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Business Partner Mediation Project Croatia 2015 – Water and Wastewater Sector

Company Profiles of the German Companies

trAIDe GmbH
SEEDEV

Fuchs Enprotec GmbH

Company Outline

- **Contact:** Martin Fuchs
- **Website:** www.fuchs-germany.com
- **Turnover 2014:** ~3.0 mio. €
- **Industrial sector:** Mechanical engineering
- **Founded:** 1974
- **Profile:**
FUCHS Enprotec GmbH provides mechanical engineering processes and technologies .
For many decades our Germany-based company has been successful in providing high-quality solutions for treating wastewater, sewage sludge and off-gas.
Fuchs Enprotec GmbH has successfully realized projects all over the world (over 40,000 machines in over 1,000 plants).

Products

- Product 1: FUCHS OXYSTAR Aerator
- Product 2: FUCHS CENTROX Aerator
- Product 3: Fuchs Aerostar Aerator
- Product 4: Fuchs Turbostar Mixer

Intended Cooperation

- Direct export/sale to a distribution partner
- Representation of the product/service towards
- end customers / users (commission based)



Fuchs Enprotec GmbH

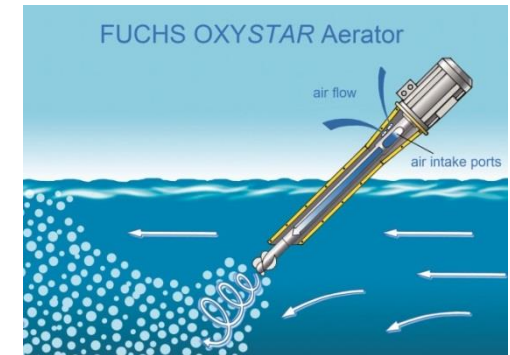
Products

Product 1: FUCHS OXYSTAR Aerator

- Efficient aspirating aerator creating a strong horizontal flow, ideal for activated sludge basins, aerated lagoons and equalization basins, optimum aeration and mixing of the wastewater, simple and versatile installation on sturdy flotation or at individually adjusted mounting brackets
- No need to empty the basin and interrupt operation during installation, low maintenance and long service life due to solid and reliable design combined with highest quality materials
- Available with all IEC motor sizes from 1.1 kW to 22.0 kW, relevant for communities with less than 20,000 inhabitants

Product 2: FUCHS CENTROX Aerator

- Aspirating aerator with efficient oxygen transfer rate for wastewater lagoons, activated sludge basins and equalization basins, gentle mixing and aeration with a machine combining a vertical shaft and a specially designed propeller, applied in brand new plants or for retrofitting and upgrading existing plants, optional combination with FUCHS OXYSTAR Aerators optimizes mixing and oxygen transfer
- The aerator makes excellent part of almost any wastewater treatment plant due to versatile installation options in tanks with varying water level and on lagoons on sturdy flotation or with individually adjusted mounting brackets for fixing bridges, available with all IEC motor sizes from 0.75 kW to 15.0 kW



Fuchs Enprotec GmbH

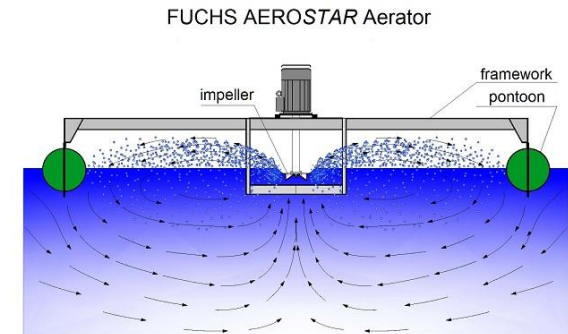
Products

Product 3: Fuchs Aerostar Aerator - surface Aerator with vertical shaft

- FUCHS surface aerator with vertical shaft and smooth, stable operation, application in activated sludge basins, equalization basins and aerated lagoons, efficient aeration and mixing of wastewater, effective oxygen transfer rates due to newly designed impeller, simple solution for replacing old surface aerators
- Directly compared to conventional surface aerators they offer: relatively low forces, torques and weights; no gear box; smooth, stable operation; low investment cost
- Available with all IEC motor sizes from 3.0 kW to 22.0 kW

Product 4: FUCHS Turbostar Miver - mainly applied in equalization basins, wastewater lagoons, oxidation ditches and small sludge holding tanks

- According to local requirements installation of FUCHS TURBOSTAR Mixers TS either vertically or at an angle, strong horizontal flow and intensive mixing of wastewater and sewage sludge even in shallow oxidation ditches, sturdy and reliable due to air cooled motor, long service life due to highest quality components and highest quality standards, no seals or bearings in the submerged part of the machine, low weight, easy handling
- Simple and versatile installation with mounting brackets at walls or service bridges or on sturdy flotation for varying water level, available with all IEC motor sizes from 1.1 kW to 7.5 kW



Mösslein GmbH

Company Outline

- **Contact:** Mr. Guenter Moesslein
- **Website:**
<http://www.wassermeister.com/>
- **Turnover 2014:** 4 Mio €
- **Industrial sector:** Water management
- **Founded:** 1990
- **Profile:**
With over 80% of German market share in drinking water service, Mösslein is specialized in water filtration, system maintenance and water protection against recontamination. Mösslein solutions help with smart maintenance: cleaning storage and distribution facilities, corrosion control, easy disinfection and treatment. The result is a better and more reliable high quality at the tap due to the fact that risk for deposits is considerably reduced.

