

Family Values = Value for Distributors

Long established as a leading provider of disposable medical supplies, Dynarex's new DME line has created a dynamic offering that will give its distributor partners a competitive edge.

Value is the name of the game in today's healthcare industry – and now Dynarex is providing their distributor partners with more value than ever before by launching a full Durable Medical Equipment (DME) line to round-out its already robust product portfolio.

Dynarex considers the distributors it works with to be more than just customers. To Dynarex, its distributor partners are like family. When Dynarex's family communicated the need for enhanced value in the DME arena, Dynarex listened. The company has had a strong footprint in the disposable market since 1967 and expanding its offering made sense.



Dynarex is proud to sponsor Friend of Disabled Adults and Children (FODAC). Donated DynaRide wheelchairs ready for delivery.

When Zalman Tenenbaum, Dynarex's CEO, reflected upon the current environment—the cost of inventory and operations, combined with declining reimbursement, he noted, “Everyone is challenged to cut every penny in half. Dynarex’s goal is to offer efficiencies in terms of cash flow, receiving and warehouse management for our partners. With the addition of DME, there’s no need to overstock or meet the minimums of multiple vendors.”

With its bold entry into the DME-arena, the company offers a complete, one-stop-shop experience for distributors. Their complete DME line encompasses hundreds of products across the following categories:

- Bathroom Safety
- Wheelchairs
- Rollators
- Mobility Items
- Beds, Rails & Mattresses
- Patient Rooms
- Life improvement and more



Adjustable Tub Rail

While the company has just entered the DME space, they are far from the “new kids on the block,” says John Moulden, SVP of Sales. “End users know us. They know our name. They know our products. That’s going to make it much easier for our distributors to introduce this line of equipment.”

Dynarex believes offering the right product at the right value is important. But how they operate is just

as important. Dynarex sells directly to distributors and only sells to distributors, meaning they don’t compete with their customers for business.

With many distributors operating on razor-thin margins, Dynarex makes it easier than ever to reach minimum purchase quantities. Now distributors can place their standard order for Dynarex disposables and add the amount of DME items they actually need. No overstocking to meet minimums and with six distribution centers strategically located around the United States, orders arrive promptly and accurately.

The value created by combining consumables and DME from the same source cannot be overstated. As a true “one-stop-shop” Dynarex provides unprecedented savings to distributors without compromising on product quality. That’s how you take care of family.

To learn more about Dynarex visit www.dynarex.com 



Dynarex Long Term Care Bed with Swing Rails, Alternating Air Mattress and Overbed Table.



DynaGo HD Bariatric Rollator