
Business Delegation from the German Federal State of Brandenburg

SA-German Chamber of Commerce and Industry

12th – 17th May 2013

CAPE TOWN and DURBAN

The SA-German Chamber of Commerce and Industry will be hosting a dual city delegation from the German Federal State of Brandenburg from 12th -17th May 2013 in Cape Town and Durban.

Please find below the details of participating companies and organisations from the German Federal State of Brandenburg, specializing in various sectors.

The Chamber provides a platform during the above time frame to network and meet the delegates on an individual basis in Cape Town and Durban. These meetings offer parties, from both South Africa and Germany, the opportunity to discuss projects, and partnerships, catering to specific business needs, which may result in long-standing business relations.

If you are interested in meeting with any of these companies and/or organisations, please contact us or use the attached meeting request form:

Mrs. Anja Tambusso-Ferraz, Regional Representative Western Cape

Email: capetown@germanchamber.co.za Tel. (021) 422 3311

For appointments in CAPE TOWN on 14th May 2013

Mrs. Yvonne Iyer, Regional Representative KwaZulu Natal

Email durban@germanchamber.co.za Tel. (031) 335 1020

For appointments in DURBAN on 16th May 2013

adKor GmbH

adKor GmbH

Am Kleingewerbegebiet 8
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Telefon +49 3375 214053
Telefax +49 3375 214056
www.adkor.de

Delegate/s	Dipl Ing Sabine Splettstößer (owner) Dipl Ing. Harmut Kordus (MD)
Products / Services	Planning, construction and maintenance of telecommunication and renewable energies.
Profile	<p>Telecom Department adKor is located in the nearly south of the capital of Germany, Berlin. adKor has performed technical services for the largest wireless operators in Germany. The Company has worked with all major access technologies (including LTE, WiMAX, HSPA, EV-DO, CDMA, EDGE and GSM) and has participated in the success of some of the largest and most sophisticated wireless systems in Germany. We bring local knowledge to our customers, offering innovative solutions, insight into cutting-edge developments and delivering solutions that increase business efficiencies. Our service offering includes consulting, design, deployment, performance and operations and maintenance services and training through the German most important Wireless Institutes</p> <p>Green Energy Department In German-speaking countries, the cooperation between adKor and FutureE Fuel Cell Solutions GmbH, we're the leading provider of stationary fuel cell systems in the telecommunications sector. The globally operating company FutureE based in Stuttgart, Baden-Württemberg/Germany, concentrates its business activities on the development of highly innovative and efficient system solutions for professional applications. Its advanced fuel cell systems and customised energy solutions fully correspond to internationally valid quality standards and type approval tests. Minimum complexity and maximum flexibility guarantee increased performance and a long service life, combined with low operating and maintenance costs. "We provide intelligent solutions that enable environmental protection and, at the same time, a responsible use of natural resources. FutureE fuel cell systems are characterised by a large number of outstanding features such as functional reliability, high efficiency ratio and extremely fast response times. In its capacity as systems supplier, FutureE provides development and production and adKor the installation service for this highly innovative range of fuel cell systems. Furthermore, the company's stands out for our high level of service quality, including comprehensive pre and after sales support that ranges from energy demand analyses at the customer's premises to full installation, supervising, monitoring and maintenance service agreements. We're certified according to DIN EN ISO 9001:2008. In our green energy department we're specialized in advanced fuel cell systems and energy solutions. High efficiency, low complexity and fast response are core values for us, both for our products and the organization.</p>
Website	www.adkor.de
Potential Business Partner	Distributors, co-operation partners, joint venture partners R&D partners: Service providers and operators in the telecommunication sector and providers of critical infrastructure eg police, army, harbour authorities, airports and EPC in renewable energy (PV, fuel cell systems, biomass, wind energy)

arxes Informations Design GmbH



Delegate/s	Dr. Peter Heilmann (MD)
Products / Services	provider of manufacturer-spanning infrastructure solutions partner for all product quality and security-related NDT tasks Software development IT strategy consulting Project and quality management CAD solutions
Profile	arxes Information Design Berlin GmbH operates in two main areas. They are divided into two different areas arxes IT and arxes Engineering. competence fields IT : IT services, Network, Security, IT Strategy and consulting, software development; Engineering: NDT Systems (manual / automatic) ultrasonic/eddy current and flux leakage Inspektion systems, for example: HAT - hollow shaft testing system, AURA - automated ultrasonic testing, UFPE - under floor testing device for wheel sets, RWI - wheel set testing system, Bar steel testing system
Website	www.arxes-berlin.de
Potential Business Partner	Looking for business partners, sales representatives and/or agents, co-operation partner in manufacturing in the above sector and profile

