

Joint Project | Circular Economy | South Africa

2025-2026/27



The Market Entry Programme for Small and Medium-sized Enterprises is a funding programme of the:



The Market Entry Programme commissioned by the Federal Ministry for Economic Affairs and Energy is implemented by:



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Content

Joint Project Circular Economy South Africa	1
Message of Greeting	4
Introduction	5
Participating Companies	6
1 Bezner Anlagen- und Maschinenbau GmbH	6
2 BLUES Bay. Logistik Umwelt & Entsorgungs Systeme GmbH	8
3 Grumbach und Petermann GmbH	10
4 K-UTEC AG SALT TECHNOLOGIES	12
5 Spaleck GmbH & Co. KG	14
6 Thermo-System GmbH	16
7 UNTHA shredding technology GmbH	18
8 VARIODIN Weissenschirmbach GmbH	20
9 VEGA Grieshaber KG	22
Project executor	24
Contact	25

Message of greeting



Mr. Christian Tippelt

Director Foreign Market Entry Programme of the Federal Ministry for Economic Affairs and Energy (BMWE)
Germany Trade & Invest

The Foreign Market Entry Programme assists German Small and Medium-Sized Businesses during all stages of their export activities. Participating businesses receive widespread support from the initial stages of market exploration up to the making of actual business contacts, e.g., by providing first-hand market information, organizing exploration trips and building networks. Key element of this support is the personal assistance during preparation, implementation and follow-up of these measures to ensure that the business arrangements are of high quality and sustainable.

This visit is part of the fact-finding module of the Foreign Market Entry Programme and will facilitate business contacts as well as provide important impulses for the further intensification of the fruitful co-operation between South Africa and Germany.

On behalf of the German Federal Ministry for Economic Affairs and Energy, I would like to thank the participants from Germany, all multipliers, and other involved parties in South Africa for their contribution to create a successful measure.

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Introduction

JOINT PROJECT South Africa 2025 - 2026/27



With the support of the **German Federal Ministry for Economic Affairs and Energy (BMWE)**, **SBS Systems for Business Solutions**, in close cooperation with the **Southern African-German Chamber of Commerce and Industry (AHK Southern Africa)**, is proud to implement a joint project in South Africa designed to deepen economic ties and advance sustainable development.

A group of eight leading German companies from the circular economy sector is participating with the shared goal of expanding their presence in the South African market, fostering long-term partnerships, and contributing innovative solutions that support environmental protection and enhance the well-being of local communities.

The project aims to strengthen both German and South African companies by facilitating stable, sustainable, and mutually beneficial business relationships.

The program features a comprehensive mix of activities, including information sessions and workshops in Germany, an exploratory market visit, and a business matchmaking mission in South Africa. It also includes an information and buyer-delegation trip from South Africa to Germany, offering South African stakeholders' direct access to German technologies and industry networks.

At the core of the project are two delegation trips to South Africa, designed to create meaningful, results-oriented engagement. These missions will include individually tailored B2B meetings with potential partners, site visits to company headquarters, and specialized presentation events that allow participants to showcase their technologies to a targeted professional audience.

Together, these activities aim to promote sustainable economic growth, strengthen bilateral business cooperation, and support efforts to safeguard both people and the environment in South Africa.

WASTE SORTING SOLUTIONS



BEZNER
HEILIG GROUP

SUMMARY

Bezner Anlagen- und Maschinenbau GmbH develops and manufactures recycling, waste processing, sorting and conveying systems worldwide.



MADE IN
Germany

WWW.BEZNER.COM

COMPANY PROFILE

Bezner Anlagen- und Maschinenbau GmbH is an internationally active company specializing in the development and production of recycling and waste processing systems. We provide innovative solutions for efficiently sorting and processing materials such as plastics, metals, paper, and commercial waste. Our portfolio includes conveying technology, trommel screens, windsifter, and complete sorting systems.

With decades of experience, Bezner supports customers worldwide in optimizing recycling processes and contributes to resource conservation and the circular economy. In addition to manufacturing, the company offers engineering, project management, maintenance, and service. Quality, reliability, and sustainability are at the core of its philosophy.

