

WAM DO BRASIL KEEPING IN RHYTHM

Andrea Ferri (41) was born and raised in Carpi near Modena, Italy. After taking a degree in economics at Modena University, he gathered professional skills working for multinational companies in the agricultural industry. His experience of over ten years in Africa and the Middle East, followed by a start-up of a branch in Brazil, qualified Andrea Ferri for his job as general manager at WAM do Brasil which he has been executing with passion and dedication since 2013.

Newsletter Mr Ferri, what can you tell us about the current situation in the Brazilian marketplace?

Ferri After several years of growth, Brazil is now suffering its worst economic crisis since the mid 1990s when the so-called “*plano real*” was introduced to cut inflation and boost economical growth. Along with the general slowdown of all BRICS countries, Brazil is currently affected by a government corruption scandal that is severely compromising the future of the country in the short term.

Newsletter So there must be some particular challenges for you at this moment.

Ferri In times of crisis there are always opportunities too. So far we have been reorganising our activities focusing on manufacturing here in Brazil more of our Group’s products – the most recent one being introduced has been SILOTOP® – adding further items in 2016. Then we will certainly improve our territorial coverage, and we will focus more on those sectors that this year have shown good results – in particular, feed & food and waste water treatment. We are pretty proud of being the first subsidiary to have sold the WASTEMASTER® TSF Compact Plant in combination with the new FTR Drum Screen.

Newsletter Where can you see your main opportunities in the short and medium term?

Ferri Being virtually a continent, Brazil requires well

structured distribution that might vary by industry and geographical area. Considering the growing demand for food and the need for sanitation in both cities and rural areas, I would expect feed & food, renewable energy, and waste water to be the sectors that will provide major potential for us. Brazilian dairy and pig farms are now trying to increase their productivity and optimise their cost structure. The trend goes towards bio-energy. WAM do Brasil can rely on an already existing network to support farmers throughout the entire country.



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EDITORIAL



Dear Reader,

A year of political turmoil and migration of epic dimensions is coming to an end, leaving us with some hope that reason will prevail over fanaticism. While the economy has been suffering in some geographical areas, barely surviving in others, and keeping people satisfied in others again, for WAMGROUP®, 2015 has been showing overall positive results with a promising outlook on 2016.

Our CEO's mission to diversify not only the product portfolio but also our target industries, tailoring at the same time our respective distribution channels, has been successfully implemented in some countries. A global campaign to promote the WAMGROUP® brand is well under way, whereas the latest acquisitions and shareholdings are projecting the Group from mere equipment supplier to technology provider.

Last but not least we would like to thank you, our Customers all over the world, for your loyalty and trust wishing you a healthy, peaceful and successful New Year.

Best wishes,

Michael Grass
WAMGROUP® Public Relations Manager

MR SCREW CONVEYOR

WAMGROUP® HEADQUARTERS
PONTE MOTTA, ITALY, AUTUMN 2015



WAMGROUP®'s Bulk Solids Handling Division with Gianni Golinelli (4th from left) proudly presenting his award

People make companies. Sometimes companies make people. Some people leave a particular impact on their company. Gianni Golinelli is one of those people. He was fifteen when he first worked for WAM® in the factory during the summer holidays. When he wanted to drop out from his course in mechanical engineering at the University of Bologna shortly before graduating, Marchesini offered him a permanent job under the condition that he finished his studies. And this is what he did in the academic year 1989-90, with a thesis on Vertical Screw Conveyors.

Today, at the age of 58, Golinelli is the Group's ultimate authority in sizing and configuring WAMGROUP®'s core product: screw conveyors. Special enquiries from every corner of the planet end up on his desk waiting for the knowledge keeper's verdict where prior software-based calculations have met their limits. In fact, the variety of sizing parameters for screw conveyor and feeder applications time and again requires Gianni Golinelli's long-term expertise for which he was recently honoured by his team colleagues.

SPANISH BULK SOLIDS ASSOCIATION

BARCELONA, SPAIN, AUTUMN 2015

WAM Spain was among the founding members of Techsolids which, more than one year after its foundation, has established itself as the foremost Spanish association integrating all technologies and services for processing of dry powders and bulk materials.

Among its objectives one finds "creating national and international sectorial agreements with agents, trade fairs and

governments, promoting contacts of interest to members, providing training, information, promotion, consulting, and generating business opportunities".



