



## Best Allround Treatment for Hospitals

**DAHLHAUSEN®**

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**DAHLHAUSEN®**

”” Anesthesiology, Intensive Care, Surgery and Nursing Care

## So that you will not be missing anything.

Health is the most precious commodity of all.  
For your patients.  
For the well-being of your hospital.

The increasing pressures to achieve efficiency in healthcare present a continuous challenge for all participants and players – it is a daily balancing act to satisfy people's increasing expectations. The need is great for medical technology which allows efficient daily working procedures. The demand is high for forward-thinking solutions.

Dahlhausen Medizintechnik has been committed to this task for four generations. It is Europe's largest sole-source provider of clinical supplies and at the same time a family-run corporation which takes responsibility for each and every individual. Today, our range of supplies for hospitals comprise more than 2,500 different quality products. And new ones are being added almost daily. From dispensers to scalpels, respiration tubes and omental implants to modern ultrasound systems – Dahlhausen systematically answers every need in anesthesiology, surgery and patient care.

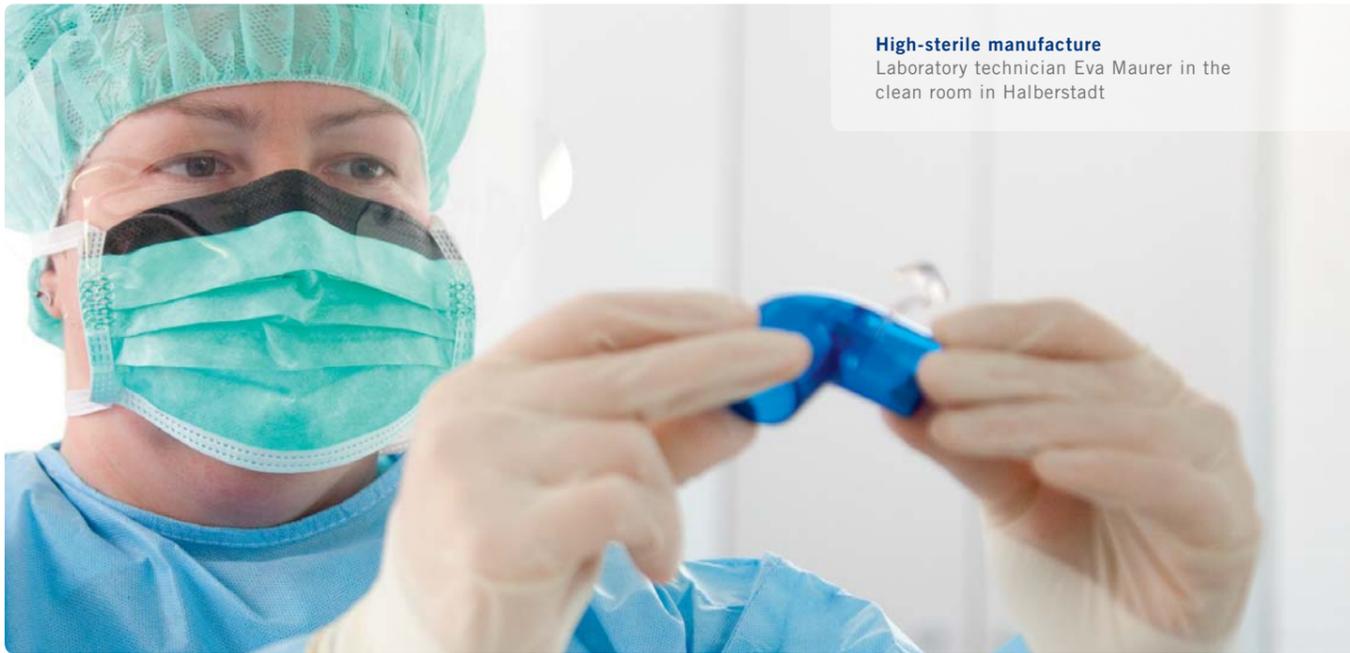
In addition to its unique product range, Dahlhausen is also a preferred partner and problem solver in the manufacture of purpose-built products.

After all, our first and foremost goal is:  
Your hospital should want for nothing!



**On site at the client**  
Sales Manager Hans-Werner Schäfer





**High-sterile manufacture**  
Laboratory technician Eva Maurer in the clean room in Halberstadt

**»»» Dahlhausen: Manufacturer**

## You have a vision and we will develop it.

Everything has its origins. At Dahlhausen this is the fabrication of high-quality scalpels. Today, we produce medical technology for every hospital environment.