Products

- **Prod. 1:** Chemical cleaning of the water treatment plants (fresh water treatment) + protection of the water supply system through the addition of a mixture of silicates
- **Prod. 2:** MSP 1000 + MSP 2000: An innovative and fully automatic water purification system with a good price/ performance ratio for different needs based on the German engineering know-how

Intended Cooperation

- Direct export / sale to a distribution partner
- Representation of the product / services towards the end customer / user
- Direct export / sale to the end customer / user



Mösslein GmbH

Products

PRODUCT 1)

- **TANK ACTIV CLEAN:** Mösslein provides services and products which are able to remove the water born deposits on the tank surface in a fast, efficient and cost effective manner. The products extend the life of the components, allow proper inspection and repair and greatly improve the appearance of system components. These are the certified and approved solutions: TOPIX, FILTRASAN, NOROSAN.
- **FILTER ACTIVE CLEAN:** The products penetrate the depth of the bed to the under drains and effectively remove organic and inorganic deposits including algae, biofilms, iron, manganese and limescale. This process is effective for both gravity and pressure type filter vessels and can be finalized in 24 to 48 hours.
- **PIPE ACTIVE CLEAN:** The patented PipeActivClean method makes possible the cleaning of the pipes in a soft and effective way in a short downtime. Developed together with DVGW this method is the new standard for pipe cleaning.
- **CORROSION PROTECTION SOLUTION-FOLMAR:** The Folmar technology forms a closed waterproof layer on top of the corrosion and prevents further reactions by separating the surface from aggressive water, carbonic acids, chlorine and chloramines. The corrosion inhibition technology prevents further changes to the thickness of the pipe wall.



Mösslein GmbH

Products

PRODUCT 2)

- **MSP 1000/2000** – All in one system for drinking water quality maintenance (monolithic block) suitable for any groundwater source.
- Flocculation systems + quartz sand filter
- Active carbon filter including a mini-system for “Cetta-Nanofiltration”
- Folmar technology, protection based on corrosion inhibitors which also controls the calcium deposits in the piping system
- Free chlorination and chlorine by product removal or UV systems, depending on requirements
- Automatic self-cleaning (by electronic device) with specific cleaning products
- Automatic switch back to city water in case of system problems to guarantee a continuous supply of water for households, farms, industrial sites, villages, etc.
- Alarm systems in case of failure. Failure warning messages send by GPRS to customer and also to local service partner and regional distributor
- Turbidity water system guarantees turbidity under 0.05 ntu., better than distilled water standard of 0.06 ntu.
- Working from 1 m³/h to 20 m³/h depending on requirements
- The system can be installed in a simple container
- The MSP is designed to be used in residential area, big and small sized farms, agricultural and industrial complex or to be used for villages.



Bilfinger Water Technologies GmbH

Company Outline

- **Contact:** Marc-André Lyachenko
- **Website:** www.water.bilfinger.com
- **Turnover 2014:** > 50 mio. €
- **Industrial sector:** Water, wastewater and sludge treatment
- **Founded:** 1884
- **Profile:** Bilfinger Water Technologies with its brands PASSAVANT, JOHNSON SCREENS, GEIGER and NOGGERATH, is a global leader in manufacturing water, wastewater and sludge treatment equipment for municipal and industrial applications. As a world class manufacturer, the full service range for all installations worldwide can be provided: consultancy, engineering, repair & maintenance, spare parts, installation & commissioning as well as operator trainings.

Products

- Product 1: Coarse Screens
- Product 2: Inlet works
- Product 3: Aeration
- Product 4: Fine Sieving
- Product 5: Penstocks and Sluice Gates

Intended Cooperation

- Cooperation for planning projects in the target country (e.g. request for quotation)
- Direct export / sale to the end customer / user



Bilfinger Water Technologies GmbH

Products

Product 1: **Coarse Screens**

Product 2: **Inlet works**

- fine screening equipment
- grit removal and grit treatment equipment
- spiral conveying and pressing equipment

Product 3: **Aeration**

- surface Brush Aerator MAMMUTROTOR
- Fine Bubble Aeration

Product 4: **Fine Sieving**

- Rotary drum screens
- TRITON Under drains

Product 5: **Penstocks and Sluice Gates**



AQUARIWA GmbH

Company Outline

- **Contact:** Jochen Wagner
- **Website:** www.aquariwa.de
- **Turnover 2014:** 500.000 €
- **Industrial sector:** mobile flood protection systems
- **Founded:** 2011
- **Profile:**

AQUARIWA GmbH offers mobile flood protection systems

The AQUARIWA Flood Protection System has been developed to enable a faster response.