WAM Spain's General Manager, Stefano Montorsi, 4th from left

DISCOVERING WAM® IN BRAZIL

SÃO JOSÉ DOS CAMPOS, SÃO PAULO, BRAZIL, DECEMBER 2015



WAM do Brasil's staff in front of a WASTEMASTER® TSF Compact Plant by SPECO® at the company's premises in São José dos Campos

Since 1999 WAMGROUP® has been represented in Brazil by its own subsidiary near São Paulo, the country's economic and financial capital.

Responsible for distribution of the WAMGROUP® product range in Brazil and, since 2001, as the Group's South American manufacturing hub for screw conveyors and other WAMGROUP® equipment, it is the goal of WAM do Brasil to provide a vast customer base with attractively priced products in

industrial quality, specifically tailored to the different needs of a variety of industries in their home market and in some neighbouring territories.

Customer satisfaction through professional advice, comprehensive service and constant availability backed up by a vast stock of equipment, accessories and spare parts are an expectation WAM do Brasil is ready to fulfil day by day.

By starting production at WAM

do Brasil in 2001, WAMGROUP® confirmed its intention of a long-term presence in the South American marketplace.

While the short-term outlook on the Brazilian economy is not positive (see front page interview with WAM do Brasil's general manager, Andrea Ferri), the country's high potential in terms of natural and professional resources is leaving WAMGROUP® confident about future business opportunities.

SEMINAR ON SILO SAFETY AND CONCRETE RECYCLING

SINGAPORE, JUNE 30TH, 2015



Being able to discuss operation and maintenance issues in concrete batching plants with end users is something that doesn't happen every day. When such an opportunity arises, it is important to seize it by carefully listening to the users' needs and suggestions and by transferring use-

ful information on product application and user benefits at the same time.

In June 2015 WAMGROUP® managers Angelo Vincenzi and Michael Grass held a seminar at Lafarge-Holcim's Southeast Asia headquarters in Singapore on silo safety and concrete recycling. Production managers from the entire region received in-depth information on WAMGROUP®'s latest product developments and solutions.

www.wamsingapore.com.sg

BRAZILIAN SUGAR TRANSSHIPMENT

GUARÁ, SÃO PAULO, BRAZIL, FEBRUARY, 2015



TOREX® Loading Bellows for Sugar Transshipment

An affiliate of VALE Group, one of the world's largest operators in the mining industry, VLI (Vale Logística

Integrada) of Belo Horizonte, the capital of the Brazilian state of Minas Gerais, manage railways, ports and terminals

handling millions of tons of grain, sugar and fertilizers every year.

In 2014 the plant manufacturer, TECNAL, from Ourinhos, São Paulo, was awarded a project by VLI for a sugar storage transshipment plant in Guará, São Paulo.

The plant inaugurated in February 2015, is dedicated to road and rail transshipment of sugar. The terminal having a warehouse capacity of 40,000 tons operates round the clock for 330 days per year dealing with an incoming quantity of 600 tons per hour, collected in three road hoppers loaded by dumper trucks. Outgoing material is loaded at a total hourly capacity of 1,200 tons into rail tankers via a series of highly abrasion and temperature-resistant, durable TOREX® ZG-type Loading Bellows. Each unit is equipped with two lifting cables fitted outside the material flow, raising and lowering the bellows without any cable wear. The unloaders are connected to a central dust collector.

www.wam.com.br

DRY MIX PRODUCTION IN INDONESIA

WEST JAVA, INDONESIA, AUTUMN 2015



For their dry building materials processing plant in Cikarang Utara, Bekasi, West Java, Indonesia, a renowned global player chose WAMGROUP® equipment.

Through a local system integrator, WAM Indonesia

supplied ES-type Cement Screw Feeders, a Batch-type Horizontal Single Shaft Mixer with integral bomb-bay discharge door by MAP®, a vertical conveying system for sand via an EI-type RONCUZZI® Bucket Elevator, WAMFLO® Silo Venting and HOPPERTOP Hopper Venting Filters, various Butterfly and Slide Valves, as well as an additives storage system using RSM-type Manual Bag Openers.

The plant, which produces special instant cement and a special type of dry premixed building material, has been successfully continuously operating since August 2014.

www.wam.co.id

VAINER MARCHESINI APPOINTED HONORARY CITIZEN

BREZNIČKI HUM, CROATIA, NOVEMBER 17TH, 2015



Vainer Marchesini receiving Honorary Citizenship of Breznički Hum



Croatian President, Mrs Kolinda Grabar-Kitarović visiting WAM Product

Breznički is a small town and municipality in Croatia in the Varaždin County, some fifty kilometres north-east of the country's capital, Zagreb. According to the 2001 census, there are 1,575 inhabitants in Breznički Hum.

