

MADE  
IN  
GERMANY

# BALDUS®

• *NITROUS OXIDE/  
OXYGEN SEDATION  
SYSTEMS*

INNOVATIVE, COMFORTABLE, SAFE.

**Baldus**  
Sedation

[www.baldus-sedation.com](http://www.baldus-sedation.com)





THE BALDUS FAMILY, OWNED AND  
MANAGED IN THE 2ND GENERATION:

from left to right: Marita and Ulrich  
Baldus, son Fabian with wife Lisa and  
their children Charlotte and Helena.



TOP EMPLOYERS MEDIUM BUSINESS 2019, 2020

## COME JOIN THE REVOLUTION!

Dear Partners,

we are a family owned and managed company, and our name Baldus, has a far greater meaning for us. It means: Where you see the Baldus brand, you can rely on uncompromising quality and dedication to you and your customers. With attention to the finest details, you know owning our products you have more than just our name as our promise to you. You have our attention to detail in the products we manufacture, our expert sales consultants, and fully trained service team. With our Baldus nitrous oxide systems, we have taken a step further:

- *We have taken the revolution in the dental nitrous oxide sedation into our hands!*

We recognized that dentists want new technology with practical solutions that can be easily applied in the practice. Our products fulfill these needs, with our newly developed technology and unique system.

In this way we are improving the overall care, the dentist can provide to the patient, and change how they treat patients. Our product is doing this today all over the world. We have many avid fans of our products already in Europe to Africa, Asia and North America to Australia.

So that you and your customers can rely on first-class Baldus quality, our focus is on quality innovations in combination with clever detail and modern design. The complete Baldus solution is simply superior. Convincing in every aspect: in hygiene and usability, design, in efficiency and in compliance.

This means that doctors will satisfy their patients by using Baldus. Efficient easy to use functions will make your work easier and faster. And not to forget: Baldus nitrous oxide sedation is a marketing turbo for your practice. With our help, it can easily be promoted to the patients – on social media, your website or in the waiting room. With this advantage it is a win-win situation for you and your patients.

I personally invite you to join the Baldus family: using our products will give you the tools you need to provide the best possible dental care to your patients.

Fabian Baldus

# PROFESSIONAL COMPETENCE AND KNOW-HOW FOR OVER 25 YEARS

**1993**

» Company was founded: Ulrich and Marita Baldus founded Baldus Medical Technology with focus on central medical gas supply systems and installations.



**2002**

» ISO – Company Certification (ISO 13485)



**2009**

» Development of the first components for the nitrous oxide sedation system.

**2000**

» Start as the distributor of American made nitrous oxide sedation systems in Germany

**2007**

» Fabian Baldus expands the team with focus on installations, service, sales and administration.



**2011**

» Fabian Baldus becomes the managing director. Expansion of the company's facility in Urbar.

**2016**

» Market introduction of the Baldus Analog nitrous oxide sedation unit and the Baldus Double Mask Scavenger system.



**2017**

» Market introduction of the Baldus Touch nitrous oxide sedation unit.



**2020**

» Number of employees: 30

**2015**

» Receives wholesale trade permit for medical gases (oxygen and nitrous oxide), only Germany.

» Expansion of our 360° Premium Service

**2017**

» Start of the n2o – Academy



**2019**

» 1<sup>st</sup> German Nitrous Oxide Congress

» Double Honors for Baldus Touch: German Innovation Award and Success Award

**2021**

» Relocation to newly built offices and production site in Bendorf, next to Koblenz.



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**WELCOME TO THE BALDUS® FAMILY!**

**OUR CORE FAMILY  
BUSINESS VALUES  
ARE EMBODIED IN  
OUR COMPANY'S  
VISION AND MAKE  
UP OUR DNA.  
WE SEE OURSELVES  
AS A DRIVER OF  
INNOVATION AND  
TECHNOLOGY, AND  
IMPULSE GENERATOR  
IN THE MARKET.**

We think of modern, oriented solutions, with the focus always being on the real needs of our customers. We look with confidence and great expectation into the future in achieving our goals. In addition, we live the principle of first-class quality "Made in Germany"



#### **360° SERVICE**

- » Premium Manufacturer
- » Customer Service
- » Marketing Power Support
- » The only German manufacturer of nitrous oxide sedation systems for dentists
- » Market leader in Germany
- » Global partners in over 50 countries
- » Used by medical professionals in hospitals, surgical clinics, laboratories and dental practices





It is the dedication and focus of our employees, that ensures a win-win business relationship with you and your customers. For example, we train you and your team hands-on in your office. Because your success, is our success. Our goal is to make you and your customers 100 % satisfied with our Baldus nitrous oxide sedation solutions.

- » **We supply and take care of all your needs from a single source:** with trained expert consultants, equipment, and technical support.
- » **We place a high value on a family partnership:** competent advisors and support for you
- » **We as the manufacturer train our partners:** hands on expert certified training from us as well as further education on nitrous oxide sedation.
- » **We work at eye level:** because we want to grow together as partners through your success
- » **We give impulse** for product "Made in Germany"

## LEADING THROUGH INNOVATION



We are delighted about receiving the German Innovation Award and the Success Award the ISB (Investment and Structural Bank of Rhineland-Palatinate) for our Baldus Touch nitrous oxide system.