REFERENCES AND EXPORT ACTIVITIES

- Glasgow – MSW Sorting
- Freise Germany – Mixed Waste Sorting
- Veolia Paris – Construction & Demolition Waste

TARGET GROUP

All public and private companies and organisation that are working in the area of solid waste treatment and / or recycling.

PRODUCTS / SERVICES

Treatment and sorting plants for: Municipal Solid Waste, Commercial & Industrial Waste, Construction & Demolition Waste, Plastic recycling, Bottom Ash, Single Stream Recycling, Glass Recycling, Paper and Cardboard, Logistics. Conveyor systems: Belt Conveyor, Chain Conveyor, Elevator Conveyor, Vibrating Feeder, Bunker Conveyor. Screens: Linear Vibrating Screen, Circulation Vibrating Screen, Screening Drum. Other products and services: Air separator, Waste plant installation, Waste plant improvement, mobile sorting equipment.

COMPETITIVE ADVANTAGES

Thanks to many years of experience and close customer relationship, we can create technically sophisticated solutions for all applications.

IDEAL BUSINESS PARTNERS

Public and semi public companies and persons with extensive contacts in the waste treatment and recycling industry.

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:

In collaboration with:

Waste management expertise with VISION.

SUMMARY

BLUES GmbH is a certified waste management company offering nationwide disposal, recycling, and transport services.




MADE IN
Germany

WWW.BLUESANLAGEN.DE



BLUES Bay. Logistik Umwelt & Entsorgungs Systeme GmbH

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www.bluesanlagen.de

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Languages: German, English

COMPANY PROFILE

Founded in 2002 by Birgit Gehr, BLUES is a leading provider in technical plant operations, contaminated site remediation, and material flow management. Certified under § 56 KrWG as a professional waste disposal company, BLUES offers a wide range of services, including recycling, deconstruction, and engineering solutions. With a committed workforce and a vision for sustainable resource use, the company has steadily grown and is now a trusted partner in the industry.

REFERENCES AND EXPORT ACTIVITIES

BLUES has successfully completed projects for prominent clients such as Deutsche Bahn AG and various district administrations. The company is a member of multiple industry associations, including the Entsorgungsgemeinschaft Bayern e.V., bvse, and Umweltpakt Bayern. Founder Birgit Gehr was awarded the VICTRESS Sustainability Award in 2017.

TARGET GROUP

BLUES serves industrial companies, developers, public authorities, and municipalities seeking sustainable and efficient solutions in waste management, deconstruction, and remediation. The company primarily operates in Germany, with a strong focus on the Bavarian region.

PRODUCTS / SERVICES

- Technical plant operations
- Recycling, recovery, and disposal of waste
- Contaminated site, land, and fire-damage remediation
- Material and resource flow management
- Selective deconstruction and construction services
- Waste law consulting and compliance services
- Disposal and quality management
- Transport and logistics
- Engineering and planning
- Training and seminars

COMPETITIVE ADVANTAGES

BLUES stands out through its extensive experience, comprehensive service portfolio, and strong industry network. The combination of technical expertise, environmentally conscious practices, and personalized consulting makes it a preferred partner in the sector.

IDEAL BUSINESS PARTNERS

Ideal partners are companies in the waste management, deconstruction, and remediation sectors that value sustainability, quality, and efficiency. Cooperation, innovation, and the ability to execute complex projects successfully are key criteria for a productive partnership.

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:



