

COMPANY PROFILE



Introduction

MAECOLUX SA is a company specialized for almost **15 years** in the **import / export of dental consumables and dental equipments**.

MAECOLUX SA leans on an **experienced team** and is managed by:

- A dentist adviser having worked in Africa during 10 years, and having more than 20 years' experience in exportation of dental equipments and consumables to Africa
- A generalist engineer having 15 years' experience of project management and trading all around the world.

MAECOLUX SA has a **recognized expertise** in African dental market.

ANNUAL TURNOVER:

2016: 1,4 Million €uro >> 2017: 1,6 Million €uro >> 2018: almost 2 Million €uro

Strategy, Core Values & Vision

Our knowledge and our close relation with the dental industry, our knowledge of socio-economic issues, our mastery of logistical solutions make MAECOLUX SA the ideal partner for your needs of dental supplies on emerging/developing markets.

MAECOLUX SA strives to deliver following benefits to its distributor partners:

- 'One-stop-shop' providing a large and expanding product range through links with several reputable and recognized international manufacturers.
- Highly Competitive pricing. We have worked in some of the most price sensitive countries and fully understand the weighting of this factor.
- Quality – we have taken a number of steps to ensure that our product range meets suitable quality standards (e.g. ISO, CE or FDA marking). This is equally as important as pricing for long term business.
- Experience of 'turn-key' projects which is advantageous for certain institutions & aid projects.
- Marketing assistance and support. 'On the ground' assistance and advise for successful launch of products. This is usually by co-participation in key exhibitions, occasionally with personnel from manufacturers.
- Training & Backup for Equipment and Installation. We have qualified technicians for our product ranges who provide this service 'on the ground'.
- Facilitation of Registration and provision of relevant certificates where necessary.

MAECOLUX's goals are to **satisfy customers'** needs and to develop dentistry in **emerging markets** in Africa, Asia, Latin America or Middle East.

Products & Services

MAECOLUX SA can supply a **complete range of equipments, products and consumables** mixing quality, performance, and affordability. We also offer **services as consultant** for the creation of dental clinics (private or public) and dental schools.

Based on our experience, we have constituted several starting kits of instruments or consumables, to ensure that new dentists can have all the necessary tools to start working properly.

Encouraged by its success, and in order to serve the best dentist interests, MAECOLUX SA has developed products with its own label such as complete dental units, amalgamators, ultrasonic scalers, micromotors or curing lights. A range of **reliable, robust and performing equipments**, with a **very good price / quality ratio** is thus proposed to the dealers and dentists.

MAECOLUX SA is able to support his customers with complete dental solutions or "**turn-key solutions**" which consists in the supply of the totality of the needed equipment that are constituting a dental clinic, the management of the logistics aspects, installation, users and maintenance teams training. MAECOLUX S.A can also provide to its customers the services of several qualified and experienced biomedical engineer (technicians) who are based in Europe or in Africa. Our technicians have been trained by several manufacturers, and are fully certified.

Being a distributor of medical devices, MAECOLUX SA ensures a **permanent monitoring of medical devices regulations** (93/42 CEE) and supports some of its foreign suppliers being their EU REPRESENTATIVE.



Dental Clinics



Technical Installations



Dental Hospital



Consulting



Dental teaching school



Turn-key project

Exclusive / Non exclusive distribution agreements

MAECOLUX SA is:

- exclusive agent and official distributor in Europe/Africa/Middle-East of **Mikrodenta**, official manufacturer of dental chairs and equipments (since 1979 - having factories in **Buenos Aires – Argentina**)
- exclusive agent and official distributor in Africa of **MGF compressors**, official manufacturer of industrial and dental compressors (since 1977 - having his factory in **Abbiategrosso - Italy**)
- exclusive agent and official distributor in Africa of **W&H and W&H Sterilization**, official manufacturer of dental rotative instruments and peripherals, and sterilization devices - having factories in **Buermoos / Austria and Brusaporto / Italy**)
- exclusive agent for Africa of **frasaco GmbH**, manufacturer of educational dental products (phantom head, artificial teeth, etc.) having his factory in **Tettngang – Germany**
- official distributor in Africa for **PDSA**, manufacturer of dental consumables having a factory in **Vevey, Swiss**
- official distributor in Africa of **INIBSA**, manufacturer of dental anesthetics having its factory in **Barcelona, Spain**
- official distributor in Africa of **CAVEX**, manufacturer of dental consumables having its factory in **Haarlem, Holland**
- official distributor in Africa of **GC Dental**, manufacturer of dental consumables and equipment having its factories in **Japan**
- official distributor in Africa for **OWANDY RADIOLOGY**, manufacturer of intra-oral and panoramic X-RAY units, having its factory in **Croissy-Beaubourg - France**
- official distributor in Africa for **TRIDENT S.r.l.**, manufacturer of intra-oral and panoramic X-RAY units, having its factory in **Castenedolo - Italie**
- official distributor in Africa for **DURR DENTAL GmbH**, official manufacturer of dental compressors and suction motors - having its factory in **Bietigheim-Bissingen - Allemagne**

To whom it may concern

Thank you for taking the time to go through MAECOLUX SA business company profile.
If you have any question or comments, feel free to contact us or to visit our website.
Our installations book is downloadable on our website.