AXBV Management GmbH

Member of Metrobiz LLC Development & Technology Group



Delegate/s	Mr. Alexander Blagov (CEO) Mrs. Marlia Antonova	Mr. Igor Korchagin (CEO) Mrs. Elena Saltova
Products / Services	Waste management equipment, Telemetry Solutions M2M, Interior Design, Interior Installations, Interior Consulting for Ho.Re.Ca., Software Development, Logistic Consulting for C.I.S. countries.	
Profile	AXBV Management carries out the assembly and installation of furniture, interiors and equipment for business properties, mainly restaurants Ho.Re.Ca. Further focal areas lie in software development and waste management solutions for these sectors. AXBV cooperates with leading manufactures and realizes projects in Europe, Russia, CIS, Middle East.	
Website	www.axbv.eu	
Potential Business Partner	Fast Food Chains eg McDonalds, KFC, Petrol Stations, Banks, Vending Operators or suppliers to this sector for potential joint venture/partnership/distribution.	

Computer Zentrum Strausberg



Delegate/s	Dipl.-Math. Hans-Joachim Karl (MD)
Products / Services	Software for Public sector; Internet; Online-Dictionaries
Profile	<p>Computer Zentrum Strausberg GmbH was found in 1990.</p> <p>The company establishes special software for German public sector. One of the products is the German interconnection system for port health authorities.</p> <p>The company is also working on different database-, internet on mobile cases.</p> <p>Very special are the products of Online-dictionaries - especially for African languages: Wolof, Swahili, Igbo and Yoruba.</p>
Website	www.computerzentrum.de
Potential Business Partner	<p>Looking for business partner/financial partner and/or importer.</p> <p>Port Health Authorities in Cape Town and Durban</p> <p>HSH Global Cape Town</p> <p>Contacts to universities – language sciences</p>

geotec Rohstoffe GmbH



Delegate/s	Dr. Rüdiger Schwarz (MD) Mr. Norbert Ebel
Products / Services	Consulting in mining, project development, consulting, lead project management, project finance, expert reports, due diligence, know-how transfer, capacity building, human resources management training
Profile	Geotec Rohstoffe GmbH offers integrated consultancy services and customer support in the fields of mining, environmental, structural and civil engineering. Due to years of experience and strong relationships to research institutions, universities and tried-and-trusted partners, our specialists and experts provide sustainable cost-effective solutions.
Website	www.rohstoffe.org
Potential Business Partner	Potential clients in the above sector

Glova Bus GmbH



Delegate/s	Mr. Ferdinand Waclawski (MD) Mr. Thomas Naujoks (Production)
Products / Services	Automotive and Railways supplier (OEM) Bus & Loco lavatories, Development and production of sanitation systems
Profile	Glova bus and locomotive lavatories - a system that always fits. Easy to install, easy to retrofit and economical for first-class buses and freight locomotives all over the world. GLOVA has successfully consolidated its position on the international market thanks to high-quality sanitation products and convincing cost effectiveness. Mature technology, high-quality material and excellent finish made by experts! New ideas developed by GLOVA, the German company with profound experience gained through developing and producing toilet systems and cooperating with well-established customers. Therefore we have been certified due to our value according ISO 9001:2008 in March 2005. The result: greater economic efficiency, maximum hygiene- and the latest environmental protection standard. Fully developed systems will meet your requirements, no matter whether you want to install a new toilet or just change the technique
Website	www.glova.com
Potential Business Partner	Business partners, joint venture partners – also for manufacturing - , importers, suppliers to the TFR: Transnet Freight Rail and other railway companies