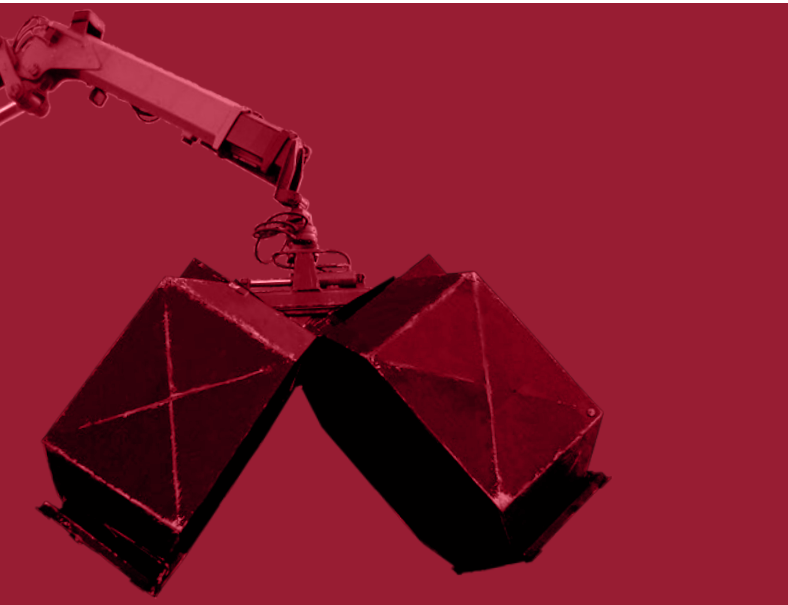
In collaboration with:





GRUMBACH UND PETERMANN

MASCHINEN RECYCLINGTECHNIK METALL



SUMMARY

Custom-made systems: from nonstop sorting to conveyor and feeder tech, plus metal and steel work to meet customer needs.



MADE IN Germany



GRUMBACH UND PETERMANN

MASCHINEN RECYCLINGTECHNIK METALL

GRUMBACH UND PETERMANN GMBH

Rudolf-Diesel-Straße 13
33428 Harsewinkel
Germany
www.gupgmbh.de

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Languages: German

COMPANY PROFILE

Grumbach und Petermann GmbH represents successful innovation from East Westphalia and has established itself as an internationally recognized company in the field of recycling technology through continuous innovation, sustainability, and high quality standards.

From our self-developed gripper systems for recycling containers and innovative demand-oriented paper separation methods to highly customized plant engineering solutions, our wide range of services shares one common goal: to make operational processes measurably more efficient, precisely tailored to your specific requirements, and to position your company for a sustainable and cost-efficient future.

REFERENCES AND EXPORT ACTIVITIES

Grumbach und Petermann GmbH (GuP) is an experienced provider in the European recycling industry, serving waste management companies, material recovery facilities, and recycling plant operators across Europe. Its innovative, customized solutions support the efficient sorting and processing of paper, cardboard, glass, and electronic waste, helping clients improve efficiency, material quality, and compliance with European environmental standards.

TARGET GROUP

Our target group includes companies and organizations that need customized, project-specific solutions beyond standard products, such as recycling plant operators, waste management companies, industrial facilities, and engineering firms. Key decision-makers—technical directors, project managers, and plant and operations managers—value flexible engineering, close technical collaboration, and reliable partners who can deliver efficient, scalable, and sustainable solutions tailored to their specific requirements and long-term goals.

PRODUCTS / SERVICES

Dosing Hopper

Our dosing hopper allows for fully adjustable material feeding and provides an efficient starting point for optimized sorting and processing speeds.

PaperStar L & PaperStarS

The PaperStar L is a proven solution for separating large cardboard boxes from paper and other materials.

The PaperStar S excels at removing impurities and fine particles from mixed material streams.

PaperSpike

Sorting is based on material stiffness: items are lifted by the spikes, while cardboard and paperboard remain attached and paper products fall directly back down.

Gripper Systems

Our gripper systems are designed for handling glass, paper, and electronic waste.

COMPETITIVE ADVANTAGES

Key competitive advantages include customized solutions, strong engineering expertise, innovative and reliable technologies, proven experience in the European recycling market, close customer collaboration, and a clear focus on efficiency, material quality, scalability, and sustainability.

IDEAL BUSINESS PARTNERS

Our ideal business partners are companies across the recycling industry, including waste management firms, recycling plant operators, material recovery facilities, and technology providers. They value innovation, sustainability, and long-term collaboration, and seek reliable, high-quality, customized solutions that improve efficiency and support circular economy goals.

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:

In collaboration with:





SUMMARY

K-UTEC is an engineering company that offers services for recycling of mineral mining and construction residues.



