

Gerry LoDuca is the President and founder of DUKAL Corporation, a leading provider of medical, dental, veterinary, and health & beauty supplies. DUKAL products are used in hospitals, physician practices, home care agencies, nursing homes, EMS, and dental offices across the U.S. and Europe.

Gerry's passion to sell developed at an early age by watching his Dad work in the printing and engraving business in NYC. His Dad taught him some very valuable lessons on how to succeed, and he has based his business on those beliefs of building trust, maintaining friendships, and supplying good quality products to his customers. Treating people as you expect to be treated goes a long way.

Gerry attended St John's University and graduated from The Peter J Tobin College of Business with a Bachelor of Science in Marketing and Management.

While his first job was to sell calculators to NYC businesses, he quickly moved into the field of medical sales as a distributor sales representative for IPCO Hospital Supply. He later invested in and joined the startup Medical Action Industries, and was part of the senior management team that developed a leading national brand of disposable Operating Room products. He was an officer of the company and VP of Product Development when they went public.

Having gained experience in sales, marketing, product development, and manufacturing, in 1991 Gerry saw an opportunity in the market and started Dukal Corporation as a high quality, cost beneficial option to healthcare's industry leaders. In the past 26 years Dukal has built a dedicated staff, strategic relationships, innovative products, and multiple supply chain partnerships which has allowed the company to grow to be a respected industry leader.

Gerry is currently on the Boards of HIDA's Education Foundation, ROI's Vendor Advisory Council, and Healthcare Manufacturing Management Council (HMMC) where he recently served as President. DUKAL stays involved with St John's University, mentoring students in the Business Plan Competition and hosting multiple sessions in their Executive in Residence Program.

Outside of Dukal, Gerry enjoys time with his family and friends and can often be found fishing the East End of Long Island, perfecting a new recipe, or playing classic rock on his guitar.