AQUARIWA GmbH offers the flood system with guaranteed minimum protection heights of 100 cm, 80 cm and 50 cm. When correctly assembled, a higher protection height than the guaranteed minimum can be obtained.

Products

AQUARIWA mobile flood protection systems including:

- AQUARIWA Flood Protection 150
- AQUARIWA Flood Protection 120
- AQUARIWA Flood Protection 100

Intended Cooperation

- Direct export / sale to a distribution partner
- Representation of the product / services towards the end customer / user (commission based)
- Direct export / sale to the end customer / user





AQUARIWA GmbH

Products

All the necessary requirements of the response teams are combined into one protection system – it assures: A rapid deployment on site, simple operation on site, fast assembly without tools, simple for anyone to use, fast disassembly with no debris or remains, no disposal costs as the system is re-usable, low storage space requirements and a wide range of applications beyond.

- **AQUARIWA Flood Protection 150:** This mobile flood protection system guarantees protection up to a height of 100cm with a freeboard on 50cm. With the additional use of sand or gravel to increase the weight, the protection can be extended to the total height of 150 cm. Furthermore, the system offers resistance against vandalism.
- **AQUARIWA Flood Protection System 120:** This mobile flood protection system guarantees protection up to a height of 80cm with a freeboard on 40cm. With the additional use of sand or gravel to increase the weight, the protection can be extended to the total height of 150 cm. Furthermore, the system offers resistance against vandalism.
- **AQUARIWA Flood Protection System 100:** This mobile flood protection system guarantees protection up to a height of 50cm with a freeboard on 50cm. With the additional use of sand or gravel to increase the weight, the protection can be extended to the total height of 150 cm. Furthermore, the system offers resistance against vandalism.





bdh-Consulting GmbH

Company Outline

- **Contact:** Stefan Ruess
- **Website:** www.bdh-consulting.de
- **Turnover 2014:** ~ 1.2 mio. €
- **Industrial sector:** Engineering Office for environmental issues
- **Founded:** 2006
- **Profile:**

bdh-consulting is the qualified partner for engineering services in the section of environment. bdh-consulting engineers provide innovative solutions for channeling, waste water-, sewage- and rainwater-treatment. In addition to the competences in water planning and flood protection, bdh-consulting also deals with water-extraction, water-recycling, water storage and water distribution.

Services

The idea of bdh-consulting is to provide a complete package/solution for the clients/end customers. bdh-consulting is thinking at EPC solution (Engineering, Procurement and Construction). This could be achieved together with EULER-HERMES. This means that bdh-consulting is not dependent of local tenders and this could be achieved in a much faster way.

Intended Cooperation

- Cooperation for planning projects in the target country (e.g. request for quotation)
- Direct export / sale to the end customer / user





bdh-Consulting GmbH

Services performed:

1. **Feasibility studies**
2. **Calculation of profitability**
3. **Design and bidding procedures**
4. **Project management**
5. **Site supervision**

The service portfolio includes:

- Wastewater treatment (sewerages, sewage treatment plants and special service structures)
- Traffic and transport infrastructure construction, drinking water, waters
- Natural rain water management
- 3D visualization of plans and existing objects
- Certification and commissioning of facilities
- Operating manuals, service and operating instructions
- Trial operation and process optimization
- Organization of the production management, maintenance and servicing
- Financial Advice
- Review of existing plans and constructions
- Evidence
- Building defect evaluation



Vormann Bohrgesellschaft mbH & Co. KG

Company Outline

- **Contact:** Burkhard Berlitz
- **Website:** www.vormann.net
- **Turnover 2014:** 5 mio. €
- **Industrial sector:** Drilling company
- **Founded:** 1860
- **Profile:**

VORMANN counts among Germany's leading drilling companies. In cooperation with our partners, we offer integrated services in almost all sectors of the drilling business. Their offer ranges from the development of new drinking water and thermal water resources through to the exploration of raw materials, deposits and building ground. Their activities comply with the most demanding pan-European quality standards.

Products and Services

- 1: Drilling services
- 2: Building sites
- 3: Contaminated Sites
- 4: Disposal sites
- 5: Resources

Intended Cooperation

- Cooperation for planning projects in the target country (e.g. request for quotation)
- Direct export / sale to the end customer / user





Vormann Bohrgesellschaft mbH & Co. KG

Products and Services

1: Drilling services for:

- Water supply: Drinking- and Mineral Water exploration and development. Construction of wells, Rehabilitation and regeneration of water wells

2: Building sites

- Exploration of the subsoil, exploration drilling of all types and core drilling

3: Contaminated sites / remediation:

- stripping process (groundwater is extracted through a purification unit and drained into injection wells)
- ground air extraction (By drilling, the contamination of the ground water can be targeted and removed using highly volatile solvents such as chlorinated and aromatic hydrocarbons)

4: Disposal sites:

