

MEDTRADE

EXPO + CONFERENCE

FOR IMMEDIATE RELEASE – March 4, 2025

Medtrade Reactions – Quotes, Quips, And Quotes

DALLAS – A bustling Medtrade 2025 in Dallas featured networking, knowledge, and plenty of opinions. What began as a chilly week ended in the warmth of connection, with existing customers meeting with familiar exhibitors, and plenty of new alliances formed. We asked exhibitors how it was going, and here's a sampling of what we found.

"We've had good foot traffic, and for us it's been busier than last year. We've met a lot of current dealers along with quite a few potential leads. Distributors have stopped by asking if we could manufacture for them, mostly because we build it all in Georgia and people are concerned about tariffs." — **Danielle Humphrey** and **Ben Grove**, [Flexabed Inc.](#), Lafayette, Ga.

"We've had a lot of people come and stop by the booth. We've seen decision-makers, plus some tire kickers. Overall we've had a very good response to what we're offering." — **Lisa Dart**, [Bonafide](#), Kansas City, Mo.

"The people who were here at this year's Medtrade seem to be more solid leads than previous years. Maybe with the weather being bad, the people who were here were people who really *wanted* to be here." — **Adam Johnson**, [Access4U](#), Monroe, N.C.

"The show has been great and we've been busy with dealers from all over the place—east coast to west coast. We are seeing good traffic with a lot of attendees from California, Oregon, New York, and Florida. Most are serious and some are window shoppers, but some of them came back on the second day to place orders." — **Brad Yeates**, [Stander](#), Logan, Utah

"For me, Medtrade is perfect. I can be national for one day and shake hands once a year. My products have differentiation, so they draw a lot of attention from attendees. Of the leads I made on day one at Medtrade, I will close 90% of them." — **Dan Walkowiak**, [Bemis Manufacturing Company](#), Sheboygan, Wis.

About Emerald

Emerald's talented and experienced team grows our customers' businesses 365 days a year through connections, content, and commerce. We expand connections that drive new business opportunities, product discovery, and relationships with over 140 annual events, matchmaking, and lead-gen services. We create content to ensure that our customers are on the cutting edge of their industries and are continually developing their skills. And we power commerce through efficient year-round buying and selling. We do all this by seamlessly integrating in-person and digital platforms and channels. Emerald is immersed in the industries we serve and committed to supporting the communities in which we operate. As true partners, we create experiences that inspire, amaze, and deliver breakthrough results. For more information, please visit: www.emeraldx.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. www.medtrade.com

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