



German Business Delegation Trip to Malaysia - Water and Wastewater Management

Kuala Lumpur
9th – 13th September 2024

Company Products and Services Catalogue

In collaboration with



Malaysian-German Chamber
of Commerce and Industry
Deutsch-Malaysische
Industrie- und Handelskammer



German Water
Partnership

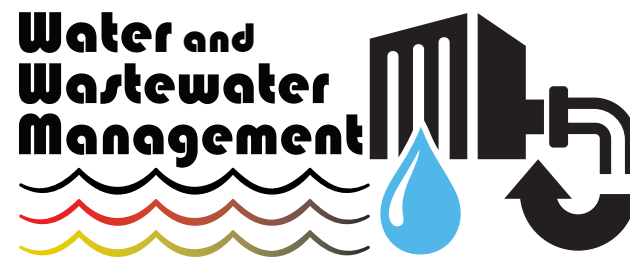


MITTELSTAND
GLOBAL
ENVIRONMENTAL
TECHNOLOGIES

Project of



German Business Delegation Malaysia 9th - 13th September 2024



German Companies

Allweiler GmbH

Behncke GmbH

GHS Separationstechnik GmbH

Haver & Boecker OHG

Impreg GMBH

MSE Filterpressen GmbH

Nivus GmbH

Rädlinger primus line GmbH

Vega Grieshaber KG

Weber Entec GmbH & Co. KG

wero Antriebstechnik GmbH

With the support of the German Federal Ministry for Economic Affairs and Climate Protection (BMWK), in particular with the The Environmental Technologies Export Initiative, SBS systems for business solutions, in cooperation with the Malaysian-German Chamber of Commerce and Industry and German Water Partnership e. V., is organising a business mission to Malaysia.

The German delegation consists of eleven selected German companies specialising in technologies and services in the field of water and wastewater management.

The German companies will be in Kuala Lumpur from September 09th to September 13th 2024, with the aim of establishing new partnerships with Malaysian counterparts.

We cordially invite you to attend our presentation and networking conference in Kuala Lumpur on September 10th 2024.

We are looking forward to an enriching exchange between German and local stakeholders!

During the event there will be the possibility to discover the brands and innovative products of leading German companies, to participate in discussions on the latest market trends and to explore possible areas of collaboration.

In addition, we invite you to participate in one-to-one B2B meetings with the German companies during their stay in Malaysia. This unique opportunity offers a platform to explore new business opportunities and to discover possible synergies.

Registration for the presentation and networking event is free of charge.

Please do not hesitate to contact us to schedule individual meetings with one or more of the German companies that will be presented in this catalogue.

We are pleased to provide you with further information and assistance.



Federal Ministry for Economic Affairs and Climate Action (BMWK)



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 “business matchmaking” 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 Malaysia and Germany.

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

Mr. Christian Tippelt

Director Foreign Market Entry Programme of the
Federal Ministry for Economic Affairs and Climate Action (BMWK)
Germany Trade & Invest



INDUSTRIAL
AEROSPACE & DEFENSE



Summary

Our Purpose – Keep society safe, productive & Moving.
The Company has a product portfolio of market-leading brands serving its customers.



made in
Germany



www.allweiler.de | www.circor.com

Company profile

World-Class Pump Technologies:

Allweiler has been shaping the pump industry since 1860, combining tradition with innovation. As the oldest pump manufacturer in Germany, we have made it our mission to go one step further toward excellence and sustainability with every development.

Joining forces with CIRCOR strengthens this claim by further expanding our know-how and global presence.

Our comprehensive product portfolio is unrivaled in the industry, Allweiler offers a wide range of pumping technologies to meet the diverse needs of our customers, including centrifugal, propeller, screw spindle and progressive cavity pumps, as well as complete pump systems.

Products / Services

ALLWEILER offers a range of pumps that employ a variety of pumping principles & technologies, for wastewater to ensure the most economical and environmentally-friendly operation of sewage and wastewater treatment technique possible.

At Allweiler, we developed the ALLDUR® stators specifically for our progressing cavity pumps with a clear focus on cost effectiveness, extending life by up to 500%. This impressive increase in service life sets new standards in efficiency and economy, making life easier for wastewater treatment plant operators.

Progressing Cavity Pumps, Macerators (wet choppers), Peristaltic Pumps, Propeller Pumps for pumping wastewater, sludge, suspensions, flocculent aids, filtrates and industrial water.

Additional pump series that fulfills requirements encountered in special industrial applications, or when pumping special liquids are also available.. These pumps are available in vertical, horizontal, inline or block versions and can be constructed of a wide variety of materials.

