CRESQUES

Sample report — public data

Who sells medical consumables in Germany — and who to talk to first

Distributor shortlist with evidence from public contract awards · CPV 3314

Prepared for a sample client: a manufacturer of CE-marked single-use wound-care and first-aid consumables (hypothetical)

Prepared by Cresques · 2 November 2026

Evidence period: contract award notices published on TED from 3 Nov 2023 to 27 Oct 2026.

cresques.com

Summary

195	1,412	251	61
award notices	awards (winner × lot)	winning companies	notices by the top 10 buyers

From 3 November 2023 to 27 October 2026, German public buyers published 195 contract award notices for medical consumables (CPV 3314) on TED, with 1,412 awards to 251 companies.

The biggest winners are manufacturers and their own German sales companies — PAUL HARTMANN, Medline, B. Braun, Lohmann & Rauscher, Becton Dickinson and others. 14 of the 20 companies with the most notices are of this kind. They sell their own brands: for a manufacturer looking for a partner they are competitors, not distributors.

The partner candidates are the independent distributors among the winners: Mediq Deutschland, Fleischhacker, meetB, 1A Medizintechnik and Balmung Medical Handel (registered in Austria), plus Hestomed & Helbig, a specialist dealer that also has an own brand. Several of them focus on emergency medicine and first aid, according to their own websites.

Our top 5 below are the distributors whose own websites show a range that a CE-marked wound-care and first-aid line would complement, and who won contracts from several different public buyers — evidence that they can bid and deliver.

The customs headings that contain this category are broader than it (see Market size): read those figures as an upper bound.

Our top 5 — who to contact first

1. Mediq Deutschland GmbH · Merzig-Besseringen

Independent distributor (part of the Dutch Mediq group) supplying medical products and consumables — wound, stoma, tracheostomy, incontinence and diabetes care — to patients and care providers, according to its website. 14 awards in 6 notices from 4 different public buyers. The broadest consumables range among the distributors here.

Distributor · 14 awards in 6 notices for 4 buyers · latest 25 May 2026 · mediq.de

2. Fleischhacker GmbH & Co. KG · Schwerte

Distributor of medical and laboratory supplies, including emergency-medicine equipment and consumables; its website promotes products of other manufacturers. 9 awards in 5 notices from 5 different buyers — the widest buyer base among the smaller distributors.

Distributor · 9 awards in 5 notices for 5 buyers · latest 6 Aug 2026 · fleischhacker.biz

3. meetB gesellschaft für medizintechnik Vertrieb mbH · Michendorf

Independent medical-technology wholesaler and web shop for emergency medicine, with more than 12,000 items from about 90 manufacturers, according to its website — used to adding new suppliers. 8 awards in 5 notices from 5 buyers.

Distributor · 8 awards in 5 notices for 5 buyers · latest 6 Aug 2026 · meetb.de

4. 1A Medizintechnik GmbH · Bocholt

Specialist trade (B2B and online shop) in emergency medicine, first aid, occupational safety and hygiene products — a direct fit for first-aid consumables. 8 awards in 5 notices from 5 buyers.

Distributor · 8 awards in 5 notices for 5 buyers · latest 19 Jan 2026 · 1a-medizintechnik.de

5. Hestomed & Helbig Medizintechnik GmbH + Co KG · Neuenstadt

Specialist dealer for emergency medical services with about 6,000 consumables and devices, and an own product line — so position your products as complementary to it. 14 awards in 8 notices from 7 buyers, the most buyers of any distributor here. According to its website, it became part of hestomed GmbH on 1 August 2026: write to the current company.

Manufacturer and distributor · 14 awards in 8 notices for 7 buyers · latest 6 Aug 2026 · hestomed-helbig.de

The companies that win this category

Ranked by the number of award notices in the category. Role = what the company says about itself on its own website (quoted below), researched for this report. Values: only prices stated as awarded, in euro; framework ceilings and estimates are not counted.

