

**PAJUNK®**

Pioneering medical technology





# *Sharing values inspires trust*

Simone Pajunk-Schelling and Martin Hauger, managing directors



*Our goal – pioneering and exploring new markets.*

*The success story of the PAJUNK® company began in Geisingen/Baden-Württemberg, the heart of precision engineering, in the mid-sixties. The brothers Horst and Heinrich Pajunk founded the enterprise that specialized in developing and manufacturing of highly precise medical technology instruments. At first, they were OEM suppliers. From the mid-seventies on, they've provided their own product range.*

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In the past five decades, our independent family business saw continuous growth. With a staff of over 400 employees, the company now offers a large variety of products in four business segments. In regional anaesthesia, pain therapy and neurology, PAJUNK® is the market leader as a full-range supplier for all single shot and continuous methods, offering product systems of cannulas, catheters and nerve stimulation devices. We supply modular system solutions for minimally invasive surgery, we're a specialty supplier for custom-designed surgical balloons, and we manufacture both disposable and reusable products in our own cleanrooms. PAJUNK® is also a big player in the field of biopsy. With our core competences in grinding and polishing technology, our product range comprises more than 100 different tips. Stainless steel syringes for dental medicine and concepts for needle injury prevention complete our assortment.

As second generation entrepreneurs, Simone Pajunk-Schelling and Martin Hauger put a great deal of energy into internationalizing sales, while staying absolutely loyal to the production site in Germany, where the company headquarters and R&D are also located. PAJUNK®'s sales offices in Germany, the U.S. and Great Britain, as well as our exclusive partners and distributors make the worldwide distribution of premium quality PAJUNK® products perfect.



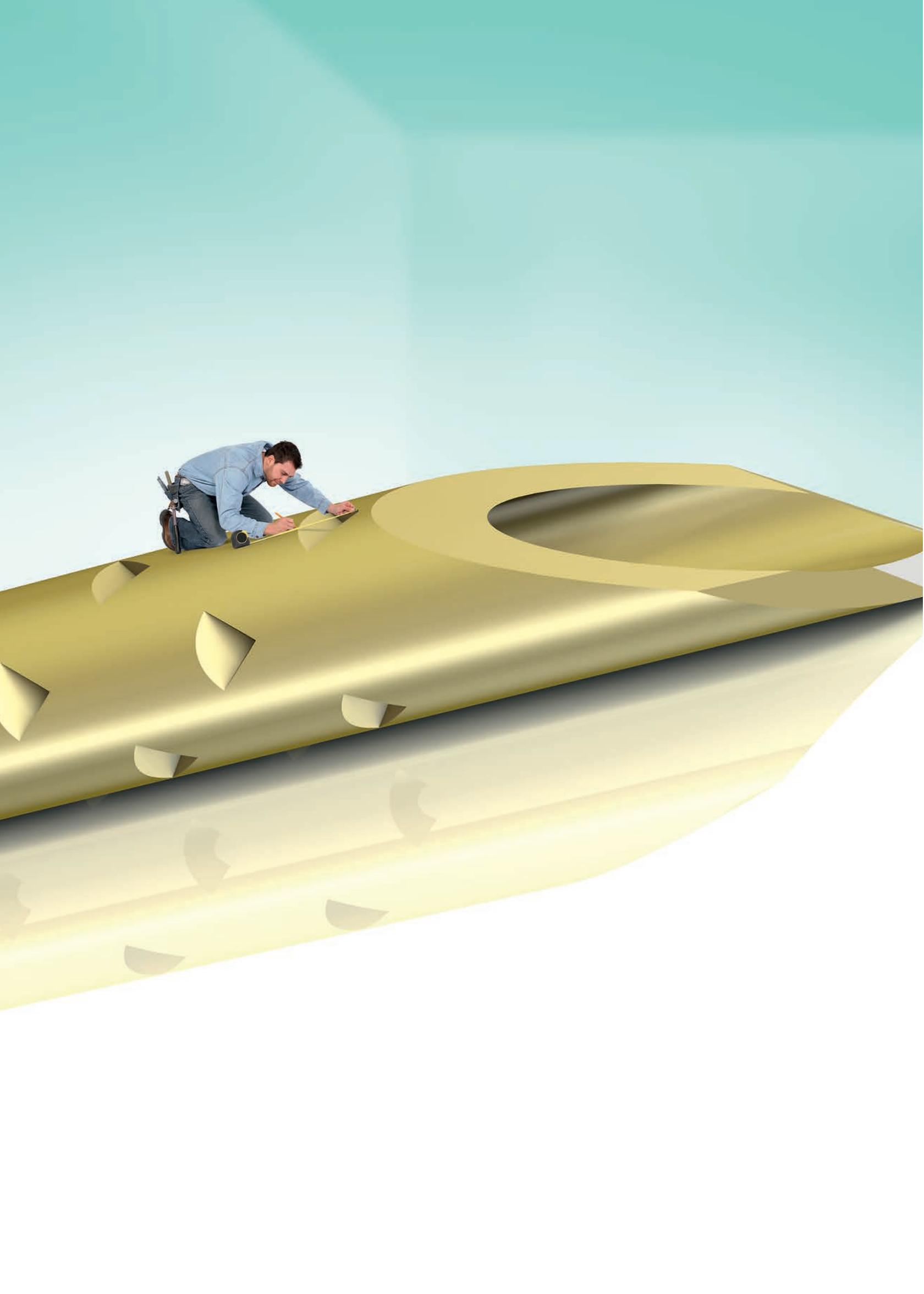
*We set the tone for product innovation.*