References and export activities

CIRCOR markets its solutions directly and through various sales partners or directly to more than 14,000 customers in approximately 100 countries. The Company has a global presence with approximately 3,100 employees, local Offices In APAC region with Service & Support network in Malaysia and the APAC region.

Target group

- Waste management companies
- Municipalities or City Governments
- Recycling Companies
- Industrial manufacturing – process applications

Competitive advantages

We present to you our secret weapon for Progressing Cavity Pumps, the ALLDUR® stator, which extends pump life by up to 500%. This impressive increase in service life sets new standards in efficiency and economy and makes life much easier for wastewater treatment plant operators.

Ideal business partners

Waste management companies, Recycling companies, Plant operators, Sales partner.



ALLWEILER GmbH

Allweilererstr 1
78315 Radolfzell
Germany

www.wallweiler.de | www.circor.com

Contact Person:

Mr. Trevor Charsley - Sales Director
trevor.charsley@circor.com
Phone: +65 6011 3950
Mobile: +65 9423 8219

Languages: English

Project



Supported by:



Project of:





Summary

Specialist in precision manufacturing of high-quality stainless steel components, heat exchangers and filters for swimming pools and industrial applications.



Company profile

The Bavarian BEHNCKE site in Putzbrunn near Munich focuses entirely on the precision machining of high-quality stainless-steel and filter production and on all what is need for the swimming pool water treatment and other industries on this matter.

Customers throughout the world appreciate BEHNCKE products for their high level of workmanship, exceptionally durability and product quality.

Products / Services

- Aquavision a pool management system
- WaterTreatment – Crystal clear water with minimal use of chemicals thanks to BEHNCKE filters and the BEHNCKE system
- Swimming in drinking water
- Pool heating
- Pool cleaning – Automatic pool maintenance with cleaning robots
- BEHNCKE filter with a high filtration rate
- Swimming pool control with AI monitoring
- Stainless-Steel integrated parts – Brilliant highlights in any swimming pool
- BEHNCKE LED LIGHTING – Endless Design Possibilities

BEHNCKE is offering the whole water treatment system beyond swimming pools.

References and export activities

BEHNCKE with its decades of experience in swimming pool technology and further industries has already satisfied countless customers. Whether private individuals or facilities open to the public: the focus is always on a long service life, excellent reliability and the highest quality standards.

Target group

- Municipalities
- Public swimming pools
- Hotel facilities
- Water attractions
- Architects
- Consultants
- Swimming pool builders
- Contracts
- Industry

Competitive advantages

BEHNCKE has been an established player in the swimming pool sector for several decades. From the very beginning the company has stood for innovative products in the swimming pool industry and other sectors in industrial water treatment applications.

The company continues to manufacture its products exclusively in Germany. The focus is on precision while manufacturing high-quality stainless-steel components, heat exchanger, filters and many other products.

They are offering a whole solution for water treatment in a pool according to the standard of healthy water quality. Products can be produced out of standard and according to the need of the customer.

Ideal business partners

From private projects through to municipalities and hotels and all the way to industry- BEHNCKE is your partner for swimming pool technology and water treatment for other sectors.



BEHNCKE GmbH München

Friedrich-Bergius-Straße 19
85662 Hohenbrunn/München
Germany

www.behncke.com

Contact Person:

Ms. Angela Herrmann - *International Sales Manager*
angela_herrmann@behncke.com
Phone: +49 173 367 3886

Languages:

German, English, Spanish, French, Chinese

Project



Supported by:



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Summary

GHS Separationstechnik GmbH is an OEM for separation techniques and provides service, maintenance and repair for all centrifuge systems.



Company profile

We are a dynamic company with a wide product range for all areas of separation and conveyance of different materials. In the fields of industrial centrifuges, decanters, pumps and filters, we find a suitable solution according to your needs.

Products / Services

Separation platforms and mobile units, engineering, service and repair of decanters and centrifuges, pumps, polymer application.

References and export activities

Our biggest company project was building a separation platform in Baku, Aserbaijan. Some of our customers include the following: MTU, Keller Grundbau, Müller Milch, Sonntag, Züblin, Braumann Tiefbau, Andritz, Wadle Bau, Benc.

Target group

Companies specialising in oil & gas, gas odorization, refineries, petro chemicals, chemical, plastics, food & beverages.

Competitive advantages

State-of-the-art design, low lifetime costs, high reliability, compliance with international standards, highest process safety, international engineering and project competencies.

Ideal business partners

Micro-tunnelling, Food & Beverage industry, chemical companies.