MADE IN
Germany

WWW.K-UTEC.COM



K-UTEC AG

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99706 Sondershausen
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www.k-utec.com

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Phone: +49 15141470442
Languages: English, Deutsch

COMPANY PROFILE

K-UTEC is a renowned service provider for the global mining and natural resources industry with several decades of experience. We operate several laboratories and pilot plant facilities to extract valuable mineral materials from raw materials as well as mining and construction residues. Our services cover the entire value chain of raw material projects: From geophysical exploration and geological resource assessment through chemical and physical process development and planning, including laboratory and pilot-scale testing, supply of key equipment, commissioning and operational optimisation. We also advise our clients on backfilling, geomechanics and mine closure planning. In all activities, we pay special attention to environmental protection.

We search for innovative waste-to-value solutions by recycling mining, construction and industrial residues. To make underground operations as safe as possible, we also offer seismic monitoring equipment and services.

REFERENCES AND EXPORT ACTIVITIES

Our company has over 70 years of experience. We work with clients worldwide and support them with our services. We have partners in South Africa to facilitate service and communication.

TARGET GROUP

- Mining companies (tailings, stockpiles)
- Coal power & coal processing
- Desalination & water treatment
- Cement, lime and ceramic industries
- Municipal solid-waste incineration
- Chemical & fertilizer plants
- Construction & demolition
- Mineral waste stream handling

COMPETITIVE ADVANTAGES

We have extensive experience in the processing of mineral residues. Over several decades, we have developed our expertise in mineral residues, their recycling, and the safe disposal of non-recyclable waste materials. We are committed to finding ways to reduce waste and boost the circular economy.

PRODUCTS / SERVICES

- Chemical, mineralogical and physical analysis of tailings and other mineral residues
- Process development to extract valuable mineral materials from mining, construction and industrial residues
- Planning of processing facilities
- Consulting in Waste-to-Value and circular economy strategies

IDEAL BUSINESS PARTNERS

- Mining companies (tailings, stockpiles)
- Coal power & coal processing
- Desalination & water treatment
- Cement, lime and ceramic industries
- Municipal solid-waste incineration
- Chemical & fertilizer plants
- Construction & demolition

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

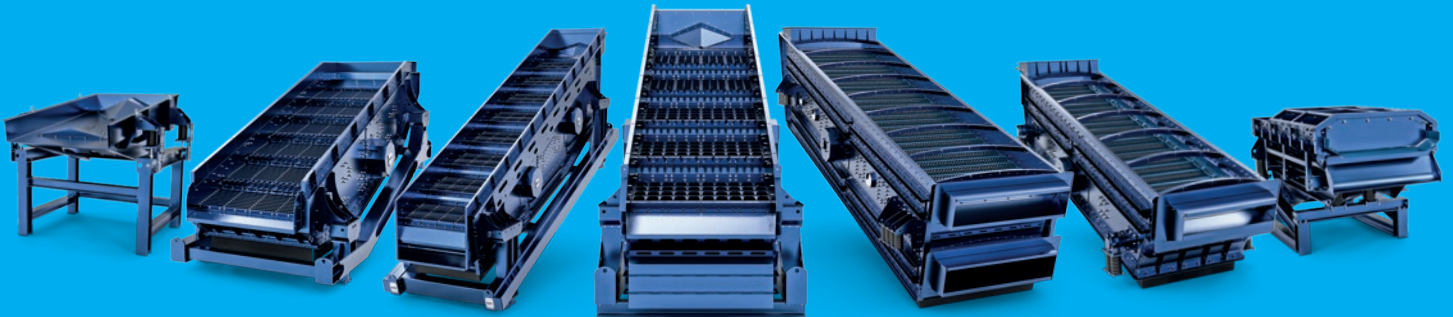
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In collaboration with:



SPALECK®

FORWARD THINKING. SINCE 1869.



CONVEYING & SEPARATION TECHNOLOGY

RECYCLING WASTE SCREENS > FLIP-FLOW SCREENS > 3D COMBI FLIP-FLOW SCREENS > MOBILE SCREENS > VIBRATING CONVEYORS > INFEED UNITS > DENSITY SEPARATORS



BEST SCREENING.