*New methods and application fields, growing cost pressure and the trend towards out-patient medical care – there are a number of issues that have an impact on the dynamic development in medical technology. With our product segments, PAJUNK® meets the demands these topics create, finding ways to meet these challenges with new product innovations.*

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Our innovative strength is based on the company's products which are in daily use. We listen closely, and we're open for new ideas and concepts – whether they're needed for application technology, for product features or for the safety of patients and medical staff. For instance, PAJUNK® literally revolutionized spinal anaesthesia with the atraumatic SPROTTE® cannula, setting a new standard in catheter placing with the „Catheter through Needle“ Technique according to Meier. The „Cornerstone“ technology acc. to Mitchell is PAJUNK®'s answer to the introduction of ultrasound technology, which further strengthened the company's position not only in regional anaesthesia and biopsy, but also in new fields like pain therapy and neurology.

It's this mix of hands-on experience, development skill and implementation power that led to PAJUNK® becoming one of the leading players in our field. Our partners appreciate the entrepreneurial spirit, the medium-sized structures and the pragmatism with which we tackle and implement our product ideas. Numerous patents and business awards document the innovation power of the enterprise. The large number of clinical studies attesting PAJUNK® products superior quality show how relevant these developments are for everyday practice.



*You can expect absolute precision, down to the last detail.*

*Good is never quite good enough for us. As specialists, we always aspire to be one of the best, which we accomplish time and again, as numerous studies have shown. It also means that we don't simply relax in what we achieved. We will never give up trying to improve our products.*

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Our high standard starts as early as in raw material acquisition, and we never compromise to save money. We ensure maximum process safety with a tight quality management, from development to all production steps through to the end product, including cleaning and control procedures. Our state of the art plants provide the complete spectrum for all necessary production phases in-house. Because of various existing application techniques, we can include new developments in the existing processes easily. If needed, we construct tools, machinery parts and automation technology ourselves. Of course, we're certified for all necessary quality standards.

As an international company, we meet the demands for global certification, which have been getting stricter, from development documentation through to clinical evaluation and risk management. Our headquarters in the Tuttlingen area are the heart of medical technology in Germany, which gives us access to highly qualified staff, whom we constantly give further training.



*Customer satisfaction motivates us to achieve peak performance.*

*The safety of patients and users is our top priority. Whether it's our seasoned product range or the launch of new technology, we keep an intense exchange with professionals and business partners and regularly supply you with info material and educational programs.*

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At PAJUNK®, we see ourselves as intermediators between medical technology and practice. Even in the early stages, whenever new trends like the use of ultrasound technology in regional anaesthesia manifest themselves, we look into the effects thoroughly. That way, our product innovations are always embedded in a complete concept that also introduces the new technology. We monitor and analyze everything that facilitates work and handling. It isn't uncommon for us to find and actualize new ideas for product accessories in the process. It's our goal for you to quickly become as familiar as possible with new processes.

We use platforms like national and international trade shows, lectures and workshops during congresses for informing users in line with actual practice. Furthermore, we host our own conferences and offer in-house training. We share any scientific and actual practice findings with our customers on a regular basis, via our own information media. With an extensive distributor network, brief response times and the highest possible availability, we make sure you can always depend on us.



*PAJUNK® – elevating your ideas to new heights.*

*Our success relies on our strong staff who helped carry the growth of the past years. It's this perfect interplay of long years of experience and enthusiastic will to create that makes our corporate culture so unique.*

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As an owner-managed family business, we appreciate being close to our employees, making environmentally sustainable decisions whenever possible. Our working environment creates space for our employees by providing openness, trust and dependability – all necessary characteristics for a functioning corporate spirit, and for our staff's commitment. PAJUNK® also offers interesting long-term perspectives – professionally with attractive further training, and personally with options for step-by-step career planning. We offer young people many professional commercial and business degrees as well as continuous training. Many of them stay with the company after acquiring their degrees, taking advantage of the various career chances our dynamically growing company has to offer.

We are staying loyal to our headquarters in Geisingen, where we have invested in expanding both our plants and administrative buildings, already planning the next steps for additions to our site. We stand by the strategically sound environmental targets. These include an emission-free production plant, minimizing the use of resources by regenerative heat recovery and water-based cleaning processes, as well as a sustainable building technology that uses geothermal energy and photovoltaics. All these are part of the basis of making our company fit for the future.

*We look forward to accepting  
new challenges with you.*

Your PAJUNK® team

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