#	COMPANY	ROLE	NOTICES	AWARDS	BUYERS	LATEST	AWARDED VALUE
1	**Paul Hartmann AG** Heidenheim · hartmann.info	Manufacturer	21	91	11	15 Sept 2026	–
2	**Medline International Germany GmbH** Kleve · medline.eu	Manufacturer's own subsidiary	13	37	8	16 Oct 2026	–
3	**B. Braun Deutschland GmbH & Co. KG** Melsungen · bbraun.com	Manufacturer's own subsidiary	11	59	4	1 Aug 2026	€1,444,108
4	**Lohmann & Rauscher GmbH & Co. KG** Rengsdorf · lohmann-rauscher.de	Manufacturer	8	37	5	15 Sept 2026	–
5	**Becton Dickinson GmbH** Heidelberg · bd.com	Manufacturer's own subsidiary	8	36	5	20 Feb 2026	€59,882
6	**Hestomed & Helbig Medizintechnik GmbH + Co KG** Neuenstadt · hestomed-helbig.de	Manufacturer and distributor	8	14	7	6 Aug 2026	€360,522
7	**Mölnlycke Health Care GmbH** Düsseldorf · molnlycke.com	Manufacturer's own subsidiary	7	22	5	16 Oct 2026	–
8	**Balmung Medical Handel GmbH** Langkampfen (AUT) · balmung-medical.com	Distributor	6	29	4	1 Jul 2026	–
9	**Mediq Deutschland GmbH** Merzig-Besseringen · mediq.de	Distributor	6	14	4	25 May 2026	–
10	**Medtronic GmbH** Meerbusch · medtronic.de	Manufacturer's own subsidiary	5	24	3	16 Oct 2026	–
11	**Stryker GmbH & Co. KG** Duisburg · stryker.com	Manufacturer's own subsidiary	5	22	5	1 Apr 2026	€1,000
12	**Solventum Germany GmbH** Neuss · solventum.com	Manufacturer's own subsidiary	5	16	4	20 Feb 2026	–
13	**Vygon GmbH & Co KG** Aachen · vygon.de	Manufacturer	5	15	3	1 Jul 2026	€1,294,475
14	**Teleflex Medical GmbH** Fellbach · teleflex.com	Manufacturer's own subsidiary	5	15	4	16 Oct 2026	–
15	**Smith & Nephew GmbH** Hamburg	Manufacturer's own subsidiary	5	11	4	1 Apr 2026	–
16	**Fleischhacker GmbH & Co. KG** Schwerte · fleischhacker.biz	Distributor	5	9	5	6 Aug 2026	–

#	COMPANY	ROLE	NOTICES	AWARDS	BUYERS	LATEST	AWARDED VALUE
17	**meetB gesellschaft für medizintechnik Vertrieb mbH** Michendorf · meetb.de	Distributor	5	8	5	6 Aug 2026	€9,684
18	**1A Medizintechnik GmbH** Bocholt · 1a-medizintechnik.de	Distributor	5	8	5	19 Jan 2026	–
19	**Boston Scientific Medizintechnik GmbH** Düsseldorf · bostonscientific.com	Manufacturer's own subsidiary	4	16	4	28 Aug 2025	–
20	**Abena GmbH** Zörbig · abena.de	Manufacturer's own subsidiary	4	15	3	14 Jan 2026	–

What the companies say about themselves

Mediq Deutschland GmbH — Distributor (confidence: high)

> *“With over 125 years of experience and a strong network, we supply high-quality medical products and tailored solutions for the healthcare sector.”*

https://mediq.de/uber-uns

> *“In 1899 Mediq began as Onderlinge Pharmaceutische Groothandel (OPG), a purchasing cooperative”*

https://mediq.de/uber-uns

Fleischhacker GmbH & Co. KG — Distributor (confidence: high)