The development and production of high-quality medical technology has been a supporting pillar of Dahlhausen since the company was founded in 1854. It is therefore significant that Dahlhausen was founded by a surgical instrument craftsman. And in the generations that followed, men who had learned the craftsmanship of medical technology from ground up took over top positions in the company and brought it to the fore.

The company that had initially started with the manufacture of precision scalpels grew systematically into a supplier of an extensive range of instruments and auxiliaries for surgery, anesthesiology and nursing care.

At Dahlhausen, the development of its own, above all new, medical technology always went hand in hand with changes in the medical world. We have always seen it as our uppermost duty to recognize this early on and to provide the appropriate answer – right up to the present day.

With an uncompromising focus on the requirements and challenges presented by patients, physicians and nurses, Dahlhausen has become quality manufacturer and problem solver in one. Together with you, we can influence and create the medical world of today and tomorrow.

**»»» Dahlhausen: Customer-Oriented Company**

## You take care of your patients. We will take care of you.

In hospitals you have to give everything you've got. And in return we give everything we've got for you.

This promise goes far beyond the medical devices themselves. Our range is large, but it would be nothing without the proficient service behind it.

Dahlhausen's range and service concept is geared towards the hospital supply and value chain as a whole. After all, your return is also our profit. We are continuously working to support your processes and procedures to the maximum. For us, this means, amongst other things, an exclusive customer care and logistics system for the highest possible flexibility, speed and nationwide ability to supply. Dahlhausen stands for one single contact partner for all products and all needs. This means bundling orders and standardizing product groups, saving costs and gaining time.

For us, the continuous qualification process of our sales representatives is paramount – the certification of our medical device advisors an obligation. At Dahlhausen we will always be able meet you at eye level – as a partner who understands your specific needs and with a product range that fits your requirements like a glove.

**Advancing hospitals**  
Head of product management Markus Rohr





**Four generations**  
 from the left: Peter Josef Dahlhausen, Managing Director (1961 bis 2009); Marie-L. Dahlhausen, Export Manager; Ulrich Dahlhausen, Managing Director since 2009; Verena Dahlhausen, Marketing Manager, with her sons Gabriel and Jakob and Gertrud Dahlhausen

**Landmarks**

# Progress is our tradition.

You can only be first if you dare to do something first.  
 We have been doing this since 1854.

The foundation of the Grevenberg company – Dahlhausen since 1915 – went hand in hand with a new era in medicine. The introduction of chloroform as an anesthetic enabled a breakthrough in modern surgery.

The surgical instrument craftsman Johann Wilhelm Grevenberg recognized from very early on the opportunities that medical progress opened up and the need for new and specialized instruments. In 1854, he was the first to start producing customized scalpels and bandages especially tailored to the needs of his clients.

In 1915, Peter Josef Dahlhausen followed with the serial manufacture of surgical instruments, a truly pioneering move. In 1964, it was Peter Josef Dahlhausen Junior who was the first person in Germany to include disposable items in his sales program.

Dahlhausen has paved the way for numerous products over the course of the past decades – whether they be disposable scalpels, dispensers, OP suction hoses, artificial respirator humidifiers or many other innovations besides.

From a deep conviction and long tradition we know: Medicine needs progress. And for this we are prepared to give nothing but our best. And this will also remain the case in the fourth generation – under the present management of Ulrich Dahlhausen.

**Dahlhausen: International**

# At home in Cologne. At home in Europe.

Not only doctors know no frontiers.  
 The demand for high-class medical technology is universal.  
 At least when it comes from Dahlhausen.

The world is getting smaller. Europe is becoming more and more unified. Many keep a sharp eye on competition. We focus on opportunities.

Dahlhausen is international. We have expanded our regional presence considerably in the past few years with our own subsidiaries and central warehouses in Austria, the Czech Republic and Slovakia. Our new logistics and production center in Halberstadt, Saxony-Anhalt, brings us even closer to our customers in Eastern Europe.

Dahlhausen enjoys close cooperation with strong partners wherever it does not yet have its own subsidiaries. This enables us to export globally – and to import worldwide. As a global player, we operate in all international markets and exhibit at all trade fairs. We are continually establishing and intensifying trade relationships throughout the globe.

After all, we understand globalization as: Free access to the latest medical technology, highest quality and only the best purchasing terms and conditions. We pass on all of these advantages to our customers – because healthy hospitals lie close to our heart.



We care for you.