- -extraction of landfill gasses using telescopic compressed air filters (gasses can be channelled through collecting pipes for further use in a co-generation plant)
- safe-keeping of closed down landfills

5: Resources

- Exploration drilling, wireline core drilling with depths of up to several hundred metres



HOMA Pumpenfabrik GmbH

Company Outline

- **Contact:** Mr. Stefan Rother
- **Website:** www.homa-pumpen.de
- **Turnover 2014:** 35 mio. €
- **Industrial sector:**
- **Founded:** 1946
- **Profile:**

Originally founded as a service shop in 1946, HOMA is today an independent dynamic global company specialized in the design and manufacture of pumps and systems that utilize submersible motor technology. HOMA pumps are primarily used for waste water disposal in buildings as well as municipal and industrial waste water disposal and treatment.

The very latest 3D design systems ensure that HOMA will continue to play a leading role in international pump construction.

Products

- 1: Submersible waste water pumps
- 2: Submersible sewage pumps
- 3: Submersible drainage pumps
- 4: Submersible grinder pumps
- 5: Mixers and flow generators
- 6: Domestic waste water disposal units
- 7: Compact sewage disposal units with grinder pump
- 8: Compact packaged sewage pump stations

Intended Cooperation

- Direct export / sale to a distribution partner
- Representation of the product / services towards the end customer / user
- Direct export / sale to the end customer / user



HOMA Pumpenfabrik GmbH

Products

HOMA provides submersible waste drainage pumps and complete pumping stations including control and monitoring technology:

- for the transport of communal and industrial waste water to main and intermediary pumping stations, for pressure drainage with grinder pumps, for wastewater treatment in sewage treatment plants

Product 1: **Waste water submersible pumps:**

- Drainage of surface water or waste water, disposal of effluents containing suspended solids up to 165 mm Ø, like fibres, textile, etc. and aggressive chemical fluids.

Product 2: **Submersible sewage pumps:**

- Sewage and effluent disposal. Sewage pumping stations, effluent treatment plants. For sewage, effluents and sludge containing solids.

Product 3: **Submersible drainage pumps:**

- Emergency pumping requirements during repair of sewers, drainage systems etc., or at floodings.

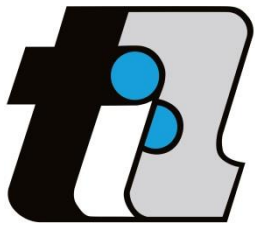
Product 4: **Submersible grinder pumps:**

- Sewage and effluent disposal from single houses, farms etc. through 1½" – 2" pipes against high pressure.

Product 5: **Mixers and flow generators:**

- Various applications in homogenisation, suspension of solids, horizontal flow generation or other mixing and flushing duties.





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TIA Technologien zur Industrie-Abwasser-Behandlung GmbH

Company Outline

- **Contact:** Dr.-Ing. Norbert Müller-Blanke
- **Website:** www.tia-abwasser.de
- **Turnover 2014:** 4.5 mio. €
- **Industrial sector:** Waste water treatment
- **Founded:** 1987
- **Profile:**
Since 1987, TIA has been offering solutions to wastewater problems of industries (single enterprises and industrial parks, references up to 7,500 m³/d) and municipalities (from 300 to 2000 PE TIA COMPACTmini, bigger plants are built in the TIA COMPACT system) as municipalities. TIA is established itself in many European countries, Asian, African and particularly in Arabic states.

Products

- Product 1: Industrial Waste Water Treatment Plants (WWTP)
- Product 2: Municipal waste water treatment plants

Intended Cooperation

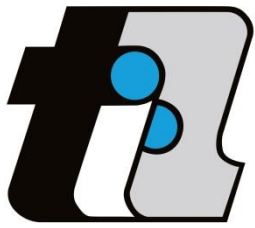
Prod. 1 – Industrial:

- Representation of the product / services towards the end customer / user (commission based)

Prod. 2 – Municipal:

- Direct export / sale to a distribution partner
- Cooperation for planning projects in the target country (e.g. request for quotation)





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TIA Technologien zur Industrie-Abwasser-Behandlung GmbH

Products

Product 1: **Industrial Waste Water Treatment Plants (WWTP)**

- TIA offers customized turn-key solutions for almost all problems concerning industrial wastewater treatment. For this purpose, TIA chooses the single wastewater treatment processes or steps individually, taking process engineering as well as economic factors into account. Thereby the optimal solution for the specific operation and industry can be achieved: Safe and stable operation of the treatment process, distinct operation structures, adaptability to alternating operating conditions and an attractive investment and operating costs.

Product 2: **Municipal waste water treatment plants**

- TIA offers standardized COMPACT-system plants for municipal wastewater treatment: reliable and fail-safe units varying from 2,000 to 25,000 population equivalents (PE). The system can be expanded arbitrarily by parallel lines up to a capacity of 150,000 PE. For smaller municipal applications, TIA has developed another standardized solution: COMPACTmini. In the niche size of 300 to about 2000 PE fully biological sewage treatment plants are disproportionately expensive (investment per inhabitant). The new developed TIA COMPACTmini offers a high technical standard at a price per resident that can usually only be reached by large plants. COMPACTmini is derived from the TIA COMPACT system, tried and tested since 1987.



