Bavarian Business Delegation visiting South Africa

Opportunities for B2B Meetings

The Southern African - German Chamber of Commerce and Industry will be hosting a Bavarian business delegation visiting South Africa. Please find below the details of the participating companies and delegates that would like to find South African business partners, specialising in various technologies:

- **Bajog electronic GmbH**: EMC (electromagnetic compatibility) special solutions
- **Bauer Resources GmbH**: products/services for water, energy, resources and environment
- **BLOBEL Umwelttechnik GmbH**: flood protection, containment systems, storm water drain covers
- **HaWig Industrial Engineering**: specialist for heating, ventilation and air-conditioning systems
- **Sunset Energietechnik GmbH**: solar energy solutions
- **Sommer Informatik GmbH**: software for building physics/statics and real estate industry

The Chamber provides a platform during this time to network and meet the delegates in the form of individual B2B meetings. These meetings offer parties the opportunity to discuss projects and partnerships with the end result of initiating long-standing business relations.

The meetings will take place on:

**Tuesday, 15 September 2015**

**MTN Expo Centre**, Corner Rand Show and Nasrec Roads, Nasrec
bauma Africa and ifat Conference
Room Black Eagle A
**Between 2.00 pm and 5.00 pm**

If you are interested in meeting with any of these companies please contact us to schedule your individual appointment. Detailed company profiles can be found on the following pages.

We look forward to hear from you.

Kind regards

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Bajog electronic GmbH
Bajog electronic GmbH was founded in autumn 1990. Since then, the goal has been to develop **EMC special solutions**, tailored to the problems and requirements of their customers. The 26 employees support their customers and the companies concerned with EMC measurements and financial problem-solving. When undefined work, production faults and failures occur and components are destroyed, they ascertain the cause and propose individual and inexpensive solution packages.

**B2B meeting partner:** Mr Gerd Bajog, CEO

**Looking for:** cooperation partner, representatives, project partner

**Website:** [http://www.bajog.de/en/home.html](http://www.bajog.de/en/home.html)

**Detailed profile:**
The company Bajog electronic GmbH is a developing and manufacturing:

- Power Line Filter of any type and design from less than 1 amp up to 4000 amps and from DC to 25.000 VAC nominal,
- LISN (Line Impedance Stabilisation Network) for DC and AC - Applications up to 1.500 amps according CISPR - Standards
- Audio frequency blocker (for medium voltage level) tuned for all ripple control signal frequencies up to > 850A/20.000VAC,
- Electronic Dissolve Adapter for network analysis measurements with spectrum analyzers and test receivers, under load, without using a conventional LISN
- Network - Analysis - Hand tools for simple measurement and detection of interferences acc. EN - (CE) - Standard

The range of applications for these products are broad and include industrial as well as military aspects, e.g. charging stations for e-cars, alternative energy, smart meter, control transmission and many more.

In South Africa, the company's products are used within in the MeerKAT project. The South African MeerKAT radio telescope, currently being built some 90 km outside the small Northern Cape town of Carnarvon, is a precursor to the Square Kilometre Array (SKA) telescope and will be integrated into the mid-frequency component of SKA Phase 1. The SKA Project is an international enterprise to build the largest and most sensitive radio telescope in the world, and will be located in Africa and Australia.
BAUER Resources GmbH

Bauer Resources GmbH is an international provider of products and services in the field of water, energy, resources and environment. Their portfolio offers services for exploration and mining, material for applications as well as environmental services.

B2B meeting partner: Mr Alexander Dittmar, Member of the Executive Board

Looking for: industrialists, cooperation partner, RnD partner

Website: http://www.bauer.de/en/bre/

Detailed profile:
BAUER Resources GmbH is the third and most recently established segment within the BAUER Group, after the Construction and Equipment segments. It is the holding company for a group of companies under which its subsidiaries such as Bauer Umwelt, Bauer Water, Esau & Hueber, German Water and Energy Group (GWE) and Site Group act as individual full-service providers.

Bauer Resources is organised into regions and focuses on international projects. Its regional management has access to competence centers, a pool of expert knowledge in the areas of water treatment, process and biotechnology, remediation and waste management, drilling technologies and well drilling as well as exploration of geothermal energy. They pool its know-how and support the operative companies with technical solutions.

Bauer Resources does not only have highly-qualified personnel, but also uses state-of-the-art technology and equipment. It is able to call upon the extensive experience of its civil engineers, environmental engineers and technicians, geologists, geo-ecologists, mechanical engineers, industrial engineers, chemists, process engineers, mineralogists and well-building experts.

Services in the exploration and mining department include:
- Drilling (production, exploration, water well, shale gas)
- Preparative works for mining raw materials, mine development, special solutions
- Turnkey solutions in the field of deep geothermal energy
- Environmental Information Systems

The environmental department deals with:
- Brownfield Remediation
- Dismantling, Disposal Services, Landfill Restoration
- Remediation Technology, Decontamination
- Drinking Water, Industrial Waste Water, Produced Water, process Water
- Automation, Brewery, Food, Beverage
BLOBEL Umwelttechnik GmbH

BLOBEL Umwelttechnik GmbH was founded by Joachim and Gabriele Blobel in 1991. Today they are the oldest company in the field of sprinkler water containment systems under the same management. Their portfolio covers flood protection, containment systems and storm water drain covers.

B2B meeting partner: Ms Gabriele Blobel, CEO

Looking for: distribution partner, cooperation partner

Website: [http://www.blobel.de/en/](http://www.blobel.de/en/)

Detailed profile:

BLOBEL Umwelttechnik GmbH offers flood protection, containment systems and storm water drain covers. All of their products are tested and certified. You can find representatives not only in Germany, Austria, Switzerland, Belgium and the Netherlands but also in Italy, France, Ireland, Great Britain, Spain, Poland, the USA, Canada, Australia, China, Singapore and Sri Lanka.