In 2003 a local entrepreneur, Stjepan Šafran, president of the electrical equipment supplier, METAL PRODUCT®, formed a joint venture with Vainer

Marchesini's WAMGROUP® to set up WAM Product. Meanwhile, the firm has turned into one of WAMGROUP®'s major European manufacturing hubs. Today more than two hundred families in the region rely on employment from the two local manufacturing companies. Various subcontractors and service providers from the area are further beneficiaries.

In recognition of his merits, on

November 17th, 2015, WAMGROUP® Chairman & C.E.O., Vainer Marchesini was appointed Honorary Citizen of Breznički Hum by the town's mayor. As special guest, Croatia's President, Mrs Kolinda Grabar-Kitarović, honoured Mr Marchesini with her presence at the award ceremony after visiting the WAM Product manufacturing plant.

www.wamgroup.com

MAP® MIXERS FOR CEMENT TEST LAB

LEIMEN, GERMANY, SPRING, 2015



In the summer of 2014, Global cement supplier, HeidelbergCement, required for their R&D centre in Leimen, Germany, two mixing stations for a new test laboratory. EMT, the

German branch of WAMGROUP®'s Mixer Division, MAP®, ranked among the potential suppliers. What HeidelbergCement had in mind was something bigger than the usual standard test lab setup. With MAP®'s WBH 300 and WBH 550 they are able to mix up to 300 kg-batches in large test series. However, it took EMT more than a visit to Leimen, which is only a few kilometres away from WAMGROUP®'s German subsidiary, to define the project in all detail. HeidelbergCement required a ready-to-use test facility with a sturdy frame structure for each mixer, equipped with loading hopper, unloading hopper, and control panel. Installation and start-up were included in the purchase contract, too.

EMT met all the customer's require-

ments by coordinating two subcontractors for steel frames and controls, and by supervising start-up in early 2015. Ordinary maintenance, which will be carried out by a service company subcontracted by EMT, has been scheduled once a year starting in 2016.

HeidelbergCement's choice of EMT as a supplier for the project was primarily based on the customer's conviction of EMT's expertise in mixing technology, as well as their capability of smooth project coordination and service provision. Another definite plus for EMT was being part of WAMGROUP®, as HeidelbergCement are familiar with the Group's equipment from a large number of applications worldwide.

www.emtgmbh.de

WAMAIR® AND HOPPERTOP FOR BRAZIL

RIO VERDE, GOIÁS, BRAZIL, DECEMBER 2015



HOPPERTOP Venting Filters

BRF was founded in 2009 from the association between SADIA and PERDIGAO. After the merger, which was completed in 2012, the company became one of the giants in the global food market. Today they are the world's seventh largest food company by market value, as well as one of the main exporters of animal protein worldwide, accounting for 9% of world exports, with foods that reach more than 110 countries on five continents.

The company's portfolio includes more than five thousand products. They currently employ more than one hundred thousand people in forty-seven plants located all over Brazil, and they operate eleven industrial units abroad.

BRF owns fourteen animal feed mills throughout Brazil. The feed produced

in these factories is supplied to partner poultry, pig and cattle farmers. In the Brazilian states of Minas Gerais and Goiás they run four feed mills in the cities of Uberlandia (MG), Jataí (GO) Miners (GO), as well as two units in Rio Verde (GO).

WAM do Brasil recently sold equipment to BRF's operation in the city of Rio Verde, in the state of Goiás. The plant produces poultry and pig feed. The installation phase of this project, which began in July 2015, has recently been completed.

The main purpose of this project is eliminating a cross-contamination problem of salmonella bacteria. To this end it is necessary to install special filters in the most turbulent parts of the plant, as on top of chain conveyors, on bucket elevators, roller mills, hoppers and scales. Currently, most feed mills in Brazil use centralised dust collection, which contributes to spreading salmonella bacteria and impeding, at the same time, identification of where contamination originates.

The main raw material for both poultry and pig feed production is corn. In this case corn is received, dried

and stored. Chain conveyors transport the corn to roller mills from which the milled corn is discharged into a mixer where minerals, vitamins and medications in a micro-dosage of at least two items are added. After being discharged the mixture is stored in silos from where it is transferred to a pasteurising process area, followed by pelletising and cooling. The final product is then stored and ready to be dispatched.

For this project WAM do Brasil supplied a total of 123 polygonal dust collectors and hopper venting filters.

While the WAMAIR® units are installed to dedust chain conveyors, bucket elevators, and roller mills, a large number of HOPPERTOP are mounted on top of buffer and weigh hoppers.

