

Jos. Hansen & Soehne

Geodetic Instruments and Broadcast Systems



AMIAANTIT TRADING

AMIANITIT – 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. Overall,

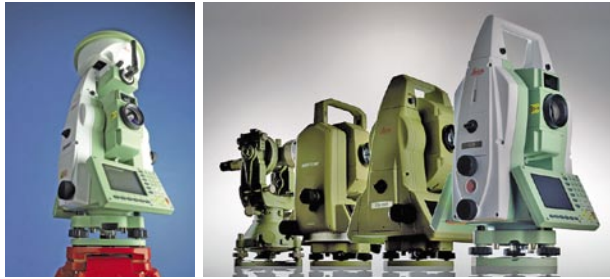


Jos. Hansen has structured its business in 6 different divisions:

- Machinery and Industrial Equipment
- Geodetic Instruments and Broadcast Systems
- Equipment for Research, Education and Health
- Pumps, Valves and Pipes
- Energy Industry Solutions
- Water Engineering

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/Geophysical Instruments



Geodesy and Geophysics are both part of earth sciences. Whereas Geodesy deals with the measurement of the earth's surface in a three-dimensional time-varying speed, Geophysics explores the internal structure of the earth.

Due to the extensive expansion in Africa in the fields of construction, infrastructural road work operations as well as water and mining research programs, it has become essential that the necessary instruments meet the increasing requirements for very precise measurements. For decades, Jos. Hansen & Soehne GmbH has been successful in supplying and implementing Geodetic and Geophysical instruments to Africa. Our extensive product portfolio includes

for Geodesy:

Theodolites, Total Stations, GPS Surveying Systems, Photogrammetric Scanners, Optical & Digital Levels, Compasses, Altimeters, Stereoscopes

for Geophysics:

Earth Resistivity Meters, Seismographs, Borehole Logging Systems, Magnetometers, Conductivity Meters, Time Domain Systems

The offered product range with which Jos. Hansen & Soehne GmbH has built up an excellent reputation allows professional surveying, mapping, positioning and photogrammetry works as well as precise investigation beneath the surface.

Jos. Hansen & Soehne GmbH cooperates closely with the worldwide leading manufacturers in these fields of applications. It is LEICA GEOSYSTEMS AG, the market leader for its precise geodetics products made in Switzerland. And it is ABEM from Sweden, the worldwide leading manufacturer and supplier of geophysical instruments.

Besides engineering and consultancy in projects, the experienced and trained staff of Jos. Hansen & Soehne GmbH also provides:

- professional support in executing contracts
- coordination of deliveries and installations
- organizing and conducting products trainings (in the field or on the drawing board)

Broadcast Systems



The second main focus of Jos. Hansen & Soehne GmbH is the supply and implementation of Professional Broadcast Systems. Broadcasting in general is the distribution of audio and video signals which transmit information to an audience.

Jos. Hansen & Soehne GmbH supports the local African clientele in upgrading and expanding their existing facilities with state of the art transmission technology. The extensive product portfolio includes

- Studio and ENG Cameras
- HD Camera Lenses
- Camera Support Systems (Pedestals, Tripods)
- Camera Promoters
- Video Production Switchers
- Video Distribution Boards
- Character Generators
- Tally Systems and UMD for Control Rooms
- Master Reference Generators
- Video Tape Recording Systems
- Multi-Format Routers
- Multi-Channel Audio Mixers
- Intercom Systems
- Tailor-made Inhouse Cabeling
- Stationary and Portable NLE Stations for Post Production
- Conference Technology
- OB Vans



Jos. Hansen & Soehne GmbH, represented by its regional competence center "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. With the gained expertise we design and deliver high quality systems used in studios, class and training rooms, outside broadcasting as well as convention centers and parliament buildings. Our main clientele comes from broadcasting stations, educational institutions, business and government organizations.

The major part for most supplied equipment is from 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. In order to fulfil the specific demands of our customers, we complement the SONY product range with equipment and systems from renowned manufacturers like SACHTLER, CANON and ARRI, just to mention a few.