Sutco Recycling Technik GmbH

Company Outline

- **Contact:** Ms. Iris Odenthal
- **Website:** www.sutco.de
- **Turnover 2014:** 24 mio. €
- **Industrial sector:** Environmental technologies/ recycling
- **Founded:** 1985
- **Profile:**

Sutco RecyclingTechnik can deliver treatment and sorting systems for the waste industry. Concept, planning, production, installation, commissioning and service from one company. In addition, Sutco RecyclingTechnik can offer concepts, plannings for a modernization, optimization, the associated reconstruction, disassembly and even the reconstruction on a new site for plants already existing.

Products

Intended Cooperation

- Cooperation for planning projects in the target country (e.g. request for quotation)
- Direct export / sale to the end customer / user





Sutco Recycling Technik GmbH

Products





AMEX GmbH

Company Outline

- **Contact:** Mr. Lutz Kaiser
- **Website:** www.amex-10.de
- **Turnover 2014:** ~ 20 mio. €
- **Industrial sector:** Rehabilitation of pipelines (Consulting and Production)
- **Founded:** 1980
- **Profile:**
For more than 30 years, AMEX[©] is specialized in rehabilitating pipe joints and repairing defects in accessible pipes for all applications, including: - potable water, raw water, industrial water, cooling water, sewage, gas, oil.
In addition to the installation of AMEX[©]-10 inner Sealing Systems, AMEX[©] also offers a variety of services to ensure the best-possible network functionality.

Products

- **Product 1: AMEX[©]-10 MONO Seal:** Rehabilitation of pipe joints and leaks
- **Product 2: AMEX[©]-10 VARIO Seal:** Tailor-made rehabilitation of leaks
- **Product 3: AMEX[©]-10 End Seal:** Sealing applications
- **Product 4: AMEX[©]-10 SPEED Seal:** Rehabilitation of local areas

Intended Cooperation

- Direct export/sale to a distribution partner
- Representation of the product/service
- Cooperation for planning projects
- Direct sale to end customer





AMEX GmbH

Products

Product 1: **AMEX[®]-10 MONO Seal:**

- Ideal for rehabilitating pipe joints and leaks.
- The AMEX[®]-10 MONO Seal is ideally suited for sealing pipe connections and leaks in all common types of pipes, including pipes constructed of steel, cast-iron, steel-concrete, in-situ concrete, PVC, AZ, GRP, clay, PP, as well as PE, for pipes with diameters from DN 600 to DN 6000.

Product 2: **AMEX[®]-10 VARIO Seal:**

- The flexibility allows for tailor-made rehabilitation of leaks of any size.
- The AMEX[®]-10 VARIO Seal is ideally suited for sealing wide defect areas and sleeves of any width, as well for protecting entire pipe systems against corrosion caused by aggressive media in all common types of pipes, including steel, cast-iron, steel-concrete, in-situ concrete, PVC, AZ, GRP, clay, PP, as well as PE, for pipes with diameters from DN 600 to DN 6000.





AMEX GmbH

Products

Product 3: **AMEX[®]-10 Liner End Seal:**

- Ideally suited for sealing applications between liner ends and original pipes.
- The AMEX[®]-10 Liner End Seal was specially designed for use as a sealing application between liner ends and original pipes in all common types of pipes, including steel, cast-iron, steel-concrete, in-situ concrete, PVC, AZ, GRP, clay, PP, as well as PE for pipe diameters from DN 100 to DN 4000.

Product 4: **AMEX[®]-10 SPEED Seal:**

- Designed for fast rehabilitation of localized area defects and leaky joints in situations that require static-load-bearing capacity.
- The AMEX[®]-10 SPEED Seal was specially designed for fast rehabilitation of localized area defects and leaky joints in situations that require certain static-load-bearing capacity in all common types of non-entry pipes, including steel, cast-iron, steel-concrete, in-situ concrete, PVC, AZ, GRP, clay, PP, as well as pipes with diameters from DN 188 to DN 600.



Barthauer Software GmbH

Company Outline

- **Contact:** Mr. Jürgen Barthauer
- **Website:** www.barthauer.de
- **Turnover 2014:** 3 mio. €
- **Industrial sector:** Software development
- **Founded:** 1983
- **Profile:**

