

# MTI Sets the Standard in Specialty Healthcare Equipment

By Barton Strawm

In a rapidly evolving healthcare landscape, **MTI** stands out not just for its longevity but for its commitment to excellence. As 2025 unfolds, MTI is redefining what it means to serve specialty care providers—delivering equipment that’s thoughtfully engineered and proudly made in the United States. From ENT and dermatology to podiatry and wound care, MTI has become the trusted name behind some of the most functional, ADA-compliant, and provider-focused equipment on the market.

At a time when many manufacturers outsource operations, MTI has doubled down on American crafts-



ADA-compliant features such as a 17-19” low seat height and transfer support capabilities are built into MTI’s chairs without compromising performance. MTI sees compliance not as a checkbox but as a way to enable equitable, dignified care for every patient.

“Incorporating ADA principles into our design philosophy has been a natural extension of our mission,” says Brad Baker, President of MTI. “Every patient, regardless of mobility level, deserves the same standard of care. And every physician deserves tools that deliver that care safely and efficiently.”

MTI’s long-term mindset is also reflected in its focus on sustainability and durability. Its products are built with serviceable components and durable materials to minimize lifecycle costs and reduce waste. This commitment supports both the financial health of practices and the broader healthcare ecosystem.

As a privately held, family-founded business, MTI remains fiercely independent and focused on delivering unmatched value to specialty providers. While competitors chase volume or cut corners to compete on price, MTI continues to invest in quality—and the market has taken notice.

In recent years, MTI has expanded across the U.S. through a growing network of distributor partnerships

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manship. Every chair and cabinet is designed, engineered, and manufactured at its headquarters in Salt Lake City, Utah. This isn’t just patriotic branding—it’s a strategic advantage. Domestic production enables tighter quality control, faster product development, and the ability to respond to customer needs with agility that many of their foreign-made competitors can’t match.

This U.S.-based approach also promotes close collaboration with the physicians MTI serves. The company actively partners with healthcare professionals to co-design products that reflect real-world workflows. Whether it’s the industry’s first power-adjustable footrest extension for podiatry or refining controls for intuitive use, MTI’s innovation process starts by listening. The result is a portfolio that supports the physician, not burdens them.

As Scott Shelton, DPM, puts it, “I have purchased multiple MTI treatment chairs, and have always been very happy with the quality, warranty, customer service, and peace of mind. Their applicability to podiatry is the best in the market.”

But MTI’s dedication goes far beyond comfort and customization. At this point in 2025, the company leads the industry with the most ADA-compliant examination chair models available. With new regulations from the HHS and DOJ in effect now, ADA compliance is more than a legal requirement—it’s an ethical obligation. MTI has embraced this challenge early, helping providers stay ahead.

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grounded in service and shared values. MTI’s solution advisors serve not as salespeople, but as trusted guides—helping providers navigate equipment choices with clarity and clinical insight.

Looking ahead, MTI’s vision for the rest of 2025 and beyond is clear: remain the first choice for specialty physicians seeking smarter, safer, and more compliant equipment. With every chair, every cabinet, and every provider conversation, MTI pushes the industry forward.

In a world of mass-produced solutions, MTI stands apart as a brand of intention, precision, and purpose. That’s not just a promise—it’s something you can see in every weld, every stitch, and every thoughtful design.

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