> *“Fleischhacker GmbH & Co. KG, headquartered in Schwerte, is a trading company for medical and laboratory technology with long experience in international aid business.”*

https://www.fleischhacker.biz

> *“With over 135,000 items, Fleischhacker offers a rich range of products here that are very easy to order.”*

https://www.fleischhacker.biz

meetB gesellschaft für medizintechnik Vertrieb mbH — Distributor (confidence: high)

> *“As an independent wholesale partner for all the industry's top brands, we offer a range of more than 12,000 items”*

https://meetb.info/ueber-uns/firmengeschichte/

> *“Owner: meetB® gesellschaft für medizintechnik Vertrieb mbH, Address: Tulpenweg 24, 14552 Michendorf”*

https://www.meetb.de/custom/index/sCustom/3

1A Medizintechnik GmbH — Distributor (confidence: high)

> *“Specialist retailer for emergency medicine, first aid, occupational safety and hygiene - 1A Medizintechnik GmbH”*

https://www.1a-medizintechnik.de/

> *“ISO 9001 certified - trade and distribution of medical devices and medicinal products, plus advice on their use”*

https://www.1a-medizintechnik.de/

Hestomed & Helbig Medizintechnik GmbH + Co KG — Manufacturer and distributor (confidence: medium)

> *“As a specialist dealer with our own product development, we consistently align ourselves with our customers' needs.”*

https://home.hestomed.de/ueber-uns

> *“Many products of our redfamily series are made in-house at Werkzeugbau Hartmann GmbH.”*

https://home.hestomed.de/ueber-uns

Balmung Medical Handel GmbH — Distributor (confidence: medium)

> *“We, Balmung Medical Handel GmbH, are the reliable partner for the secure procurement and fast delivery of medical supplies.”*

https://www.balmung-medical.com/

> *“The strengths of this internationally active trading company include, above all, close and trusted customer contact and transparent activity on the global market.”*

https://www.balmung-medical.com/dienstleistung/

Paul Hartmann AG — Manufacturer (confidence: high)

> *“As a leading manufacturer, HARTMANN has offered incontinence products in more than 35 countries for over 50 years.”*

https://corporate.hartmann.info/de-de/ueber-uns/inkontinenzmanagement

> *“Of this, EUR 5.7 million relates to the relocation of production to Poland in the Wound Care segment.”*

https://corporate.hartmann.info/de-de/news-presse/kennzahlen

Medline International Germany GmbH — Manufacturer's own subsidiary (confidence: medium)

> *“We manufacture approximately one-third of our Medline Brand products, which are primarily Class I and II medical devices, through our 30 manufacturing facilities, of which 24 are in North America.”*

https://www.sec.gov/Archives/edgar/data/2046386/000204638626000009/mdln-20251231.htm

B. Braun Deutschland GmbH & Co. KG — Manufacturer's own subsidiary (confidence: high)

> *“As a systemically relevant supplier in our home market Germany we offer integrated solutions as well as economical and resource-saving services and products.”*

https://www.bbraun.de/de/ueber-uns/unternehmen/b-braun-deutschland.html

> *“The responsible organisation is B. Braun Deutschland GmbH & Co. KG”*

https://www.bbraun.de/de/ueber-uns/unternehmen/b-braun-deutschland.html

Lohmann & Rauscher GmbH & Co. KG — Manufacturer (confidence: medium)

> *“its important role as developer, manufacturer and trader for the healthcare system in Germany”*

https://www.lohmann-rauscher.com/de-de/unternehmen/presse/presseinformationen/presse-detail/gesundheitsminister-von-rheinland-pfalz-zu-besuch-bei-lohmann-rauscher-im-fokus-stehen-innovation-nachwuchsfoerderung-und-regulatorische-herausforderungen/

> *“With the development, manufacture and distribution of healthcare solutions we make an important contribution to the global healthcare sector.”*

https://www.lohmann-rauscher.com/de-de/unternehmen/wer-wir-sind/

Who buys

Public buyers with the most award notices in this category in the evidence period.