WAM do Brasil proudly reports that their customer is totally satisfied with the equipment which has resolved their major problem of identifying the source of contamination.

It should not be left unmentioned that BRF's corporate management considers the Rio Verde plant as a model case for future projects in another fourteen of the group's feed mills.

Considering the perspectives of the Brazilian feed & food industry in general, WAM do Brasil's management is confident in future dust filter potential.

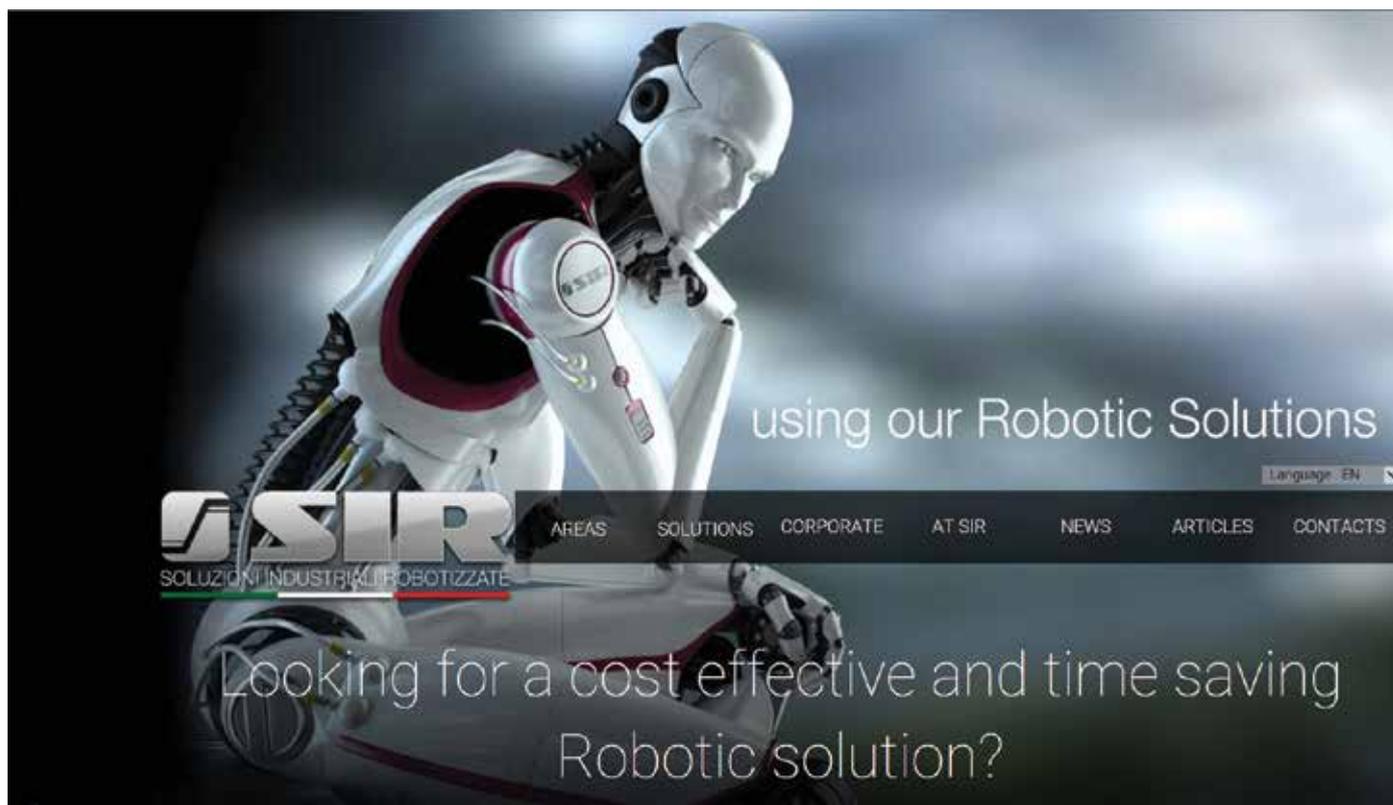
www.wam.com.br



WAMAIR® Dust Collector on top of a chain conveyor

NEW PLAYER ON THE WAMGROUP® TEAM

MODENA, ITALY, SPRING 2015



The city of Modena, best known for prestigious sports and racing car brands like Lamborghini, Maserati and, above all, Ferrari, has some more hidden resources in the area of high-tech.

