



David Clarke
Managing Director
Paul Hartmann Pty Ltd



Paul Hartmann Pty Ltd is the Australasian subsidiary of leading international medical and health care company, The Hartmann Group.

The local company launched in January 2003 and is well supported by the 185-year-old Hartmann Group which has operations in over 30 countries worldwide.

Committed to Clinical Education

In Australia, Paul Hartmann distributes a wide and increasing range of high-quality, reliable and innovative products including hydroactive and traditional woundcare products, therapeutic bandages and products for continence management.

Hartmann products can currently be found in aged care facilities throughout Australia, New Zealand and Oceania.

Our Service

In addition to providing its customers with a comprehensive and innovative range of products, Paul Hartmann prides itself on providing them with the highest level of service and support to assist improve the quality of care to older people.

The company offers a dedicated network of supply points and local management across Australia via the Hartmann Alliance. This provides aged care facilities with increased responsiveness and national support, combined with local expertise and experience.

Hartmann is dedicated to the ongoing improvement of nursing within the aged care sector in Australia. In addition to providing products that directly improve patient care, the company is committed to imparting its expert knowledge through education and training, on both the broader clinical issues facing the aged care sector today, as well as the product range.

Our Partners

Hartmann provides high-quality products at value prices and supports them with excellent service. As a result, they have developed an increasing number of mutually beneficial long-term partnerships with many of their clients.

Following are comments from some of these partners on why they believe Hartmann has been nominated a 'Leading Supplier to Aged Care'.

Jenny Le Miere, Director of Nursing, Our Lady of Consolation Home, Rooty Hill

After trialling the products and services of four companies within the area of aged care, we selected Hartmann because of the support, service and education they provide.

Hartmann respond quickly, and provide comprehensive education programs which deal with complete issues, not just product sales. They tailor education to meet the needs of staff at all levels, and work very closely with us to introduce new strategies and programs to improve outcomes for our patients and allow us to better manage our systems.

A good example of this is how Hartmann educate our staff on continence management by utilising the Continence

Management Resource manual. This is a tool which they have developed to provide practical information on assessing, managing and evaluating continence problems in a residential care facility.

Tal Ellis, Lecturer in Nursing at the University of South Australia and Wound Management Specialist

In addition to having a product range which is very well suited to the aged care setting, Hartmann have a real willingness to listen to people on the coalface who are responsible for delivering treatment solutions. Having listened, they then respond quickly to market demand through continued education and product development.

When you work with Hartmann, you're not just a customer, you're a long-term partner, who works alongside them to provide the best products and services at a cost-effective price to your patients.

Keryln Carville, Registered Nurse and Clinical Nurse Consultant Wound Care

The after hours support and quick response time to extraordinary supply requests offered by Hartmann facilitates optimal care outcomes.

By providing us with the services of a Hartmann Clinical Nurse Consultant, they promote professional communication and provide a much valued resource.

Barry Cahill, CEO, The Continence Foundation of Australia

The Continence Foundation of Australia have benefited greatly from Hartmann's ongoing commitment to serve and support the aged care community.

A good example of their commitment has been 'The Continence Guide' which we launched with assistance from Paul Hartmann Pty Ltd which has already been distributed to more than 10,000 healthcare professionals, continence resource centres and individuals across Australia.

