise. That was great. They saw our beds and hopefully we will get our beds with them. In fact, they already bought some beds right here on the show floor. We’ve had great conversations and I enjoy Medtrade.” — **Johneen Nix**, Transfer Master by Graham-Field, Atlanta

“We’ve been quite busy talking to people who are looking to step into the future with AI. Attendees are looking for a trusted AI partner and they are more serious about it when compared to last year. Last year it was just intake, but now it’s full life cycle. Tech and AI are moving quickly and better control over operations is one way to combat a growing fear of competitive bidding. AI is one of the biggest levers to make the business more efficient and help providers deal with reduced reimbursements.” — **Tim Freidel**, DME Flow, Pensacola, Fla.

About Emerald

Emerald is a leader in building dynamic, market-driven business-to-business platforms that integrate live events with a broad array of industry insights, digital tools, and data-focused solutions to create uniquely rich experiences. As true partners, we at Emerald strive to build our customers’ businesses by creating opportunities that inspire, amaze, and deliver breakthrough results. With over 140 events each year, our teams are creators and connectors who are thoroughly immersed in the industries we serve and committed to supporting the communities in which we operate. For more information, please visit <http://www.emeraldtx.com>

About Medtrade

Medtrade is the largest home medical equipment trade event in North America, bringing together manufacturers, providers, and retailers from across the country and around the world. Established in 1979, the show gathers hundreds of HME related brands, thousands of attendees, and are highly regarded industry events. Medtrade is owned by Emerald, the largest operator of business-to-business trade shows in the United States, with most of our shows dating back several decades. We currently operate more than 50 trade shows, including 31 of the top 250 trade shows in the country as ranked by TSNN, as well as numerous other events. Our events connect over 500,000 global attendees and exhibitors and occupy more than 6.9 million NSF of exhibition space. We have been recognized with many awards and accolades that reflect our industry leadership as well as the importance of our shows to the exhibitors and attendees we serve. More info about Medtrade can be found at www.medtrade.com

Please contact Greg Thompson if additional quotes are desired.

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