Gustav Scharnau GmbH

Delegate/s	Mr. Matthias Schach (owner & MD) Mrs. Fiona Schach (owner)
Products / Services	Self- adhesive parts and materials for high tech industry – eg automotive and electrical, solar and wind installations
Profile	It all began in 1914. Today the Scharnau GmbH is a supplier to the high tech industry of custom made parts from self-adhesive materials. In our ultra-modern machinery plotting, punching, laser cutting factory, we conceal different tapes and foils. The result: a perfect solution in standard and special sizes for all conceivable applications. Our customers in the automotive, electrical and industrial use our products for marking, securing, protecting, masking, sealing, packing and shielding. They value our flexibility and innovation. An important aspect of our success is next to short response times and delivery reliability, especially in partnership with well-known manufacturers: From its high quality base materials we manufacture innovative, quality products for our customers.
Website	www.scharnau.de
Potential Business Partner	Seeking contacts to automobile and automotive manufacturers.

Inselhotel Potsdam- Hermannswerder



Delegate/s	Dr. h.c. Burkhard Scholz (MD)
Products / Services	Hotel, catering, events (Tourism)
Profile	The Inselhotel Potsdam-Hermannswerder is uniquely located on a small island in Potsdam close to Berlin, Germany. Since 1996 it offers highest comfort to its guests looking for relaxation and visiting conferences. Besides a restaurant with lake view, the hotel has 88 luxury double rooms and suits as well as conference rooms of highest standard. The SPA area offers an in-door pool, different saunas and presents wellness services. This year we will be happy to open up the outdoor pool and sauna area. The hotel provides easy access for sailors and speed boat passengers by its own piers.
Website	www.inselhotel-potsdam.de
Potential Business Partner	Looking for hotels in South Africa for partnership/co-operation

iSQI – International Software Quality Institute



Delegate/s	Mr. Stephan Goericke (MD)
Products / Services	The iSQI certified programm includes internationally recognized standards for Software Test, Requirements Engineering, Software Architecture, Project- Innovation and Configuration Management as well as Quality Assurance and the certification of ISO 15504 SPICE Assessors. iSQI examinations are supported by a global network of accredited training providers. iSQI has entered into more than 100 global partnerships and projects. It collaborates actively in international Organisations for Standardization (ISO). Moreover, iSQI assembles professionals by regularly hosting international conferences. These platforms for experts from the industry and academia foster experience exchanges and business development as well as advancements towards software quality and engineering as a matured discipline.
Profile	The iSQI GmbH is a leading provider of certification examinations all over the world. Focusing on IT professions, iSQI plays a major role in certifying the know-how of professionals in over 70 countries on 6 continents in 7 languages. Three quarters of the German DAX 30 companies rely on iSQI's expertise. In 2012, iSQI certified more than 13000 individuals.
Website	www.isqi.org
Potential Business Partner	Looking for business partners, representatives: Software testing companies, companies with own HR Department, companies with own software testing department.

Lausitzer Stahlbau Ruhland



Delegate/s	Mr. Rüdiger Schaaf (Chairperson)
Products / Services	Steel construction – civil/ industrial construction, power stations, infrastructure
Profile	<p>Lausitzer Stahlbau Ruhland GmbH & Co. KG continues more than 90 years of tradition. Since foundation of Eisenbau Manig in 1921 steel is handled in Ruhland.</p> <p>On an area of 100,000 m² in Ruhland the company consists of:</p> <ul style="list-style-type: none"> 5 production halls with 9,400 m² 1 hall for corrossions protection with 2,210 m² 3 outdoor cranes with 7,950 m² production area in Großräschen, 3000 m² <p>We manufacture light to medium-wheight steel constructions on cnc-controlled equipment. A committed, motivated and highly qualified team of 180 employees realises demanding tasks beginning with technical processing to production and assembly with the following focuses:</p> <ul style="list-style-type: none"> - industrial constructions (boiler supporting structures, crane runaways, pipeline bridges, buildings for chemical industry) - technological steel constructions for power generation - tier building (factory and office buildings) - hall constructions (industry halls, sport and community buildings) - transport buildings (car parks, airport and bus terminals). <p>By the usage of optimal and high-quality facing and roof elements, gates, doors and windows we are able to cover all customer requirements and to combine usefulness and aesthetic of steel construction</p>
Website	www.lausitzer-stahlbau.de
Potential Business Partner	Looking for business partners / joint venture partners in the fields of steel construction, energy, wind energy.