GHS Separationstechnik GmbH

Neustadt 4691
84028 Landshut
Germany

www.ghsgmbh.com

Contact Person:

Mr. Günter Haider - *Managing Director*
g.haider@ghsgmbh.de
Phone: +49 871 97503231

Mr. Benedikt Haider - *Managing Director*
b.haider@ghsgmbh.de
Phone: +49 151 1743 9584

Languages: English, German

Project



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HAVER & BOECKER



Summary

Haver & Boecker manufactures wire cloth and develops filter elements in all dimensions for use in various industries.



made in
Germany



www.haverboecker.com

Company profile

Haver & Boecker is one of the world's leading manufacturers of wire mesh for industry and technology. As a medium-sized family business, we have played a decisive role in shaping the technology of wire weaving for more than 130 years. We develop and use innovative manufacturing processes to fabricate wire cloth into filters and fabricated parts for filtration or cleaning, for the protection of people or sensitive electronics, or for the uniform flow of a gaseous, liquid, or solid medium. These products are used in many different industries – from the automotive industry to the energy and environmental sectors.

Products / Services

In the production of metal wire mesh for use in water management, our focus is on efficient mechanical water filtration and the development of filter elements in all dimensions. The decisive factor is the optimum combination of throughput and filter fineness: for the retention of microplastics and for the treatment of wastewater and seawater. We fulfil individual product requirements with a wide range of proven products or with solutions that are newly developed for special applications.

References and export activities

The challenges and tasks associated with the development of new mesh types and filter elements vary depending on the local conditions. Here we can draw on many years of experience in weaving technology and in-depth knowledge from our co-operation with companies all over the world.

Target group

Manufacturer of water filters as well as filter, treatment and desalination systems for handling drinking water, waste water and seawater.

Competitive advantages

Filtration of finest particles ≥ 5 microns | Excellent cut-point and stability | Corrosion and temperature resistant special alloys | Optimum dirt holding and purging properties.

Ideal business partners

Manufacturer of water filters as well as filter, treatment and desalination systems for handling drinking water, wastewater and seawater.

HAVER & BOECKER



Haver & Boecker oHG

Ennigerloher Straße 64
59302 Oelde
Germany

www.haverboecker.com

Contact Person:

Klaus Sklorz - CSO Wire Weaving Division
k.sklorz@haverboecker.com
Phone: +49 2522 30 357

Mr. Tim Gerdes - Project Manager Water Filtration
t.gerdes@haverboecker.com
Phone: +49 2522 30 162

Languages: English, German

Project



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FAST & EFFICIENT SUSTAINABLE ECONOMIC

IMPREG Liner

UV-TECHNOLOGY

NO DIG

IMPREGLINER

25 YEARS
1999 - 2024



Summary

More than 25 years of experience.
Leading manufacturer of GRP-Liners
for trenchless pipe & sewer
rehabilitation.



made in
Germany



www.impreg.de

Company profile

ANY SIZE. ANY SHAPE. ANY PIPE.

More than 25 years of experience. We are the standard for trenchless pipe & sewer rehabilitation. We make the impossible possible.

UV technology has established itself as the most significant curing method for grp liners. IMPREG as a provider of holistic solutions, works closely together with partner companies. We can always offer an optimum portfolio for any area of application.

We develop and produce future-oriented CIPP liner systems & even master the largest dimensions & highly complex remits up to DN 2000. We ensure the highest quality while acting resource-saving and sustainable. IMPREG produces approx. 600 km of IMPREGLiners each year that is used globally to rehabilitate damaged sewers.

A decision to use the IMPREGLiner is a decision for the overall success of your company. The advantages of the proven IMPREG products, the flexibility of the company & the professional skills of the employees are a reliable guarantee of growth and continuity.

Products / Services

IMPREG offers the following PRODUCTS:

- GRP-liner for trenchless technology, no dig
- UV-pipe liner
- DN 150 – DN 2000

IMPREG offers the following SERVICES:

- best customer service (expertise, know-how)
- excellent support on site through our application engineers
- support from the beginning (planning, order until end of project)
- fast delivery
- highest quality and handling of our products

References and export activities

Our production sites on three continents (Asia, Europe & Americas) and our warehouses enable a fast delivery and short ways. In addition, our sales team is present worldwide.

Target group

New customers, sewer rehabilitator, industry, cities, municipalities and engineering offices.

Competitive advantages

Innovative Technology: IMPREGLiner.

Flexible and quick to act both in terms of delivery and customer service.

IMPREG sets the standard. Our high-tech CIPP liners put us at the forefront worldwide, especially for dimensions between DN 1200 and DN 2000.

Ideal business partners

New customers, sewer rehabilitator, industry, cities, municipalities and engineering offices.