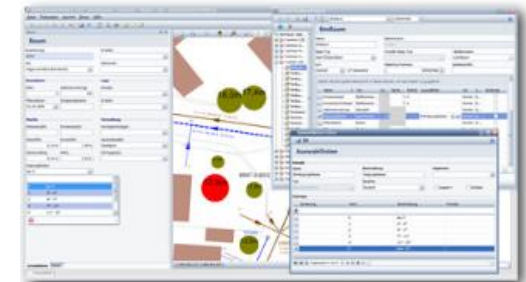
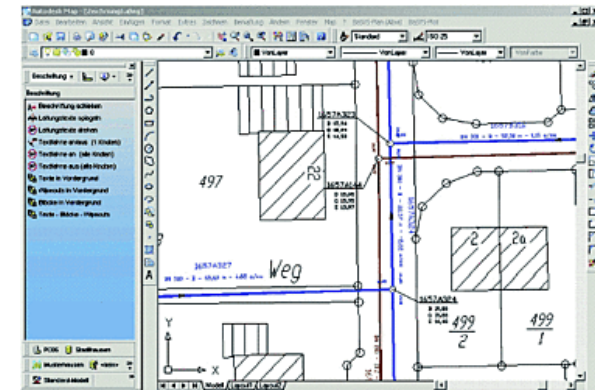
Barthauer Software GmbH is a leading provider of software solutions for network management. Its innovative Network Information System enables utility providers and engineers to manage and plan networks efficiently and economically. The company has been operating in the German-speaking regions of Europe for over 25 years already.

Products

- Product 1: BaSYS – Advanced Network Information System
- Product 2: GeoDS – Construction kit for individual information Systems

Intended Cooperation

- Direct export / sale to a distribution partner
- Representation of the product / services towards the end customer / user



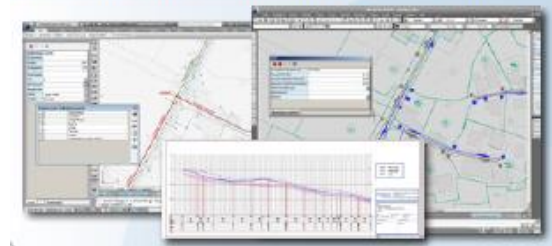
Barthauer Software GmbH

Products

Product 1: **BaSYS – Advanced Network Information System**

- BaSYS is a modular, scalable Network Information System (NIS) specialized in the planning and administration of technical pipeline information. The main focus lies in the areas of sewerage, water and gas systems. BaSYS accompanies the entire network management workflow; it supports all process steps from the collection of technical data, their technical classification and evaluation, to the calculation, design, optimization and rehabilitation of the network. BaSYS offers solutions for the planning of the operation and maintenance of plants, the evaluation of net assets and the administration of adjacent owners (indirect discharge cataster). BaSYS offers different user interfaces with different functions allowing the same database to be used by specialists as well as normal users.
- BaSYS 9 covers functions to manage or plan tap or sewage water networks. Also, due to the modular design it offers a high scalability so it can be licensed according to user requirements. Another advantage is that it can be used with all major relational database management systems. Due to the philosophy that the data of the objects must be accessible without any restrictions the user has full control of the data. The most outstanding feature is the possibility to use different graphic frontends. The central definition of the layout for the making of network maps gives the opportunity to create the layout for example in Autodesk AutoCAD including the text position of the attributes of the data; and this layout is almost identical in other graphic systems which will lead to more convergence between CAD and GIS software.

Sewer and water distribution system design



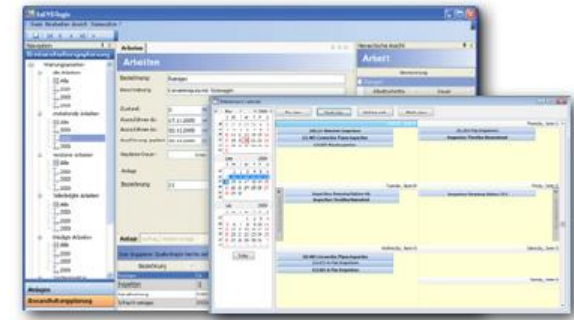


Barthauer Software GmbH

Products

Product 2: **GeoDS – Construction kit for individual information Systems**

- With GeoDS, the Geobjects Design Studio, BARTHAUER is bringing a novel solution package to market for the efficient implementation of individual information systems and GIS modules. Great emphasis was placed on integrating the BARTHAUER multi-platform concept, which is unique in the world, during the development of GeoDS. This ensures that the objects and modules created with GeoDS are universally usable with all conventional NIS, GIS and CAD systems regardless of the platform.
- Features:
 - Creation of information systems for the management of municipal inventory or objects
 - Supplements information systems from any manufacturer with custom application modules
 - Assignment of object-based workflows and events
 - GeoDS applications can be used as desktop, mobile or web application
 - Integration into all major GIS and CAD systems possible
 - No programming skills required



GeoDS





SCHWING Stetter

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SCHWING Stetter GmbH

Company Outline

- **Contact:** Harry Pasparakis
- **Website:** www.schwing.de
- **Turnover 2014:** 186 mio. €
- **Industrial sector:**
- **Founded:** 1934
- **Profile:**

For almost 80 years now, SCHWING is the leading system supplier for concrete construction machines worldwide and offers the full spectrum of ready-mix concrete technology.