Luceo Technologies GmbH



Delegate/s	Mr. Stephan Mannshardt (MD)
Products / Services	Electric / electro technical industry: Communication testing equipment
Profile	<p>LUCEO Technologies was founded in 2005 and is headquartered in Berlin, Germany. Started by a group of engineers, the company has gained admirable recognition in the test and measurement equipment market for optical component and transceiver characterization. The company offers affordable, yet fully-featured testers. The products are highly flexible and customizable due to the modular approach.</p>
Website	www.luceotec.com
Potential Business Partner	<p>Business partner / sales partner / distributor:</p> <p>Manufacturers of Network components, communication lasers and transceivers, High speed chips, Network systems.</p> <p>Research institutes working on communication, optical transmission</p>



mounting
systems

Mounting Systems GmbH

Delegate/s	Mr. Stefan Spork (MD) Mr. Helge Tost (Sales Director)
Products / Services	Mounting Systems for the solar industry (roof top as well as free standing systems).
Profile	The ISO-certified company Mounting Systems GmbH is one of the largest manufacturers of fastening systems for photovoltaic and solar-thermal power plants in the world and module frames. With over 20 years of experience in the market, the company is a highly-skilled developer and manufacturer in this business segment, headquartered in Rangsdorf near Berlin. The company now known as Mounting Systems GmbH was originally founded in 1993. In September 2008, Mounting Systems GmbH began operating as a separate company and has been selling its products independently ever since. In October 2010, Mounting Systems opened a representative office in Lyon, France. Since January 2011, the company has established its own sales and production site in West Sacramento, USA. Beginning in March 2012, another representative office is available for customers in Milton Keynes, UK. A total of 250 people are employed at four different company locations
Website	www.mounting-systems.de
Potential Business Partner	Business partner/ distributors, installers, EPC

Notus Plan GmbH



Delegate/s	Mr. Heiner Röger (MD)
Products / Services	Renewable energy: Planning, construction and operating of wind park projects.
Profile	NOTUS initiates, plans, builds and operates wind park projects, mainly own projects. NOTUS operates as service provider as well (site management, general contractor, technical/ business management). NOTUS has planned and built 450 wind energy plants now. About 100 different experts (geographers, mappers, ornithologists) work closely together. Since 2007 NOTUS is active in Europe and South America
Website	www.notus.de
Potential Business Partner	Co-operation partners and business partners in the renewable energy field: EPC, Manufacturers, Investors

PC-Soft GmbH



Delegate/s	Mr. Wolfgang Jahn (MD) Mrs. Ulrike Gollasch (Marketing)
Products / Services	Software solution to enhance the efficiency and competitiveness of railway companies
Profile	<p><u>zedas-cargo</u> Logistics Management for rail cargo solution for logistics in rail freight transport, including the management, planning, control, monitoring and invoicing of cargo transports</p> <p><u>zedas-asset</u> Maintenance and Asset Management, Solution for maintenance for railway vehicles, rail infrastructures and also for operational and service support in mining, energy management and production technology to monitor the condition of machinery and systems and control the efficient use of maintenance resources.</p> <p><u>Zedas- mobile</u> Mobile processes</p>
Website	www.pcsoft.de
Potential Business Partner	Rail freight transport companies, companies that have there own rail freight transport company in sectors of ports, mining, steelworks, chemistry etc., operators of railway infrastructure and vehicle fleets, operators in sector of oil, gas, production engineering and renewable energy (esp. wind energy)