BUYER	CITY	NOTICES
Vertragseinrichtungen der Prospitalia GmbH, Ulm	Ulm	15
EK-UNICO GmbH	Münster	10
Bundesamt für Ausrüstung, Informationstechnik und Nutzung der Bundeswehr	Koblenz	9
Charité - Universitätsmedizin Berlin	Berlin	5
Landeshauptstadt Dresden, GB Arbeit, Soziales, Gesundheit und Wohnen, Städtisches Klinikum Dresden	Dresden	5
Klinikum der Universität München AöR	München	4
Rettungsdienst-Kooperation in Schleswig-Holstein gGmbH	Heide	4
Amt für Recht, Vergabe und Versicherungen	Köln	3
Berliner Feuerwehr	Berlin	3
Fraport AG	Frankfurt am Main	3

Market size — imports into Germany

Eurostat Comext, imports from all countries (intra- and extra-EU), in euro. The customs headings below are those that contain this category; most are broader than it, so read the totals as an upper bound, heading by heading.

HS HEADING	2023	2024	2025
3005 Wadding, gauze, bandages and the like, e.g. dressings, adhesive plasters, poultices, impregnated or covered with pharmaceutical substances or put up for retail sale for medical, surgical, dental or veterinary purposes	€1,001,954,245	€1,023,177,420	€1,127,529,581
3006 Pharmaceutical preparations and products of subheadings 3006.10.10 to 3006.60.90	€1,351,921,680	€1,456,162,499	€1,741,819,727
4014 Hygienic or pharmaceutical articles, incl. teats, of vulcanised rubber (excl. hard rubber), with or without fittings of hard rubber, n.e.s. (excl. articles of apparel and clothing accessories, incl. gloves, for all purposes)	€72,591,518	€77,679,875	€79,195,417
4015 Articles of apparel and clothing accessories, incl. gloves, mittens and mitts, for all purposes, of vulcanised rubber (excl. hard rubber and footwear and headgear and parts thereof)	€489,010,660	€614,996,271	€693,703,342
9018 Instruments and appliances used in medical, surgical, dental or veterinary sciences, incl. scintigraphic apparatus, other electro-medical apparatus and sight-testing instruments, n.e.s.	€12,719,356,730	€13,343,510,001	€14,717,284,481

How to make first contact lawfully in Germany

E-mail advertising without the recipient's prior express consent is an unreasonable nuisance under §7 UWG; open with a letter, a trade fair or an introduction.

Our reading of the rules as of 2 November 2026; not legal advice. Full guide: cresques.com/markets/de

Recommended channel for this shortlist: A short letter by post to the management (Geschäftsführung), offering samples and German product documents, then a phone call. Do not send unsolicited e-mail: in Germany advertising by e-mail needs prior consent, also between companies (§ 7 UWG).

First messages for the top 5

Mediq Deutschland GmbH

German — letter to the management

Sterile Wundauflagen und Erste-Hilfe-Artikel mit CE-Kennzeichnung – Anfrage zur Zusammenarbeit

Sehr geehrte Damen und Herren,

wir sind Hersteller steriler Wundauflagen und Erste-Hilfe-Verbrauchsartikel mit CE-Kennzeichnung und suchen einen Vertriebspartner in Deutschland.

Mediq beliefert Patienten und Versorger mit einem breiten Sortiment an Wund- und Verbrauchsartikeln und gewinnt auch öffentliche Ausschreibungen. Wir sind überzeugt, dass unsere Produkte dieses Sortiment ergänzen können.

Gern senden wir Ihnen Muster, Produktunterlagen in deutscher Sprache und unsere Händlerkonditionen. Darf ich Sie dazu in den nächsten Tagen kurz anrufen?

Mit freundlichen Grüßen
[Name, Funktion]
[Firma] · [Telefon] · [Website]

English: **CE-marked sterile wound dressings and first-aid items — request for cooperation**

Dear Sir or Madam,

We manufacture CE-marked sterile wound dressings and first-aid consumables and are looking for a distribution partner in Germany.