BEST SORTING.



www.spaleck.de

SUMMARY

SPALECK GmbH & Co. KG is one of the world's leading manufacturers of conveying and separation technology.



MADE IN
Germany

WWW.SPALECK.DE



Spaleck GmbH & Co. KG

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Phone: +49 1733953585
Languages: German, English

COMPANY PROFILE

As one of the world's leading manufacturers of conveying and separation technology, SPALECK develops innovative solutions for demanding recycling processes. Tailored to your specific requirements, SPALECK technologies enable coarse and pre-screening, classification, fine screening, and dewatering as well as conveying, dosing, and feeding of your materials – both as stand-alone systems and integrated into your processing line.

SPALECK follows the principle: BEST INFEED. BEST SCREENING. FOR BEST SORTING QUALITY.

PRODUCT RANGE: Recycling Waste Screens | Flip-Flow Screens | 3D COMBI Flip-Flow Screens | Mobile Screens | Vibratory Conveyors | Infeed Units | Customised Solutions.

Test your material in advance in our SPALECK TestCenter to find the optimum solution for your application!

REFERENCES AND EXPORT ACTIVITIES

Recycling companies, waste management providers, and industrial users worldwide rely on SPALECK screening and conveying technologies. Our solutions are used in the processing, separation, and classification of materials such as plastics, metals, wood, paper, as well as municipal and commercial waste. The goal is maximum sorting quality, high throughput, and stable, efficient, and cost-effective process operation.

TARGET GROUP

SPALECK targets companies in the recycling and waste management industry as well as industrial users and plant manufacturers. This includes operators of sorting and processing plants for materials such as plastics, metals, e-waste, wood, glass, construction and demolition waste, as well as municipal and commercial waste and mineral materials.

PRODUCTS / SERVICES

- SPALECK offers innovative solutions for optimizing your recycling process.
- Our screening machines are tailored to your specific requirements and provide solutions for coarse screening, classification, fine screening, and dewatering. Our product portfolio includes Bar Sizers, Recycling Waste Screens, Flip-Flow Screens, 3D-Combi Screens, Mobile Screens, and Dewatering Screens. Thanks to their modular design, all machines can be easily integrated into existing systems.
- SPALECK vibratory feeders ensure maximum material flow. Individually designed constructions and material-optimized surfaces enable gentle and precise conveying and dosing.
- For material feeding, the innovative SPALECK ActiveFEED feed hopper ensures a continuously optimized supply to sorting and recycling systems. Its self-regulating material discharge increases operating convenience and ensures uniform feeding as well as maximum discharge performance.

COMPETITIVE ADVANTAGES

SPALECK has more than 150 years of experience in mechanical engineering. Our solutions are continuously developed and adapted to market and customer requirements. Thanks to extensive project experience and deep process expertise, we are a reliable partner for efficient and sustainable recycling solutions.

IDEAL BUSINESS PARTNERS

Ideal business partners are operators of recycling and processing plants, plant manufacturers, and system integrators. SPALECK also works with industrial companies and international partners who integrate innovative, high-performance, and reliable technologies into their process and plant solutions.

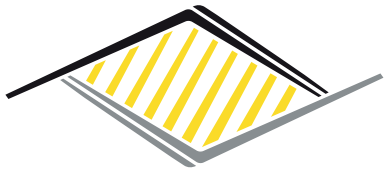
JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:



In collaboration with:

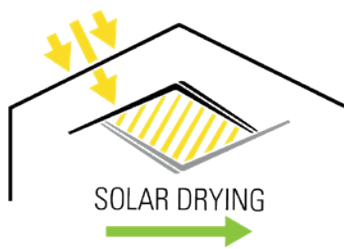
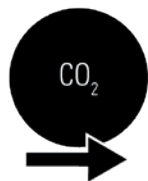




THERMO-SYSTEM
INDUSTRIE- & TROCKNUNGSTECHNIK GMBH




3 000 t/a · 120 truckloads




1 000 t/a · 40 truckloads

SUMMARY

Thermo-System is technology pioneer and a market leader in the field of solar and solar-thermal sludge drying.