PMA GmbH



Delegate/s	Dr.Erdmann Flindt (MD)
Products / Services	Analytical Instruments: Water purification, TOC analyzer, Amino Acid Analyzer, Ionchromatograph
Profile	<p>Our product range includes:</p> <p>Labwater: Central and local systems using Reverse Osmosis and the latest EDI-Technology.</p> <p>Ultrapure water: A range of ultrapure water systems for all applications. Tap water feeded and DI feeded.</p> <p>TOC Analyzer: In combination with water systems we offer online TOC Analyzers for a fast monitoring of the TOC-concentration according to DIN EN 1484. with minimal operating costs this analyser works nearly maintenance-free.</p> <p>Chromatography: Amino acid analysis for hospitals and food analysis. Ion chromatography of cations, anions, transition metals</p>
Website	
Potential Business Partner	Business partner/ distributor: Suppliers of lab devices, pharma companies

Pohl Electronic GmbH



Delegate/s	Mr. Eckhard Pohl (MD)
Products / Services	Industrial Automation, Battery-systems, System Integrator
Profile	The Pohl Electronic GmbH was founded in 1988 with headquarters in Henningsdorf, close to Berlin. System Integrator: Electromechanical and electronic automation components for machine manufacturers. Battery storage systems, displays, printers, barcode-scanners, RFID-Systems. Mobile computers, PDSs and terminals.
Website	www.pohl-electronic.de
Potential Business Partner	Business partners, importers, distributors for the above portfolio

REO Inductive Components AG



Delegate/s	Mr. Friedel Twellsieck (MD) Mr. Philip Twellsieck (MD)
Products / Services	Inductive, electronic and resistive Components – mainly for the railway engineering, test engineering, medical engineering, drive engineering as well as solar and wind energy technology.
Profile	REO was founded in 1925 and manufactures nowadays a wide range of electrical and electronic components used in drive engineering, railway, renewable energies, test systems, power electronics and power quality. REO is specialized in custom designs of components and sub-assemblies. The REO-group is market-leader in the field of controllers for vibratory feeding
Website	www.reo.de
Potential Business Partner	Joint Venture, business partner, financial partnership, M&A partner, possible partnership for manufacturing purposes in the above sector.

Solar-Tec GmbH



Delegate/s	Mr. Michael Götte (MD)
Products / Services	Renewable energies, energy consulting, planning, distribution and installation of photovoltaic and thermal solar installations
Profile	Innovative technologies used for almost all requirements: Highly efficient PV modules used for all conceivable requirements on roofing, supporting framework and substructure. Innovative assembly systems used where there are special requirements on alignment and loading of the substructure Robust and reliable system components with high life expectancy and minimum wear Active protection of the environment and climate due to the considerable reduction in CO2 emissions
Website	www.solartec-gmbh.de
Potential Business Partner	Partners for project development, installers

Velind Aerosol GmbH

Velind

Delegate/s	Mrs. Ulrike Richly (Finance) Mr. Frank Richly (MD)
Products / Services	Chemical industry: Products for Household and car care as well as Insecticides
Profile	The company is a developer, manufacturer and distributor of chemical and technical products and insecticides for car, home and leisure, especially in sales packages as aerosol cans and bottles. The company is interested in the South Africa market. The Managing Director Mr. F. Richly and his assistant Mrs. U. Richly search interlocutor / business partner for sales in the fields of chemistry car / car care products and insecticides / mosquito repellent.
Website	www.velind.de
Potential Business Partner	Looking for importers and distributors of car care products, household products as well as insecticides.

webXells GmbH



Delegate/s	Mr. Lars Geissler (CEO)
Products / Services	IT Design: Web, Mobile, Design, individual Software
Profile	WebXells is an innovative IT service provider specializing in mobile and web application solutions. Our focus is aimed at both supporting and improving the business processes of our customers with scalable enterprise solutions for internet and mobile.
Website	www.webxells.com
Potential Business Partner	Business partner, possible merger, R & D partner, distributor in the IT Design sector.