IMPREG GmbH

Eisenbahnstraße 32
72119 Ammerbuch
Germany

www.impreg.de

Contact Person:

Khairul Hakim - ASEAN Business Development Manager
khakimin@impreg.com
Phone: +60 145006307

Languages: English

Project



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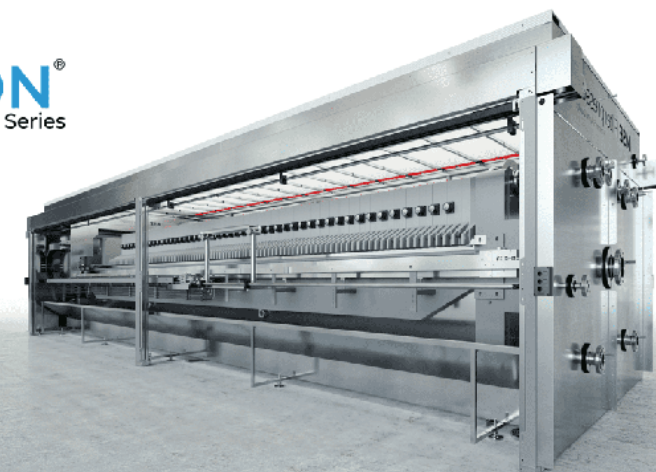


Summary

As a leading German filter press manufacturer, we act true to the philosophy of „reliable and efficient“. Two words that lay the foundation.



CellTRON®
Series



made in
Germany

Company profile

Since its founding in 1978, MSE Filterpressen® has become one of the world's leading manufacturers of high-quality filter presses in the field of solid-liquid separation. The MSE Filterpressen product portfolio is just as diverse as the different application areas in which the filter press is used. With the filter press plants of MSE Filterpressen®, you get a wellproven and innovative solution for industrial separation processes.

Our solid/liquid separation specialists use their in-depth expertise to engineer and provide filter press plant solutions that are individually tailored to regional and application requirements. Whether you're automating new equipment or upgrading to extend the lifecycle of existing systems, we have the right solution for you.

MSE machines are designed for rough everyday production and the most demanding environments – 24/7 in 3-shift operation. Above all, our filter presses stand for robustness and durability.

Products / Services

MSE stands for state-of-the-art and high-tech filter press systems and peripherals in the field of solid/liquid separation. The wide MSE product range includes chamber filter presses, membrane filter presses, stainless steel filter presses up to (semi-) automated and (semi) mobile filter presses. Above all, however, our unique high-performance filter presses are among our core competencies that set us apart from our market competitors.

With the automation & expansion modules, we offer our customers advanced solutions to increase productivity and flexibility in production. From this, MSE generates custom-fit and tailor-made solutions – from single machines to fully automated turnkey filtration systems.

References and export activities

With comprehensive solution and industry expertise, MSE is present for you worldwide in mechanical solid/liquid separation. Our customers include companies from waste water to automotive industry and its suppliers, the chemical industry, mining and minerals, energy technology, the food industry and many other sectors.

Target group

- Chemical Industry
- Automotive Industry.
- Mining and Minerals.
- Wastewater Treatment and Purification.

Competitive advantages

Fully automated machines are our core competence. MSE has started more than 20 years ago to automate filter presses with the target to receive a sustainable 24/7 operation without manual interference.

Additionally advanced CellTRON® sealing technologies to allow solid liquid separation of toxic material become a major product of MSE.

Ideal business partners

- Would have access to industrial and municipal wastewater industry
- Automotive industry with regards to car body manufacturing and phosphate bath cleaning
- Contact into Chemical industry that requires solids liquid separation
- Mining and minerals are targeted from MSE when tailor made solutions are required
- Battery manufacturing or recycling that require high OHS standards for sealed housing

MSE Filterpressen GmbH

Am Eisengraben 3
75196 Remchingen
Germany

www.mse-filterpressen.de

Contact Person:

Mr. Marcel Reinhard - *Technical Sales*
m.reinhard@mse-filterpressen.de
Phone: +49 49 175 220 50 18

Mr. Andreas Kalteis - *Sales*
a.kalteis@mse-filterpressen.de
Phone: +49 7232 36 5048