MADE IN
Germany

WWW.THERMO-SYSTEM.COM



Thermo-System Industrie- & Trocknungstechnik GmbH

Röntgenstraße 14/1
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Germany

www.thermo-system.com

Contact person:

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fritz.thoeni@thermo-system.com

Phone: +49 1726237938

Languages: German, English, Italian, French

COMPANY PROFILE

Thermo-System develops customized solar drying technologies for every application and supply proven, durable and low-maintenance technology. We offer the broadest portfolio on the market, ensuring maximum flexibility and efficiency with three drying concepts – batch, continuous and semi-continuous – and customizable modular system sizes.

REFERENCES AND EXPORT ACTIVITIES

- more than 200 drying systems implemented worldwide
- nearly 600 turning robots and machines installed
- almost 600,000 m² of drying area
- more than 1.1 million tons of sludge efficiently dried every year

TARGET GROUP

Municipalities, wastewater & water treatment industry, biogas industry, agriculture, various other industrial sectors (food & beverage, cosmetics, petro-chemical, etc.)

PRODUCTS / SERVICES

- drying and laboratory testing for all types of sludge
- expert planning and design of solar and solar-thermal drying systems
- delivery and installation of system components – all the way to turnkey solutions

COMPETITIVE ADVANTAGES

High-quality low-maintenance solutions, broadest product portfolio in the industry, highest market share.

IDEAL BUSINESS PARTNERS

Well-connected stakeholders in the (municipal or industrial) wastewater, drinking water or biogas industry.

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:



In collaboration with:





UNTHA

shredding technology



SUMMARY

Manufacturer of high-quality industrial shredders with innovative tech to optimize recycling and material recovery worldwide.




MADE IN
Germany

WWW.UNTHA.COM



UNTHA Deutschland GmbH

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97737 Gemünden am Main
Germany
www.untha.com

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Business Development Manager Africa and Asia
reinhard.fanninger@untha.com
Phone: +43 6648309458
Languages: German, English

COMPANY PROFILE

UNTHA: Specialist in industrial shredding solutions

The premium manufacturer UNTHA develops and produces customised and reliable shredding solutions. The range of applications includes the recovery of materials for recycling, the processing of residual and waste wood, and the treatment of waste to produce secondary fuels. In doing so, the company makes an important contribution to the conservation of resources and the sustainable recycling of waste.

UNTHA shredders are suitable for shredding a wide range of waste types, including commercial and industrial waste, electronic waste, hazardous waste and particularly challenging materials such as tyres, mattresses and pulper ropes. These shredders are robustly built and incorporate innovative technology that allows them to process a wide range of materials.

PRODUCTS / SERVICES

UNTHA offers shredders that can be used as stand-alone machines or in system solutions and also supplies the suitable conveyor technology. The range includes 1-, 2-, and 4-shaft shredders that can be used as pre-, mid-, and post-shredders.

The XR and ZR shredders process large quantities of difficult materials in an energy-efficient manner to produce a homogeneous output material that can be directly recycled or thermally recovered. The XR is suitable for single-stage processing of commercial/industrial waste.

The new RS series is characterized by even higher throughputs, greater efficiency, easier maintenance, and can be used to shred a wide variety of materials: plastics, metals, electrical / electronic waste, hazardous waste, files, hard drives.

In addition, UNTHA offers a wide range of services: planning, design, installation, and commissioning, as well as regular service and maintenance work.

REFERENCES AND EXPORT ACTIVITIES

Around 15,000 UNTHA shredders are already in use worldwide. Waste disposal companies and recycling firms rely on these innovative technologies, as do manufacturing companies that recycle waste in-house. The areas of application range from the processing of waste materials for material or thermal recycling, to volume reduction for lower storage and transport costs, to product destruction for brand protection and many more.