In addition to the main business of concrete handling, SCHWING also entered in the industrial and environmental sector and developed piston pipe systems for the transport and storage of high solids materials

Products

- Product 1: Sludge-Pump- Systems and accessories
- Product 2: Silo technology (truck receiving and storage silos)



Intended Cooperation

- Representation of the product / services towards the end customer / user (commission based)
- Cooperation for planning projects in the target country (e.g. request for quotation)
- Direct export / sale to the end customer / user





SCHWING Stetter

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SCHWING Stetter GmbH

Products

Turnkey solutions for the **transport and storage of sludges** as well as **materials with a high solids content**.

A detailed customer oriented project planning and an effective design go hand in hand with a thorough consultation that rounds off the full scope of the competent SCHWING team.

Areas of application:

- wastewater treatment plants
- waste recycling
- construction industry
- mining/refineries/power plants
- chemistry and industry
- forage industry
- water sludge removal
- paper industry
- cleaning
- residues
- sugar industry



newterra GmbH

Company Outline

- **Contact:** Mr. Björn Otto
- **Website:** www.microclear.de
- **Industrial sector:** membrane filter systems
- **Founded:** 1997
- **Profile:**

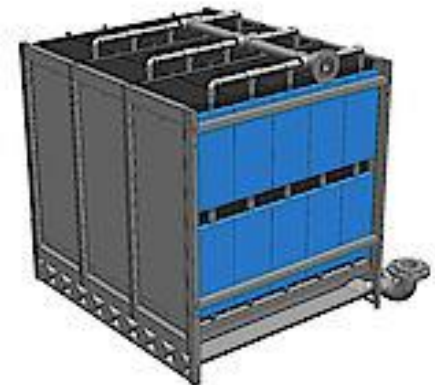
newterra GmbH, a subsidiary of newterra Ltd, located in Ontario, Canada, is an independent supplier of submerged MicroClear® filter membrane cassette modules. The company, an original equipment manufacturer, supplies systems for manufacturers and users alike. Due to their many years of experience with membrane bioreactor, their expertise extends over that of a component supplier.

Products

- Product 1: Cassette Filter
- Product 2: Filter Housing Flexible
- Product 3: Filter Housing Compact
- Product 4: Filter Housing High Performance
- Product 5: Filtrate Outlets

Intended Cooperation

- Direct export / sale to a distribution partner/ OEM
- Representation of the product
- Cooperation for planning projects in the target country (e.g. request for quotation)



newterra GmbH

Products

MicroClear® filters and filter housings

- Product 1: **Cassette Filter**: Completely welded filter cassette for the filtration of water.
- Product 2: **Filter Housing Flexible**: The modular design combines easy adaption to customer-specific requirements with low energy consumption.
- Product 3: **Filter Housing Compact**: This versatile system can be rapidly made ready for operation thanks to its uncomplicated installation procedure and easy handling.
- Product 4: **Filter Housing High Performance**: Very high packing density, identical to hollow fibre modules, low operating costs and operation without the need for chemicals.
- Product 5: **Filtrate Outlets**: Fully pre-assembled filtrate outlets

Areas of application:

- Area 1: Municipal waste water treatment plant
- Area 2: Wastewater treatment plants onboard ships
- Area 3: Container-based treatment plants
- Area 4: Paper industry
- Area 5: Automotive industry
- Area 6: Food and beverage industry



GVA mbH & Co. KG

Company Outline

- **Contact:** Mr. René Brunßen
- **Website:** www.gva-net.de
- **Turnover 2014:** ~ 4-5 mio. €
- **Industrial sector:** biological treatment of industrial and municipal waste water
- **Founded:** 1984

Profile:

GVA is an internationally recognized partner for system technology and system components for biological waste water treatment. GVA is an independent, completely customer-oriented German technology company, from planning to service. For over 20 years, GVA has been working around the world together with our customers towards the goal of ensuring future generations will have clean water available as a resource.

Products / Services

1. Products:

- ELASTOX® Aeration Systems
- WEEDLESS agitators
- SBR process

2. Plant Engineering

Intended Cooperation

- Cooperation for planning projects in the target country (e.g. request for quotation)



GVA mbH & Co. KG

Products

1. Products:

- ELASTOX® Aeration Systems: System components for every process technology and all kinds of plant layouts
- WEEDLESS agitators: For all plant designs for municipal and industrial waste water
- SBR process: SBR activation plants

2. Plant Engineering:

- GVA is recognized worldwide as a partner for plant engineering projects for municipal and industrial waste water treatment. We offer our customers service packages customized for their project, from individual components to complete solutions. GVA is the system specialist for biological waste water treatment, and our comprehensive know-how distinguishes us from the rest as the competent partner for your project. GVA stands for innovative solutions, and for plants with the highest possible economy and efficiency in daily operation.





PWT Wasser- und Abwassertechnik GmbH

Company Outline

- **Contact:** Ms. Monika Claus
- **Website:** www.pwt.de
- **Turnover 2014:** 31.1 mio. €
- **Industrial sector:** Water and waste water treatment
- **Founded:** 2002
- **Profile:**

More than 40 years' experience with major national and international projects has made PWT one of the leading main contractors in the field of design, construction and operation of treatment plants for drinking water, waste water and process water. Our multi-disciplinary team of experts covers all aspects of plant design, engineering and construction and therefore guarantees an all-embracing range of skills.