The brand stands for individual solutions to complex requirements, reliable engineering services and the highest quality. Safety in the service of mankind and the environment without any compromises is the aim of the company.

Projects have been realised all over Europe. First request have been received from South Africa, as well. Major customers can be found in the chemical industry, pharmaceutical industry, power stations, logistic companies and the general industrial and commercial sector. The products are ideally applied in storage facilities, production facilities and for the protection of buildings.

Regarding containment systems, BLOBEL offers several solutions to their customers:

- Mobile barrier systems
- Stationary barrier systems

The variety for flood protection systems covers the following:

- Mobile barrier systems
- Manually rotating barrier systems
- Mobile cover plates
- Automatic flood barrier
HaWig Industrial Engineering (HaWig Innovative Versorgungstechnik GmbH)

The specialist for heating, ventilation and air-conditioning systems in the Heavy Industry. HaWig Industrial Engineering stands for expertise, know-how and individual turnkey solutions. The founder of the company, Harald Wideburg brings in his special know-how, plus his skilled based qualifications in the core area of nuclear power plant techniques for HVAC - Systems.

**B2B meeting partner:** Mr Harald Wideburg, CEO

**Looking for:** cooperation partner, industrialists, plant operator, plant construction, engineering companies

**Website:** [http://www.hawig.net/en/content/start.html](http://www.hawig.net/en/content/start.html)

**Detailed profile:**

HaWig Industrial Engineering provides engineering solutions in the area of heating, ventilation and air-conditioning (HVAC) systems for the Heavy Industry since 1998. Services for HVAC systems include:

- Preliminary planning, cost estimate and binding cost calculation
- System orientated process design
- Preparing P&I diagrams
- Layout design for pipes, air ducts and cable trays
- Support planning and calculation
- Calculation of systems and components
- Design of measurement and control systems
- Delivery of the complete system
- Erection
- Supervision
- Commissioning
- Documentation
- Maintenance
- Spare and wearing part management

Their solutions are mainly applied to nuclear power plants, conventional power plants, petrochemical plants as well as for power transmission and distribution.

High performance requires specialisation. Comprehensive technical skills, flexibility and internationality are their strengths. Due to extensive knowledge and experience of their 50 employees, they are aware of the requirements in the target sector, the Heavy Industry.

In addition to technical innovative systems, HaWig guarantees any company worldwide a more efficient, safer and customised solution due to its extensive competence in the field of engineering, system integration as well as project realisation.
Sommer Informatik GmbH
The company, founded in 1996, offers software products to more than 3,000 customers worldwide. The Sommer Informatik experts develop and distribute their product to clients, mainly in the fields of building physics, statics and the real estate industry. This also includes the execution of all service tasks such as support, training and consulting.

B2B meeting partner: Dr Robert Sommer, CEO

Looking for: potential clients, distribution partners, cooperation partner

Website: http://www.sommer-informatik.de/

Detailed profile:
With 9 employees, the Sommer Informatik GmbH develops and distributes specialized software for buildings physics/statics applications as well as the real estate industry.

Building physics/statics:
- Within a short time, the Sommer Informatik GmbH could obtain the position of market leader in isothermal and frame-u-value calculation. The software, called WinIso2D, is now being used successfully in almost every major window company of Western Europe for the development and optimization of profiles. Likewise, the software Üko Professional 3S has established itself as an industry solution for glass thickness measurement in industry, trade and research.
- The company partners closely with research and development facilities, e.g. the Institute for Window Technology (ift) in Rosenheim and the Association for Windows and Facades, which ensures high quality standards.

Real estate industry:
- Since more than 15 years, Sommer Informatik GmbH, develops software for the real estate business, real estate management, property management and facility management. It has established the real estate software Capitol Classic as a powerful and flexible administration tool. Capitol Classic is the ideal real estate software for managing rental properties, as well as residential property investments, commercial buildings and land.
- The mature real estate software Capitol Classic, which can not only be applied in standard cases, but to almost any known, special form of property management, covers the needs of diverse sectors, such as banks, breweries, foundations, industrial parks, residential and commercial property managers, churches, local authorities and asset managers. Specific requirements can be customized and incorporated into the Real Estate Software Capitol Classic.
Sunset Energietechnik GmbH
The company offers an extensive portfolio of solar energy solutions. This includes photovoltaic, solar heat and off-grid solutions. With production facilities both in Germany and abroad, a high standard of quality is secured. The offering also provides planning, consulting, installation and maintenance services. Sunset is a strong partner for companies worldwide.

B2B meeting partner: Dr Olaf Fleck, CEO

Looking for: importers, wholesaler, distributor, project manager


Detailed profile:
Founded in 1979, Sunset has helped solar energy to be recognised as an alternative to conventional forms of energy, developing into a leading, privately-owned company. In Germany, and world-wide, through an extensive network of experienced partners, they offer their products and services. This includes solutions for photovoltaic applications, solar heat projects and off-grid systems:

- Complete systems
- Solar generators
- Inverter
- Mounting systems
- Data visualization
- Collectors
- Storage tanks
- Swimming pool systems
- Charge controller
- Sinus inverter
- Batteries
- Accessories

Within the 35 years of their existence, the company has gained extensive experience in the industry. The professionalization of solar technology takes top priority. Several projects, specifically in Asia, South America and Africa have been realized. SUNSET will continue to operate in accordance with its founding concept.