TARGET GROUP

Municipalities and public waste management authorities, recycling operators and material recovery facilities (MRFs), industrial and manufacturing companies (e.g., plastics, paper, wood, metals), waste-to-energy and biogas operators, international development projects and private enterprises seeking customized shredding and recycling solutions. Decision-makers typically include plant managers, operations managers, technical directors, and project managers focused on efficiency, sustainability, and compliance with environmental regulations.

COMPETITIVE ADVANTAGES

UNTHA stands out mainly due to its more than 50 years of expertise. The shredders are constantly being further developed and adapted to customer and market requirements. In addition, the team has extensive experience from numerous projects, making it the ideal partner for companies that want to integrate innovative and sustainable technologies into their processes.

IDEAL BUSINESS PARTNERS

Companies and organizations that share a commitment to sustainable waste management, recycling, and resource recovery. They are interested in high-quality, reliable shredding and processing solutions and value long-term collaboration for operational efficiency and environmental responsibility.

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:



In collaboration with:





SUMMARY

Sustainable energy generation from waste and residual materials – VARIODIN develops decentralized solutions for the production of electricity, heat, cooling, and hydrogen.



MADE IN
Germany

WWW.VARIODIN.AG

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Germany
www.variodin.ag

Contact person:
Mr. Rolf Krüger - CEO
rolf.krueger@variodin.ag
Phone: +49 173 6082205
Languages: Deutsch

COMPANY PROFILE

VARIODIN is an innovative technology provider specializing in sustainable energy generation from waste and residual material streams. Our solutions integrate efficient resource utilization with advanced energy and hydrogen technologies, enabling decentralized, climate-friendly supply of electricity, heat, cooling, and hydrogen.

Our mission is to establish closed-loop production cycles that balance ecological responsibility with economic efficiency. Drawing on extensive expertise in civil and mechanical engineering, power plant technology, and business planning, we develop projects designed to meet the energy efficiency and sustainability requirements of the future.

The management team brings decades of experience in the planning, development, and execution of complex energy and industrial plant projects.

PRODUCTS / SERVICES

The plants convert a wide range of waste materials into valuable products, such as:

Electrical energy, heating and cooling energy, hydrogen, base oil, methanol, synthetic heating oil, synthetic diesel, Liquefied CO₂, Biofertilizer / biocoal, phosphoric acid.

All production follows closed-loop principles, ensuring that every product can be reused in the creation of other goods. We employ state-of-the-art processes that meet the highest standards for sustainability and environmental protection.

Our plants are capable of processing all waste and residual materials, with the exception of glass, stones, and metals.

REFERENCES AND EXPORT ACTIVITIES

Germany – Freiberg – from 1998 to 2012 – CarboV plant (biomass to synthesis gas) • Germany – Deindrup – commissioned in 2007 – Carbo Compact plant (biomass to synthesis gas and heat) • Denmark – Commissioning in 2019 – 1,000 tonnes per year of poultry manure -> gas + electrical energy + thermal energy • Denmark – Commissioning in 2020 – CarboV plant (sewage sludge to synthesis gas).

TARGET GROUP

VARIODIN GmbH serves organizations seeking sustainable, decentralized energy solutions from waste and residual material streams. Their customers are typically involved in energy generation, waste management, and industrial processing, with a focus on climate-friendly and circular economy solutions.

COMPETITIVE ADVANTAGES

UNTHA stands out mainly due to its more than 50 years of expertise. The shredders are constantly being further developed and adapted to customer and market requirements. In addition, the team has extensive experience from numerous projects, making it the ideal partner for companies that want to integrate innovative and sustainable technologies into their processes.

IDEAL BUSINESS PARTNERS

Potential business partners include municipalities and public utilities, energy and waste management companies and owners, industrial and agricultural enterprises, and energy project developers. Key decision-makers are managing directors, technical, plant and project managers, sustainability officers, and local or regional policymakers seeking efficient, compliant, and climate-friendly decentralized energy solutions from waste and residual materials.

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:

In collaboration with:



SUMMARY

Manufacturer and distributor for level, point level, pressure measurement and signal conditioning instruments for different industry sectors.



