

Jos. Hansen & Soehne

Your solution provider for Africa



AMIAANTIT TRADING

AMIAANTIT – Group of Companies



The Amiantit Group is an internationally operating organisation with a track record of growth-oriented success. Its mission is to provide customers throughout the world with pipe solutions for water, sewage, gas, oil and industrial applications as well as with trading goods. The services offered also include pipe technologies and water management services of superior quality and value.

The company has a convincing history of long-term growth and profitability and a competitive position, thanks to the experience and commitment of its staff and



its performance. Therefore they are looking forward with confidence to achieving their vision of global leadership. Faced with the challenges of globalisation, Amiantit has dramatically expanded its international presence in recent years.

A multicultural management team with a shared vision guarantees an extensive product range and customers are serviced by many local sales organisations worldwide.

Jos. Hansen & Soehne

As part of its international expansion strategy, Amiantit has acquired the majority shares of Jos. Hansen & Soehne GmbH, a well known and experienced German based supply and engineering company with subsidiaries in Africa.

Jos. Hansen's current delivery programme concentrates on areas which are particularly important for the development of economic and social infrastructure such as water, agriculture, industry, research, education and health. Jos. Hansen focuses on sophisticated goods for importing to Africa such as machine tools, water pumps, pharmaceutical



products, mining products, laboratories and equipment. The need for potable water in Africa inspired Jos. Hansen to develop engineering expertise and to work as a main contractor to carry out water supply and sewage projects for capital cities. Within the last 35 years, more than 100 projects have been completed successfully.

Jos. Hansen, with its dedicated and well-qualified staff, provides its clients with a professional service that covers almost every need. An extensive network of local companies in Africa intensifies acquisition and guarantees customers after-sales service and spare parts. It also guarantees a reliable and fast supply of all products to their clients.

Geodetic Instruments and Broadcast Systems

For several years Jos. Hansen & Soehne GmbH has been successful in supplying and installing geodetic and geophysical instruments for surveying, mapping, positioning and photogrammetry, as well as for professional broadcast systems and sports. Working closely together with leading manufacturers, they offer specification consultancy, professional support in executing the contract, as well as installation and training facilities.

Customers working in the surveying and construction business use instruments and systems delivered by well known companies such as LEICA GEOSYSTEMS, the market leader for its broad array of geodetic products, or ABEM from Sweden, the leader in geophysical instruments.



A second main focal point is the delivery of professional broadcast systems. Jos. Hansen, represented by its regional service centre "Broad Communications Ltd" in Lusaka, supplies complete turnkey solutions from system concepts and design through to installation and integration, as well as after-sales support and training. The main partner for this equipment is Sony. This very well known manufacturer of professional broadcast systems world-wide guarantees full warranty and after sales on all equipment sold and installed by them through the local entity.



Equipment for Research, Education and Health



The delivery programme concentrates on areas which are particularly important for the development of social infrastructure. Jos. Hansen specialises in the supply of equipment for research and quality control departments, Universities and training and health institutions.

In the research and testing segment, Jos. Hansen supplies equipment such as:

- apparatus and instruments for life science, microbiology and biochemistry, the dairy industry, food and seed production
- apparatus and equipment for water analysis and physical/chemical analysis

In the education segment, Jos. Hansen supplies equipment and installs complete laboratories for studies predominantly in:

- automotive technology
- chemical and civil engineering
- electronics and electrotechnics
- fluid mechanics and hydraulics
- mechatronics and mechanical engineering
- telecommunications
- power systems
- robotics
- sciences



The health sector maintains close collaborations with internationally renowned manufacturers enabling them to supply a wide range of products for:

- cleaning/disinfection management
- intensive care
- medical/surgical disposables
- medical diagnostics
- wound care and dressing

Machinery and Industrial Equipment

The machinery and industrial supplies department supplies, installs and commissions: construction & road maintenance equipment, agricultural equipment, industrial machinery, special purpose vehicles and workshop equipment.