MODERN | TECHNOLOGICALLY ADVANCED | INNOVATIVE | FAMILY | GERMAN



**SUCCESS | 2019**  
VORSPRUNG DURCH INNOVATION



**MADE  
IN  
GERMANY**



## **EXTRA COMFORT WITH THE BALDUS® DOUBLE MASK SCAVENGER SYSTEM**

### **SIMPLY DEVELOPED FOR THE PRACTICE**

The new Baldus double mask scavenger system integrates more than 20 innovations and improvements. We were able to analyze and learn from other systems, make improvements and integrate the needs of our customers into our exceptional double mask and scavenger system. Take advantage of the secure and amazingly efficient Baldus double mask scavenger system – developed and manufactured in Germany!



### **SUSTAINABLE IN EVERYDAY LIFE, ECONOMICAL AND SAFE**

- » Fully autoclavable
- » Perfect fit with an optimal seal
- » Efficient gas evacuation
- » Safe for the practice staff
- » Low room air contamination

### **MAXIMUM COMFORT FOR THE PATIENT**

- » High patient compliance and acceptance
- » Free breathing
- » Soft, latex-free material
- » No uncomfortable pressure points
- » Natural fragrances, that delight every nose

### **SIMPLY DEVELOPED FOR THE PRACTICE IN MIND**

- » Lowest profile double mask
- » More treatment handling free space
- » Easy to use
- » Perfect fit of the mask
- » Compatible with all other nitrous oxide systems
- » **Patent No. D875240**
- » **Patent No. D875239**
- » **Patent No. D875238**





**TECHNICALLY SUPERIOR AND POWERFUL:**

# BALDUS® TOUCH



**SUCCESS | 2019**  
VORSPRUNG DURCH INNOVATION

## INNOVATION WELL THOUGHT THROUGH

The touchscreen is the most obvious innovation when you look at the Baldus Touch. But it is much more than that. The Baldus Touch is the next generation of digital oxygen-nitrous oxide mixers, with new menu functions and innovative system settings. This makes it a ground-breaking innovation in the dental nitrous oxide market.



Not yet available for sale in the United States. Coming soon!

- » US Patented **US Patented No. 10,065,159 B2**
- » Intuitive easy to use touchscreen
- » Automatic safety and check features
- » Patient documentation feature
- » Powerful with a maximum flow rate of 18L / min.
- » Maximum compatibility
- » Acoustic and visual information signals

- » Integrated error and assessment memory
- » Shorter response times of the device

## CREATED FOR SAFETY AND HYGIENE

- » Automatic integrated safety features
- » Hygienic design



**US Patented**  
No. 10,065,159 B2

**MORE MODERN TECHNOLOGY  
AT YOUR FINGERTIPS  
MORE FEATURES  
MORE SAFETY**

## DOUBLE HONORS

- » German Innovation Award: This highly coveted merit-based award we received in 2019 for Excellence in Business to Business

- » Success 2019: Award for Innovation, given by the Investment and Structural Bank of Rhineland-Palatinate.
- » The Best and most Meaningful award are our many satisfied customers, who are already working with this next generation of dental nitrous oxide sedation.



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*ELEGANT DESIGN, INTUTIVE TO USE:*

# BALDUS® ANALOG

## *ORIENTED TOWARDS PRACTICAL NEEDS*

The Baldus Touch convinces with extremely robust and resistant materials and many functions, which are highly valued by users in everyday situations. It fits perfectly into any modern practice design. And establishes trust in the patient.

- » Tamper-proof
- » Optimal maximum flow rate of 15L / min.
- » Acoustic warning tone
- » Rapid O<sub>2</sub> supply via flush button
- » N<sub>2</sub>O concentration easy to read
- » Intuitive one-button operation



## *CREATED FOR SAFETY AND HYGIENE*

- » Maximum resilience
- » Extremely durable and easy to care for
- » Clever, hygienic design





## WE'RE TAKING YOU FURTHER – KNOWLEDGE THAT COUNTS

### N2O-ACADEMY

That we train and educate you and your staff on all our devices, is a matter of course for us. Because we want to know what motivates and drives you. We want to give you the right answers, to your questions that arise during the use of our products. Only in this way, do you get the best for yourself, and your customers from the Baldus product.



### TRAINING IN THE N2O-ACADEMY

» We have selected experienced trainers and speakers from different specialty dental fields, who pass their knowledge and use of nitrous oxide on to you. This gives you a real-life insight into the everyday sedation treatment with nitrous oxide.

In the practical part of the course, you will be working hands-on with the Baldus equipment and our sedation accessories. A key component of the training is the mutual sedation of the participants under the direction of the trainer. In this way you slip into the role of the practitioner as well as the role of the patient. This will give you a better feel when talking to your patients.

### 1<sup>ST</sup> OF A KIND HIGHLIGHT: The German Nitrous Oxide (Laughing Gas) Congress

» In the summer of 2019, we held the N2O –Academy the 1st German Nitrous Oxide (Laughing Gas) Congress in Koblenz, Germany. Over 100 participants benefited from a variety of speakers from the fields of anesthesia, pediatric dentistry, surgery, implantology and periodontology.



### N2O-ACADEMY

- » Established in 2017
- » Over 2,000 happy participants trained and certified

## GERMAN NITROUS OXIDE CONGRESS







**FABIAN BALDUS**  
MANAGING DIRECTOR



**LISA BALDUS**  
QUALITY ASSURANCE MANAGER /  
REGULATORY AFFAIRS MANAGER

## WE ARE HERE FOR YOU



**LINDA MOSKOPP**  
MARKETING MANAGER



**BENJAMIN NÜSE**  
GLOBAL PRESIDENT  
NITROUS OXIDE SEDATION



**ANNIKA MEHMETI**  
HEAD OF N2O-AKADEMIE,  
SALES ASSISTANT



**HANS HEYDORN**  
MANAGING DIRECTOR OF  
SALES, USA



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