



Fact-Finding Mission to Germany for Companies from the Process Water Industries

11 – 14 June 2018

Sunday, 10 June: Arrival

	Arrival in Heidelberg, Hotel: Leonardo Hotel Heidelberg Pleikartsförster Straße 101, 69124 Heidelberg +49 (0)6221 - 788 0
individual	
7:00 p.m.	Get-together and Briefing

Monday, 11 June: Opening Event and First Visit

09:00 a.m.	Meeting in Lobby
09:15	Departure to Landau University
10:15	Arrival at Landau
10:30	Begin of Seminar
10:30 – 10:45	Opening Remarks/Introduction to BMWi's Foreign Market Entry Program for SME
10:45 – 11:15	Welcome address and presentation of Landau University's activities and spinoffs Jun.-Prof. Katrin Schuhen, PhD, Head of Organic and Ecologic Chemistry
11:15 – 11:45	The importance of water treatment in the chemical industry N.N. Dechema e.V. - organizer of Achema fair
11:45 – 12:15	German water tech opportunities Bastian Piltz, Isle Utilities Germany
12:15 – 12:30	Q & A
12:30 – 01:45	Lunch
01:45 – 02:15	Market opportunities and developments in Germany Jörg Nowak, Managing Partner, Skion GmbH
02:15 – 02:30	Financing and legal framework Andre Beck, Water Academy of the State of Brandenburg
02:30 – 02:45	Relevance of water treatment in Europe's largest chemical industry park Thomas Beck, Manager Business Development, Infracore Höchst

Partners



Organizers





02:45 – 03:15	Water technology applications in Bavaria/Germany Alfred Mayr, Environmental Technologies Cluster of Bavaria Christian Rocke, IFAT Katrin Beck, Invest in Bavaria (tbc)
03:15 – 03:45	Water technology applications in Germany – state of research and outlook Christian Loderer, Center of Water Technology Competence, Berlin
03:45 – 04:15	Coffee break / networking
04:15 – 05:00	German best practice projects; presentations by Walter Lamparter, Microdyn Nadir (Mann & Hummel) Gerd Sagawe, Enviro Chemicals (tbc)
05:00-05:20	Potential for cooperation Dieter Ernst, German Water Partnership
05:20 – 06:00	Bilateral talks and networking
from 06:00	Transfer to wine tasting & local food at a winery
08:30	Departure back to Heidelberg (bus transfer)

Tuesday, 12 June: Site visits

08:00 – 09:00	Breakfast at the hotel
09:00 – 10:00	Bus transfer
10:00 – 12:00	Company Visit # 1: Microdyn Nadir MICRODYN-NADIR is the technology leading membrane and module supplier for micro-, ultra- and nano-filtration worldwide.
12:00 – 01:00	Lunch
01:00 – 02:00	Bus transfer
02:30 – 04:30	Company Visit # 2 Hoechst Industrial Park Industrial Waste Water Management Industrial Park Hoechst is an innovative chemical and pharmaceutical site in Europe's heartland. The site, with its highly evolved infrastructure, is an ideal environment for research and manufacturing companies. Industrial Park Hoechst requires nearly five million cubic meters of water per year. Roughly 95 percent of the raw water used comes from around 80 million cubic meters of Main River water, with only about 5 percent stemming from ground water. Water is reused five times. In this way, ground water accounts for less than one percent of the overall water consumption.
04:30	Transfer back to hotel
07:00	Optional: dinner at a scenic Heidelberg restaurant

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Wednesday, 13 June: Visits of Industrial Park / Cluster Region / Companies

07:30 – 08:30 **Breakfast at the hotel**

08:30 – 09:30 Bus Transfer

Visit # 3:

Enviro Chemicals – tbc

Enviro Chemicals offers plant solutions and services for all aspects of water treatment:

- | | |
|---------------|--|
| 09:30 – 11:30 | <ul style="list-style-type: none"> • Fresh water treatment • Cooling water treatment • Process water treatment • Water recycling • Resource recycling • Wastewater treatment |
|---------------|--|

11:00 – 11:30 Bus transfer

Visit # 4

11:30 – 01:00 **KSB SE**

KSB is a leading supplier of pumps, valves and related systems.

01:00 – 02:00 Lunch

02:00 – 03:00 Transfer to Hotel

Afternoon and Evening **At own disposal**

Thursday, 14 June: Fair visit and or individual departure

09:00 **Departure to ACHEMA trade fair**

10:00 **Arrival at trade fair**

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| From 10:30 | <ul style="list-style-type: none"> • Organized tour of the trade fair • Optional: Watervent forum <p>WaterVent is a platform dedicated to matching innovators with corporates and funding opportunities.</p> <ul style="list-style-type: none"> • Individual visit of fair |
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17:00 **Optional: departure back to hotel**

Contact Person

Paul Rydzek eclareon GmbH · pr@eclareon.com · +49-30-88 66 740 51

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