Solutions in the fields of:

- Field 1: Drinking Water
- Field 2: Process Water
- Field 3: Waste Water
- Field 4: Operations Management
- Field 5: Infrastructure

Intended Cooperation

- Cooperation for planning projects in the target country (e.g. request for quotation)
- Direct export / sale to the end customer / user



PWT Wasser- und Abwassertechnik GmbH

Solutions:

Field 1: **Drinking Water:**

- PWT designs and supplies turn-key plants for the treatment of ground and surface water as well as desalination plants.
- Technologies: Precipitation, Flocculation, Filtration, Ion exchange, Adsorption, UV technology, Membrane Technology.

Field 2: **Process Water**

- In the field of process water treatment the range of services provided by PWT technologies includes water softening, the removal of suspended solids, heavy metals, iron, manganese and organic impurities as well as desalination.

Field 3: **Waste Water**

- By combining proven classical technologies with innovative technologies PWT succeeds in cleaning waste water as it arises in such a way that it can be re-used or that the requirements for its discharge into water courses can be reliably met – the technological skills of PWT cover mechanical, biological and chemo-physical processes.
- Technologies: Activated sludge process, Biofiltration, Fluidised bed process, Membrane bioreactor process, Ion exchange, Precipitation, Flocculation, Anaerobic sludge digestion, Sludge drying.



PWT Wasser- und Abwassertechnik GmbH

Solutions:

Field 4: **Operations Management**

- PWT offers the right solution - no matter if for existing plants, the plant data are subject to be digitized or re-engineered for operations management
- Range of Services: Process optimisation, Plant management, Commercial management, Repairs and maintenance

Field 5: **Infrastructure**

- The relocation and renewal of the pipeline networks to and from the PWT built drinking water and wastewater is also an area in which PWT operates. The parent company "Amiantit" is one of the leading manufacturers of GRP-pipes and cast iron pipes. This approach allows the PWT to be competitive in many countries.



Sensus GmbH Ludwigshafen

Company Outline

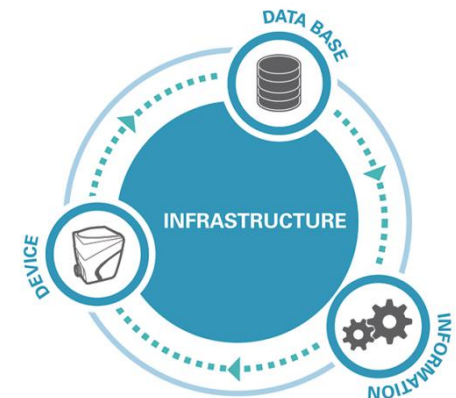
- **Contact:** Christian Farago
- **Website:** www.sensus.com
- **Turnover 2014:** ~46.0 mio. €
- **Industrial sector:** Smart Water Measurement
- **Founded:** 1851
- **Profile:**
Sensus provides worldwide proven solutions for water, heating/cooling utilities and its future proofed data communication. They are leading in advanced measurement, data management, analysis and control capabilities that support their customers operational efficiency while improving their environmental impact. The company has one of the largest installed Advanced Metering Infrastructure (AMI) bases in the world.

Products

- Product 1: iPERL
- Product 2: Sensus RF

Intended Cooperation

- Direct export/sale to the end consumer
- Cooperation for planning projects in the target country (e.g. request for quotation)



Sensus GmbH Ludwigshafen

Products

Product 1: iPERL

iPERL is a next generation, high performance solid state smart water meter with an integrated 1 ½ way communications capability. Unlike other solid state meters, iPERL uses a unique remnant magnetic technology which provides unrivalled, sustained accuracy over its expected 15 year operational life.

Operating Conditions

- Operating ambient temperature range of +60°C down to -15°C
- A water temperature range of +0.1°C to +50°C
- Water conductivity down to 125µS/cm and water pressure up to 16 bar

Operational Benefits

- Reduced non-revenue water and maintenance and costs
- Seamless communications technology migration from AMR to AMI (walk-by/drive-by communication and fixed network solution)

Scalable Communications Solution

- Seamless communications technology migration from AMR to AMI (walk-by/drive-by communication and fixed network solutions like FlexNet™)



Sensus GmbH Ludwigshafen

Products

Product 2: SensusRF

The SensusRF radio system acts as an interface, for retrieving data from meter endpoints and providing it for further processing and analysis, providing information for billing and network management.

iPERL and many further smart meters are already integrated with SensusRF data communication, giving the advantages of both uni and bi-directional communications.

- Reliable battery lifetime determination
- Automatic endpoint detection via handheld computer or PC
- Short and fast alerts, setting by individual utilities' requirements
- Remote programming
- Applicable for walk-by, drive-by and fixed radio network infrastructure without any configuration or exchange components