Mediq supplies patients and care providers with a broad range of wound-care and consumable products and also wins public tenders. We believe our products can complement this range.

We would be glad to send samples, German product documents and our dealer terms. May I call you briefly in the next few days?

Kind regards,
[Name, role]
[Company] · [Phone] · [Website]

Fleischhacker GmbH & Co. KG

German — letter to the management

Verbrauchsartikel für Notfallmedizin und Erste Hilfe – Anfrage zur Zusammenarbeit

Sehr geehrte Damen und Herren,

wir stellen sterile Wundauflagen und Erste-Hilfe-Verbrauchsartikel mit CE-Kennzeichnung her und suchen in Deutschland einen Fachhandelspartner.

Fleischhacker führt Medizin- und Laborbedarf einschließlich Notfallmedizin von verschiedenen Herstellern und beliefert öffentliche Auftraggeber in mehreren Regionen. Unser Sortiment könnte Ihr Angebot in diesem Bereich ergänzen.

Gern senden wir Ihnen Muster, deutsche Produktunterlagen und unsere Konditionen. Darf ich Sie dazu in den nächsten Tagen kurz anrufen?

Mit freundlichen Grüßen
[Name, Funktion]
[Firma] · [Telefon] · [Website]

English: **Consumables for emergency medicine and first aid — request for cooperation**

Dear Sir or Madam,

We make CE-marked sterile wound dressings and first-aid consumables and are looking for a specialist trade partner in Germany.

Fleischhacker carries medical and laboratory supplies, including emergency medicine, from various manufacturers and supplies public buyers in several regions. Our range could complement yours in this area.

We would be glad to send samples, German product documents and our terms. May I call you briefly in the next few days?

Kind regards,
[Name, role]
[Company] · [Phone] · [Website]

meetB gesellschaft für medizintechnik Vertrieb mbH

German — letter to the management

Neuer Hersteller für Wundversorgung und Erste Hilfe – Anfrage zur Aufnahme ins Sortiment

Sehr geehrte Damen und Herren,

wir sind Hersteller steriler Wundauflagen und Erste-Hilfe-Verbrauchsartikel mit CE-Kennzeichnung und suchen einen Vertriebspartner für den deutschen Rettungsdienst- und Klinikmarkt.

meetB führt nach eigenen Angaben mehr als 12.000 Artikel von rund 90 Herstellern. Wir würden uns freuen, unsere Produkte in Ihr Sortiment für die Notfallmedizin aufzunehmen.

Gern senden wir Ihnen Muster, deutsche Produktunterlagen und unsere Händlerkonditionen. Darf ich Sie dazu in den nächsten Tagen kurz anrufen?

Mit freundlichen Grüßen
[Name, Funktion]
[Firma] · [Telefon] · [Website]

English: **A new manufacturer for wound care and first aid — request to join your range**

Dear Sir or Madam,

We manufacture CE-marked sterile wound dressings and first-aid consumables and are looking for a distribution partner for the German emergency-services and hospital market.

According to its website, meetB carries more than 12,000 items from about 90 manufacturers. We would be glad to add our products to your emergency-medicine range.

We would be glad to send samples, German product documents and our dealer terms. May I call you briefly in the next few days?

Kind regards,
[Name, role]
[Company] · [Phone] · [Website]

1A Medizintechnik GmbH

German — letter to the management

Erste-Hilfe- und Wundversorgungsartikel mit CE-Kennzeichnung – Anfrage zur Zusammenarbeit

Sehr geehrte Damen und Herren,

wir stellen sterile Wundauflagen und Erste-Hilfe-Verbrauchsartikel mit CE-Kennzeichnung her und suchen in Deutschland einen Fachhandelspartner.

1A Medizintechnik ist auf Notfallmedizin, Erste Hilfe, Arbeitsschutz und Hygiene spezialisiert und beliefert auch öffentliche Auftraggeber. Unsere Produkte passen genau in diese Bereiche.