Robots are amazing machines, but they are still mere tools if they are not inserted in a context, assigned a function, and transformed into generators of value added. The Modenese SIR S.p.A. creates tailor-made robotic applications, solutions that respond to the customer's manufacturing needs, transforming them into an automated system that will satisfy technical and economic criteria, deliver quality and flexibility, cut times and ensure a return on the investment. SIR's more than thirty years of experience enables them to cover all requirements, from the most traditional unit to the most innovative, complex technological line. SIR's array of capabilities means that the Company's horizons sweep from aeronautics to the automotive industry, from foundries to electromechanical engineering, and from foods and beverages to ceramics. Starting from a blank sheet of paper, SIR's engineering department is able to conceive the best possible solution in widely varying

contexts, from assembly to handling and from processes to palletisation. Solutions that SIR's technical departments will transform into a working, high-performing installation, supported by swift, constant customer service. Skill in customisation is SIR's strong point. So they are not and do not wish to be just a system integrator but a technological partner.

Since early 2015 the company founded by Luciano Passoni in 1984 has been a member of the WAMGROUP® family. Despite the different marketing strategies and distribution channels adopted by SIR, the presence of a real high-tech company in the Group will surely open possibilities for synergies for both SIR and other WAMGROUP® affiliates worldwide. One objective is to generate new contacts for SIR, who could benefit from the more than 50,000 monthly clicks on the WAMGROUP® corporate

website, the other goal is to enhance WAMGROUP®'s image as technology provider rather than simply an equipment supplier.

www.sir-mo.it



Luciano Passoni

WAMGROUP® HEADQUARTERS EXTENSION

PONTE MOTTA, ITALY, DECEMBER, 2015



3D Animation of WAMGROUP® headquarters in Ponte Motta highlighting extension including Technology Centre and WAM Italia to be completed in 2016

Reconstruction at the WAMGROUP® Headquarters in Ponte Motta after the earthquake in 2012 was completed in 2015 at last. This is clearing the way for a long-planned extension project which provides for new premises for

the Group's Italian trading subsidiary, WAM Italia, and for a new Technology Centre which will be home to an enlarged R&D department in connection with a state-of-the-art test laboratory, a corporate academy for seminars,

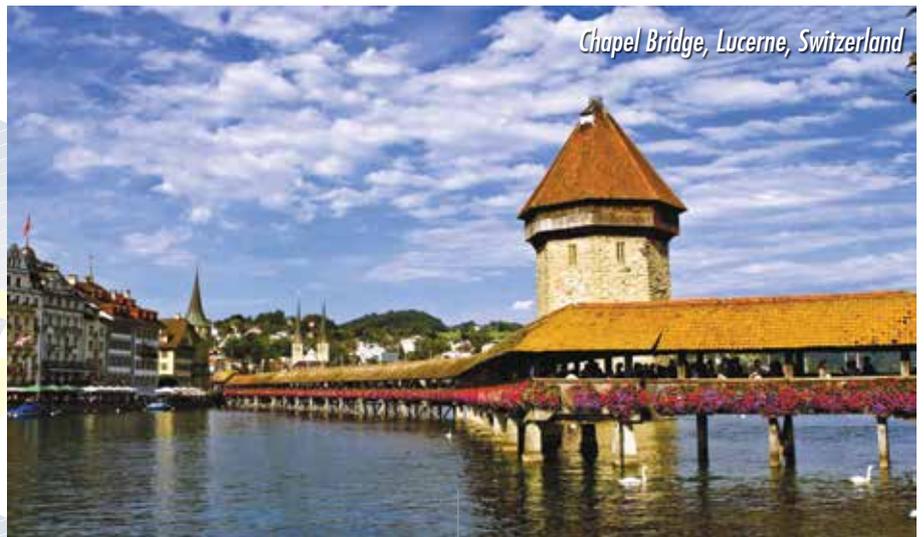
workshops and training courses, as well as a permanent exhibition showing the Group's product range. Read our Newsletter to keep updated on work in progress.

www.wamgroup.com

Next Issue Preview

In 1999 WAMGROUP® decided to set up its Swiss subsidiary, WAM Helvetia. Despite being close to the Group's headquarters in Italy, there was more than one reason for serving the widely ramified Swiss industry through a local branch.

Though not a member of the European Union, Switzerland is home to internationally highly renowned engineering companies. The country offers great business opportunities for WAMGROUP® with its steadily growing product portfolio. Read the next issue of the WAMGROUP® Newsletter to learn more about WAM Helvetia.



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Via Cavour, 338
I - 41030 Ponte Motta
Cavezzo (MO) - ITALY

Tel.: +39 0535 61 81 11
Fax: +39 0535 61 83 43

info@wamgroup.com
www.wamgroup.com



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.... winning spirit*

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