Languages: English, German

Project



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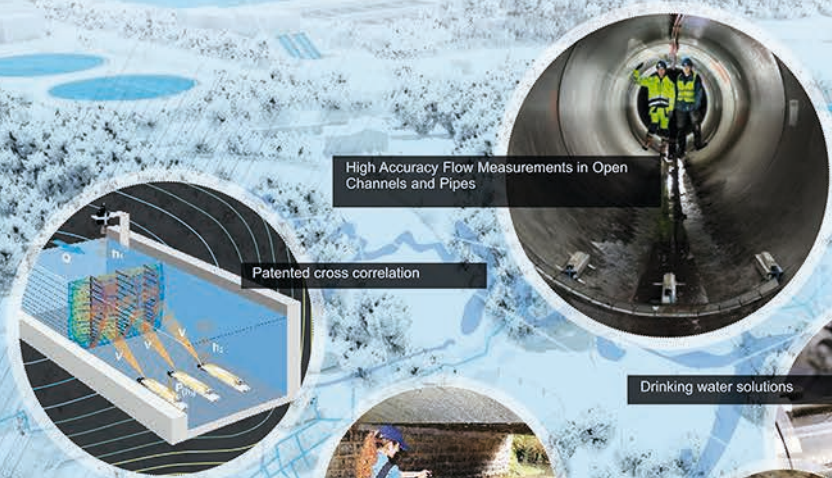
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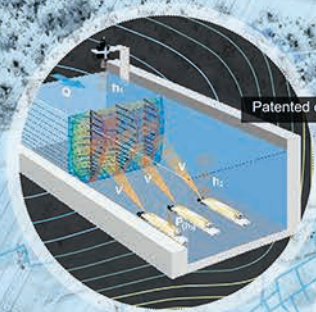


measure analyse optimise

Leading Manufacturer of Measurement Instruments
and Software Solutions for the Water and Wastewater Industry



High Accuracy Flow Measurements in Open Channels and Pipes



Patented cross correlation



Measurements in surface waters



Drinking water solutions



From the sensor to the customer



Summary

The NIVUS Group is a worldwide leader for measurement technology in potable and wastewater. Apart from developing, manufacturing and supplying the complete rang.



made in
Germany

www.nivus.com

Company profile

The NIVUS Group is a worldwide leader for measurement technology in potable and wastewater. Apart from developing, manufacturing and supplying the complete range of products for flow and level as well as the corresponding communication interfaces, we are also experts in the field of consulting and engineering.

NIVUS is a solution provider! Our application spectrum comprises water distribution, flowing and surface waters, irrigation systems, hydropower plants, municipal and industrial channels networks (nuclear, power plants, steel plants, etc.), water/wastewater treatment, etc. in all kinds of geometries.

Furthermore, our services include monitoring and leakage detection (e.g. Non-Revenue Water Calculation) combined with detailed reports and data evolution.

Products / Services

Flow and Level Measurement from drinking water to waste water!

Flow Measurement Devices for

- part filled pipes and channels
- full filled pipes and channels
- Hydraulic flow measurement

Level Measurement Devices for

- Non-Contact Level Measurement
- Hydrostatic Level Measurement
- Level Switch

Water Analysis Device

- Particle Concentration Measurement

All Products can be used stationary or by battery supply.

References and export activities

We established a worldwide network of 10 NIVUS Subsidiaries and around 60 Sales-Partners, among the last 50 years. Please find more information following this link: www.nivus.com/en/contact/sales-worldwide

NIVUS has been certified according to ISO 9001 since 1995 and ATEX since 1999. Since then, the M-CERTS certificate, WRAS approval certificate and the IECEx scheme have been added.

Target group

Our target group are private and public enterprises serving the water infrastructure. These are operators of wastewater treatment plants, hydropower plants, providers of irrigation channels for agriculture, operator of (drinking) water distribution, operators of dams, municipalities etc.

Competitive advantages

We provide the full range of products, from the sensor, via the transmitter to the Webportal. Our customers appreciate the technical competence we have and share with them to make their lives easier!

Additionally, NIVUS products have a high quality approach which consequently can deliver exact data up to 15 years!

Ideal business partners

We are looking for a partner/distributor with prior experience in the water and waste water industry as well as familiar with the instrumentation and monitoring sector.

Furthermore, the partner/distributor should be able to effectively promote NIVUS in Malaysia. An adequate network is beneficial to represent the brand of NIVUS.



NIVUS GmbH

Im Taele 2
75031 Eppingen
Germany

www.nivus.com

Contact Person:

Mr. Axel Wenzel - *Director Sales Export*
axel.wenzel@nivus.com
Phone: +49 1712233790

Languages: English, German

Project



Supported by:



Project of:



Summary

Primus Line® is used for the trenchless rehabilitation of pressurised pipelines and for the construction of freely layable pipelines.



Company profile

The idea for the innovative product was born over 25 years ago. Today, Primus Line® is used worldwide as a safe, reliable and sustainable solution. It is used in the trenchless rehabilitation of pressurised pipelines (Primus Line® Rehab) and in the construction of freely layable pipelines (Primus Line® Overland Piping).

The core of the Primus Line® technology is a flexible pipe consisting of a fabric-reinforced liner and specially developed connectors. Suitable for the transport of water, oil and gas, it has the necessary approvals from many countries around the world and meets the highest standards for use in the drinking water sector.