The product range offered includes in detail:

- construction machines such as wheel loaders, motor graders, compaction machines and mobile cranes
- agricultural machines such as tractors, combine harvesters, rice mills and trailers



- industrial equipment such as printing machines, galvanizing plants, textile machinery and food & beverage production machinery
- miscellaneous equipment such as forklifts, trailers, mobile workshops and fire fighting vehicles



Customer satisfaction is guaranteed, as the department works exclusively with internationally well renowned manufacturers. All machinery and equipment supplied is "state of the art" and meets internationally recognised industry standards.

For more than 90 years, a local sales network in many countries has guaranteed quality, reliability, access to spare parts and professional after-sales-service.

Pumps, Valves and Pipe



This department is focused on the sale of fluid transport equipment for many applications. The programme includes products for water extraction, water/wastewater treatment and transport, pumps for oil, gas and marine applications. The goods supplied find use in many industries such as steel, pharmaceuticals, construction, mining or the food and beverage industry.

The department is predominantly focused on the delivery of products such as:

- pumps
- valves & fittings
- pipe systems made of different materials such as GRP, PVC, mPVC, HDPE or ductile iron
- High Tension systems up to 20 kV
- low voltage plants up to 6000 Amp.
- switchboards and complete systems, from design to delivery
- different types of indoor and outdoor diesel generating sets
- water treatment plants

The department works closely together with exclusive manufacturers such as KSB, a well renowned manufacturer of a wide range of pumps for all kind of applications, or with Amiantit, the worlds biggest producer of GRP pipe systems. Many of the affiliated companies in Africa have workshop facilities and keep stocks of the most common pump types.



Energy Industry Solutions



Jos. Hansen's newly established department focuses on supplies of technical equipment for the oil & gas industry as well as on solutions for renewable energies in Africa.

Marine, Oil, Gas and Process Industries

To achieve best performance on this sector, Jos. Hansen has formed strategic alliances with technological leaders as partners who meet the stringent safety and technical requirements in this industries for projects in marine, offshore, oil & gas and process industries. The delivered product range for these applications include:

- high pressure valves
- actuators
- wellheads
- controls
- dampers
- explosion proof equipments
- drilling rigs

Solutions for Renewable Energies

Due to the rising demand for clean sources of energy, Jos. Hansen has expanded its activities further to the supply of off-grid photovoltaic arrays and solar cells for the rural electrification of remote villages. Together with well-known manufacturers and system integrators the department is able to supply single modules and building-integrated photovoltaics as well as specialized and individually designed, tailor-made solutions.



Water Engineering

The Water Project Department has worked as mechanical and electrical contractors for water supply and sewage plants for more than 40 years in the field of:

- Electro-Mechanical Engineering
- Civil Engineering and Design
- Installation, Testing and Commissioning
- Operation and Maintenance



Together with the 100% owned civil construction company JR International Bau GmbH, this department offers complete water supply systems, including treatment, civil works, distribution network, house connections and sewage treatment works on a turnkey basis to offshore employers. More than 100 projects have been completed to the entire satisfaction of their customers.

Turnkey means a full dedication to the employers' requirements and the scope of work from commencement up to final completion including:

- medium voltage sub-stations up to 33 kV with overhead-line facilities, indoor / outdoor switchgear, distribution transformers up to 2 MVA.
- standby generator sets for emergency power supply rated up to 2 MVA, incl. fuel storage tanks, control panels for automatic mains failure operation and synchronizing
- borehole-/ horizontal-/ and vertical pumps with electric or diesel drive motors
- transmission mains, distribution network and station pipe work
- surge investigation / surge protection equipment
- chemical dosing plants (Chlorine, Alum, Lime, Soda-Ash etc)
- instrumentation (flow metering, level metering)
- scraper for clarifier, aerators and filter-nozzles, percolation filter material etc.