Gern senden wir Ihnen Muster, deutsche Produktunterlagen und unsere Konditionen für Fachhandel und Onlineshop. Darf ich Sie dazu in den nächsten Tagen kurz anrufen?

Mit freundlichen Grüßen
[Name, Funktion]
[Firma] · [Telefon] · [Website]

English: **CE-marked first-aid and wound-care items — request for cooperation**

Dear Sir or Madam,

We make CE-marked sterile wound dressings and first-aid consumables and are looking for a specialist trade partner in Germany.

1A Medizintechnik specialises in emergency medicine, first aid, occupational safety and hygiene and also supplies public buyers. Our products fit exactly these areas.

We would be glad to send samples, German product documents and our terms for specialist trade and online shop. May I call you briefly in the next few days?

Kind regards,
[Name, role]
[Company] · [Phone] · [Website]

Hestomed & Helbig Medizintechnik GmbH + Co KG

German — letter to the management

Ergänzende Verbrauchsartikel für den Rettungsdienst – Anfrage zur Zusammenarbeit

Sehr geehrte Damen und Herren,

wir sind Hersteller steriler Wundauflagen und Erste-Hilfe-Verbrauchsartikel mit CE-Kennzeichnung und suchen einen Partner im Fachhandel für den Rettungsdienst.

Ihr Sortiment für Rettungsdienst und Notfallmedizin umfasst nach Ihren Angaben rund 6.000 Artikel. Wir möchten Ihnen Produkte anbieten, die Ihr eigenes Programm ergänzen, nicht ersetzen.

Gern senden wir Ihnen Muster, deutsche Produktunterlagen und unsere Konditionen. Darf ich Sie dazu in den nächsten Tagen kurz anrufen?

Mit freundlichen Grüßen
[Name, Funktion]
[Firma] · [Telefon] · [Website]

English: **Complementary consumables for emergency services — request for cooperation**

Dear Sir or Madam,

We manufacture CE-marked sterile wound dressings and first-aid consumables and are looking for a specialist trade partner for emergency medical services.

According to your website, your range for emergency services and emergency medicine covers about 6,000 items. We would like to offer products that complement your own line rather than replace it.

We would be glad to send samples, German product documents and our terms. May I call you briefly in the next few days?

Kind regards,
[Name, role]
[Company] · [Phone] · [Website]

Trade fairs and congresses in the next 12 months

EVENT	WHERE	WHEN	WEBSITE
MEDICA trade_fair	Düsseldorf	16 Nov 2026 – 19 Nov 2026	https://www.medica-tradefair.com/
COMPAMED trade_fair	Düsseldorf	16 Nov 2026 – 19 Nov 2026	https://www.compamed-tradefair.com/
ALTENPFLEGE trade_fair	Nuremberg	20 Apr 2027 – 22 Apr 2027	https://www.altenpflege-messe.de/
DDG-Tagung 2027 (Jahrestagung der Deutschen Dermatologischen Gesellschaft) congress	Berlin	21 Apr 2027 – 24 Apr 2027	https://www.derma-tagungen.de/
22. Jahrestagung der DGINA congress	Köln	29 Apr 2027 – 1 May 2027	https://www.dgina-kongress.de/
DEWU Deutscher Wundkongress & Bremer Pflegekongress 2027 congress	Bremen	12 May 2027 – 14 May 2027	https://www.deutscher-wundkongress.de/

Sources and method

- Contract award notices: TED (Tenders Electronic Daily), © European Union, reused under Commission Decision 2011/833/EU. An award = one winner on one lot; companies are matched by registration number.
- Roles: research of each company's own website (quoted, with the address), checked before delivery.
- Market size: Eurostat Comext (DS-045409), imports by HS heading.
- Trade fairs: the organisers' official websites, checked dates only.
- First contact: Cresques country guide for Germany, with its sources.

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