Founded in 2001, Rädlinger primus line GmbH currently has around 100 employees at its headquarters and production site in Germany and branches in the USA, Canada, China and Australia, as well as a large, international and specially trained partner network.

Products / Services

Primus Line® technology is both strong and flexible. This is ensured by the multi-layer construction of the liner and the specially developed, leak-proof connectors.

The Primus Line pipe has a three-layer structure. The inner layer is adapted to the respective medium to be transported and is made of polyethylene (PE) or thermoplastic polyurethane (TPU) with high chemical, abrasion and corrosion resistance. The middle layer consists of a seamless woven Kevlar® fabric. It accommodates the operating pressure by itself and is up to 10 times stronger than steel of the same weight. The outer layer of polyethylene (PE) or thermoplastic polyurethane (TPU) protects the fabric from UV light and abrasion during installation and operation.

For transport the flexible pipe is coiled in U-shape on special reels and delivered to the customer. Depending on the diameter, a single reel can hold up to 4,000 metres / 13'120 feet of pipeline, which can be efficiently loaded onto a single truck.

References and export activities

Primus Line® is already in use in more than 55 countries worldwide.

Target group

- Water and waste water authorities
- Pipelines owners / operators
- Pipe works consulting engineers
- Government bodies for utility depts
- Port Authorities
- Airport authorities
- Processing plants authorities ie Chemical plants, refineries, power plant, etc

Competitive advantages

Primus Line® Rehab:

- Three-layered, Kevlar®-reinforced flexible pipe
- Installation lengths of up to 2,500 metres
- Bendability of up to 90°
- Low machine requirements and installation speeds of up to 10 metres per minute
- Available in diameters from DN 150 to DN 500
- Depending on the diameter, the maximum operating pressure ranges between 82 bar and 12 bar

Ideal business partners

Pipework contractors who have knowledge and experiences in trenchless technology.



Rädlinger primus line GmbH

Kammerdorfer Straße 16
93413 Cham
Germany

www.primusline.com

Contact Person:

Simon Compton - *BD Manager*
simon.compton@primusline.com
Phone: +44 (748) 48 15 19 3

Languages: English

Project



Supported by:



Project of:



VEGA



Summary

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



made in
Germany

www.vega.com

Company profile

VEGA Grieshaber KG is a global leader in the field of level, point level, pressure measurement and signal conditioning instruments. The company employs over 2,400 people worldwide, 1,200 of them at its headquarters in Schiltach, 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.

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, food, pulp and paper.

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.

Target group

End-user, local operators, engineering companies, plant manufacturers, EPCs and distributors in the water and wastewater industry.

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 industry.

Ideal business partners

End-user, local operators, engineering companies, machine and plant manufacturers, EPCs, integrators and distributors.

VEGA

VEGA Grieshaber KG

Am Hohenstein 113
77761 Schiltach
Germany

www.vega.com

Contact Person:

Mr. Ralf Höll - *Product Manager*
r.hoell@vega.com
Phone: +49 7836 50 370

Languages: English, German

Project

German Business Delegation
Malaysia
9th - 13th
September



Supported by:



Federal Ministry
for Economic Affairs
and Climate Action



MITTELSTAND
GLOBAL
FOREIGN MARKET
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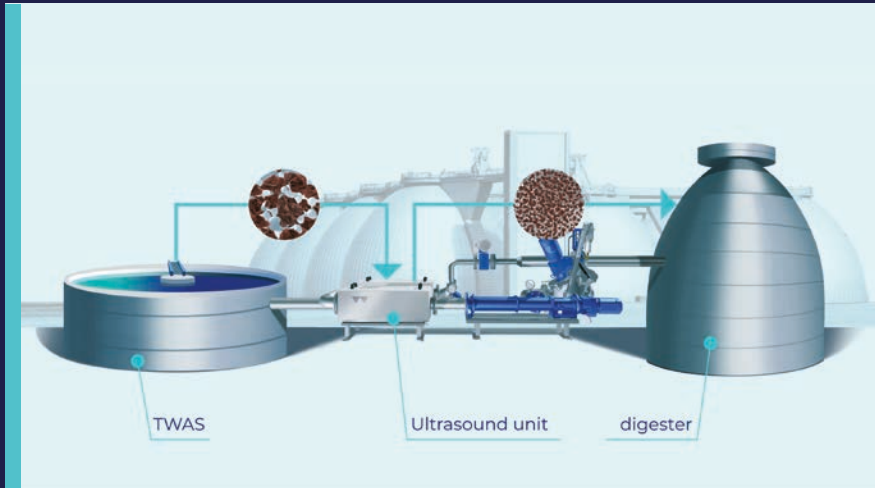
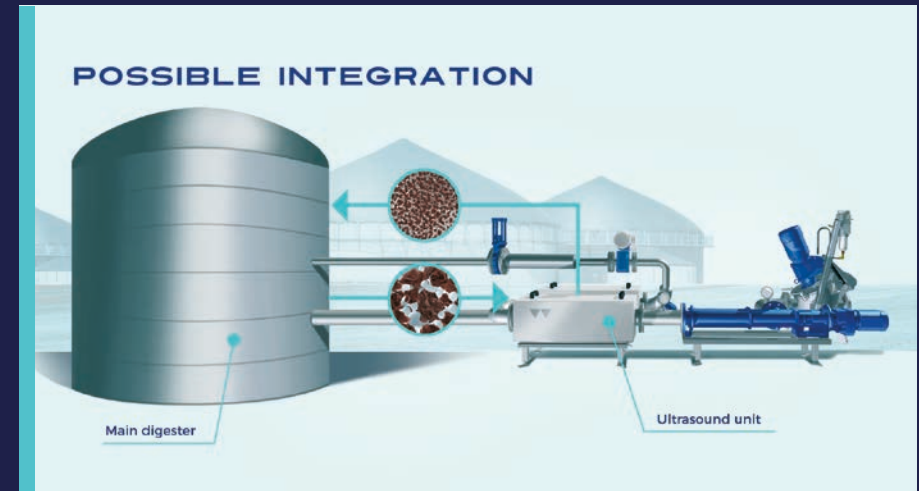
systems for business solutions

SBS





**WEBER
ENTEC**



OVER 200 INSTALLATIONS
WORLDWIDE

Summary

Weber Entec specializes in the construction of systems for ultrasound-based applications in the field of environmental technology.



made in
Germany

www.weber-entec.com/en/

Company profile

Weber Entec GmbH & Co. KG is a subsidiary of Weber Ultrasonics AG, one of the global leaders in ultrasonic components. The main focus of Weber Entec is the turnkey design and construction of ultrasound based applications in environment technology, especially ultrasonic treatment of biogenic materials also known as disintegration. Because of its broad range of expertise, the company is a one-stop source for manufacturing, plant construction, sales, system analysis and process optimisation.

Products / Services

DesiUS at WWTP – The core technology of the DesiUS is the BioPush flowthrough cell, which due to its highperformance surface converter generates a homogeneous cavitation field within the reactor.

The energy efficiency and the impact on the sludge is significantly higher than with traditional ultrasound technology.

DesiUS – High standards in efficiency and durability Thus problematic substrates, such as highly thickened mixed sludge of municipal water treatment plants can be treated efficiently.

References and export activities

The company is the market leader in the disintegration of biomass through ultrasound, with over 200 installations worldwide.

Target group

-

Competitive advantages

The ultrasound system of Weber Entec effectively disintegrates substrate at cellular level and enlarges hereby the substrate surface. The sludge viscosity will be decreased significantly as well as the dewatering capability of the sludge will be improved. We offer a very strong product with a very fast payback period. Global demand is increasing.

Ideal business partners

- Operator / technical manager of the sewage treatment plants and biogas plants
- Well networked planning / engineering offices in the sewage treatment plant and biogas market.



**WEBER
ENTEC**

Weber Entec GmbH & Co. KG

Im Ermisgrund 10
76337 Waldbronn
Germany

www.weber-entec.com/en/

Contact Person:

Mr. Jan Talkenberger - Sales International
j.talkenberger@weber-entec.com
Phone: +49 7243 72 88 98-0

Languages: English, German

Project

German Business Delegation
Malaysia
9th- 13th
September



Supported by:



Federal Ministry
for Economic Affairs
and Climate Action



**MITTELSTAND
GLOBAL**
FOREIGN MARKET
ENTRY PROGRAMME

Project of:



systems for business solutions

SBS



NEU



Foto: ABCDstock/stock.adobe.com

Summary

Since 1985, wero from the Bergisches Land region of Germany has been one of the leading suppliers of gate valve wrenches.



made in
Germany

Company profile

Wero has been one of the leading suppliers of portable actuators in Germany since 1985. As a second-generation family business, wero has been offering its customers and trading partners at home and abroad a high level of quality and reliability.

Products / Services

The main products from wero Antriebstechnik GmbH are portable actuators.

Portable Actuators, powered by battery, are available up to 650 Nm.

You can get even more than 1000 Nm with wero machines powered by alternating current.

Wero offers an extensive range of adapters for valves and other accessories.

For special request wero can offer individual solutions.

Wero portable actuators can therefore be used in a variety of ways.

All accessories are also available for a long time after buying a wero machine. Our customers and trading partners appreciate the very good after sales service.