ZIM Plant Technology GmbH



Delegate/s	Prof. Dr. Ulrich Zimmermann (MD)
Products / Services	Irrigation Management / Biotechnology: <u>Product:</u> The ZIM-probe determines the cell turgor pressure, i.e. the “blood pressure” of plants. <u>Service:</u> Optimized Irrigation Protocols (Irrigation on Demand)
Profile	ZIM Plant Technology GmbH has developed a magnetic probe system which allows precise measurements of the hydration status (turgor pressure) of leafy plants (crop, fruit trees etc.) in real time. The internet based technology has been applied successfully to many plant species worldwide. Use of the probes have resulted in significant water saving and in an increase of productivity.
Website	www.zim-plant-technology.de
Potential Business Partner	Looking for Business Partner, Distributor, R&D Partner in the above field. Special meeting requests for: 1. Director: Sustainable Resource Management, Western Cape Department of Agriculture 2. Executive Manager: Water Utilization in Agriculture, Water Research Commission, Pretoria, 3. Deputy Director General, National Programme Leader: Working for Water Programme, Department of Environmental Affairs

Fraunhofer-Institute for Polymeric Materials and Composites PYCO



Delegate/s	Dr. rer. nat. Christian Dreyer (Deputy Director)
Products / Services	Applied research and contract research in the fields: Polymer- and composite development, material-development, light-weight materials, analytics, flame retardant polymers, nanoparticles, transparent polymers, light guiding polymers, toughening of thermoset polymers, adhesives, polymers for microelectronic applications, (chemical) analysis, material testing, flammability tests of materials and components, mechanical tests, chemical synthesis in lab-scale up to 20kg, UV-, E-Beam and Microwave-technology, dielectric spectroscopy, processing of fibre-reinforced polymers, prepreg-production on pilot plants, display-technology, barrier-layers
Profile	The Fraunhofer-Association is the biggest research organization for applied research in Europe. PYCO covers the whole research-, process- and development-chain from the (synthesis of) monomers, polymerization, formulation and processing up to the light-weight component. Incl. all relevant characterization-methods. Focus is on fiber-reinforced (thermoset) polymers, adhesives, optical polymers etc.
Website	www.pyco.fraunhofer.de
Potential Business Partner	Funding possibilities for joint research projects between German research institutions and companies/universities/research institutes from South Africa Contract research for Industry. Business partners, R&D partners. <u>Special meeting requests for:</u> <ul style="list-style-type: none"> • Profibre • Africa Plastics • DUROplastic • Cliff and Dale Construction cc • Moladi Building Communities • Afri-Cat Marine • Span Africa Steel Structures, NYUMBA Mobile Homes & Offices (Pty) Ltd • SWACHEM • LR Plastics • SAPPMA (Plastic Pipes Association) • Koogan Plastics <u>Institutions:</u> <ul style="list-style-type: none"> • Centre for Polymer • Department of Chemistry and Polymer Science – University of Stellenbosch

Fraunhofer Institute for Biomedical Engineering



Delegate/s	Dr Harald Seitz Mrs. Sarah Schumacher Mrs. Hanka Juhnke
Products / Services	Life Science, Biomedicine, Biotechnology, Bionanotechnology. Contract research in diagnostics, biosensors, biomimetics, surfaces, biochip technologies.
Profile	The Fraunhofer IBMT covers multidisciplinary fields of medical technology and biotechnology. The R&D fields of our branch in Potsdam are: molecular diagnostics, equipment for lab-on-chip-technology, technologies and logistics for biobanks, but also nanobiotechnology and the preparation of regenerative medicine. The results will help to develop the medical and pharmaceutical industries in the area of molecular diagnostics.
Website	www.ibmt.fraunhofer.de
Potential Business Partner	Business partner / R&D co-operation: Life Science/ Diagnostics with Focus on mobile devices, HIV & TBC

Universität Potsdam University of Potsdam



Delegate/s	Professor Oliver Günther (President)
Products / Services	Academia: Research, technology transfer, knowledge transfer
Profile	Founded in 1991, the University of Potsdam has excelled in research and teaching and has found scientific partners of international standing with the Potsdam-Institute for Climate Impact Research and the German Institute for Human Nutrition (Leibniz Association) as well as the Helmholtz Centre Potsdam - German Research Centre for Geosciences. Close cooperation and joint professorships also exist with several Max Planck Institutes and institutes of the Fraunhofer Gesellschaft.
Website	www.uni-potsdam.de
Potential Business Partner	Research & Development: Intensify cooperation with universities and research institutes in South Africa