MADE IN
Germany

WWW.VEGA.COM

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77761 Schiltach
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www.vega.com

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Languages: English

COMPANY PROFILE

VEGA Grieshaber KG is a family owned company in the 3rd generation, global leader in the field of level, point level, pressure measurement and signal conditioning instruments. The company employs over 2,600 people worldwide, 1.300 of them at its headquarters in Schiltach, South West Germany. Solutions for demanding measuring tasks have been developed here for more than 60 years. VEGA is active in over 80 countries with a global network of subsidiaries and sales partners. The company and its products have all the necessary certificates and approvals for worldwide use. This applies both to technical safety and to the quality of the products and services. In South Africa, VEGA is active since nearly 30 years. Our subsidiary was founded in 1997 and takes care about our customers with more than 60 employees.

PRODUCTS / SERVICES

VEGA supplies measurement technology for level, point level and pressure – perfectly adapted to the requirements of the process industry, such as water and wastewater, chemicals, mining and recycling.

The products are designed for the highest industrial standards and quality to fulfill the requirements of hard industrial conditions. Our product specialist on site has a high technical reputation and are able to recommend the best technical solution. Local service technicians are able to solve even challenging demands.

REFERENCES AND EXPORT ACTIVITIES

VEGA is active in over 80 countries with a global network of subsidiaries and sales partners. The manufacturing is located in Germany, as well as partly in the USA, China and India for the local market. As a global player, VEGA is preferred supplier for many big international companies in all kind of industries. With an export share of nearly 80 % of our products, VEGA is worldwide at home.

TARGET GROUP

End-user, local operators, engineering companies, plant manufacturers, EPCs and distributors of all kind of industries. In South Africa our main business is the mining, chemical and petrochemical industrie. In the future we see a growing opportunity in the water and recycling market.

COMPETITIVE ADVANTAGES

VEGA develops innovative measurement technology that is easy to use and offers maximum safety and reliability. VEGA is the market leader in radar measurement technology and offers unique products for the water and wastewater and recycling industry.

IDEAL BUSINESS PARTNERS

End-user of water or recycling plants, local operators, engineering companies for different industries, machine and plant manufacturers, EPCs, integrators and distributors.

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:



In collaboration with:



Project executor

SBS systems for business solutions



SBS systems for business solutions is a 1999 established private consulting agency, with two decades of experience in the planning, development and implementation of international projects. Moreover, the company offers services such as workshops, events and individually organized B2B-meetings, as well as individual strategies for market entries and assistance for the coordination of international teams for the German-speaking and Italian market.

Since 2006, SBS has been organizing hundreds of internationalization projects from delegation trips abroad to big virtual conferences on behalf of several German ministries and other foreign governmental institutions. In addition, SBS has been honored by the Italian Ministry of Economic Development with the title of “Temporary Export Manager”. A highly-skilled team of project managers with multinational backgrounds, based in Berlin and Rome, is sensitized for the topic of cultural differences and therefore knows how to approach difficult cultural issues. In fact, SBS applies cross-cultural thinking and designs custom-made solutions that overcome intercultural borders to find the right partners for their clients. Thanks to a strong partner network and more than 600 German and international clients, SBS is able to facilitate a successful market entry in the most emerging and attractive markets worldwide.

Project executor

Southern Africa-German Chamber of Commerce and Industry



The German Chamber of Commerce and Industry for Southern Africa (AHK Southern Africa) is part of the worldwide network of German Chambers of Commerce Abroad (AHK) with 150 locations in 93 countries. It was founded in 1952 and since then has supported around 600 member companies in their international business as an important platform for bilateral economic exchange. AHKs in Germany are closely linked to the network of German Chambers of Industry and Commerce (IHKs). Together, IHKs and AHKs support German companies in establishing and expanding their business relations with foreign countries. The umbrella organisation of the IHKs is the Association of German Chambers of Industry and Commerce (DIHK), which also coordinates and supports the AHK network. The close cooperation with the German trade associations also ensures that the AHKs are networked close to the companies and markets. Based on a resolution of the German Bundestag, the AHKs are pro rata supported by the Federal Ministry of Economics and Energy.

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