References and export activities

In Germany and neighboring countries (including Netherlands, Austria, Switzerland and France) we have thousands of satisfied customers who use wero portable actuators. Outside Europe we work with trading partners such as those in Chile and Qatar. We have been starting a cooperation with our trading partner Kennann Engineering in Kuala Lumpur since a couple of months.

Target group

The target group is mainly in the area of water supply and in the section of waterwaste management (municipal utilities, sewage treatment plants) and among decision-makers in municipalities. The wero portable actuators can also be of interest in the industrial sector - wherever, for example, handwheels are turned (e.g. oil refineries)

- Oil and Gas reseller for valves
- JPS Malaysia
- Consultants for water and sewerage
- In general Oil and Gas Sector

Competitive advantages

Wero portable actuators are known for the long serving life. The gears used for the portable actuators are planetary gears and a specially developed "wero wave gear". These gearboxes ensure the user consistently high performance for years. The warranty for the gears are three years. All accessories are available from wero even after years.

Ideal business partners

With this project, Kennann Engineering and wero would like to make the advantages of a wero portable actuator better known in the Malaysian market.

This includes contacts with local authorities, presentations at exhibitions and presentations of wero portable actuators in local areas.



Wero Antriebstechnik GmbH

Am Stauweiher 13a, 51688 Wipperfurth, Germany

www.wero-antriebstechnik.de

Contact Germany:

Mr. Hilmar Weber - Managing Director

hilmar@wero-antriebstechnik.de

Phone: +49 1729649707

Contact Malaysia:

Kenann Engineering (M) Sdn Bhd

C-06-21, The Scott Garden, 289 Jalan Klang Lama, 58100 Kuala Lumpur, Malaysia

www.kenann.com.my

Mobile: +6012 298 3583

Phone: +603 7971 8632

Fax: +603 7972 8631

Languages: English, German

Project

German Business Delegation
Malaysia
9th-13th
September



Supported by:



Federal Ministry
for Economic Affairs
and Climate Action



MITTELSTAND
GLOBAL
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ENTRY PROGRAMME

Project of:



systems for business solutions



SBS systems for business solutions

SBS systems for business solutions is a private consulting agency founded in 1999, with over two decades of experience in the planning, development and implementation of international projects. The company offers services such as workshops, events, individually organized B2B meetings, customized market entry strategies and support in the coordination of international teams for the Italian and German-speaking markets.

Since 2006, SBS has organized more than 200 internationalization projects, ranging from delegation trips abroad to large virtual conferences on behalf of several German ministries and other foreign government institutions.

In addition, SBS has been awarded the title of "Temporary Export Manager" by the Italian Ministry of Economic Development. A highly skilled team of project managers with multinational backgrounds at the Berlin and Rome offices is sensitized to the issue of cultural differences and therefore knows how to approach difficult cultural issues. SBS applies cross-cultural thinking and designs custom-made solutions that overcome intercultural borders to find the right partners for its clients. Thanks to a strong partner network and more than 1,000 German and international customers, SBS can facilitate a successful market entry in emerging and most attractive markets worldwide.



German Water Partnership e. V.

German Water Partnership e.V. is an organization that brings together more than 300 companies as the only internationally oriented network in Germany in the water sector. Members range from university, institutes, construction and

consulting companies to component manufacturers with a global presence. The aim of this network is to establish German expertise and quality worldwide, strengthening the position of the German water industry in international markets.



Malaysian-German Chamber of Commerce and Industry

The Malaysian-German Chamber of Commerce and Industry (MGCC) is Germany's official representative for industry and trade in Malaysia, and has been active in Malaysia since 1991, successfully fulfilling our role as service provider, membership organization and voice of the German industry in the country. MGCC currently has ca. 400 member companies. MGCC is part of the German Chambers network under the umbrella organization of the Association of the German Chambers of Industry and Commerce (DIHK). The network of the German Chambers is the most important partner for the promotion of foreign trade.

Together with German diplomatic representations (embassies and consulates), they represent the interests of the German economy in the host country. This function commits the German Chambers to neutrality and objectivity. MGCC is a reliable partner, providing a wide range of services to assist companies in the establishment and development of business activities in Malaysia. Market entry services such as market research, market studies, company representation solutions, and business partner search activities are tailor-made specifically for small and medium-size German companies for the initial market entry phase.

Contact:

info@sbs-business.com

Berlin office

Budapester Straße 31
p. +49 (0)30 5861 994-10
f. +49 (0)30 5861 994-99

Rome office

Via Appia Nuova, 666
p. +39 06 390 311 90
f. +39 06 390 311 61

sbsbusiness.eu
germantech.org
agrifoodble.de

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