

VIVA WAM® ESPAÑA

Born and raised in Modena, Italy, Stefano Montorsi (50) took a degree in Mining Engineering at the University of Bologna before signing up for a research project on hydrocarbons at Parma University. Remaining faithful to R&D, the following year he moved to the Democenter in Modena. His first contact with WAMGROUP® dates back to the Powder & Bulk Solids Show in Chicago in 1995. Two years later he was hired by the Group as product manager for the Valve Division. In 2004, Montorsi moved with his family to Catalonia where he became general manager of the newly founded WAM Spain located near the city of Barcelona.

Newsletter What is the market situation in your territory since you've been in charge?

Montorsi WAM Spain is in charge of WAMGROUP® product sales in Spain and Portugal except for the wastewater sector, which is taken care of by our sister company, SAVECO Ibérica. Recently, we have been looking after Algeria too. In the first four years, we experienced rapid growth in a strongly booming building and construction industry. Then came the devastating blow of the bursting housing bubble in com-

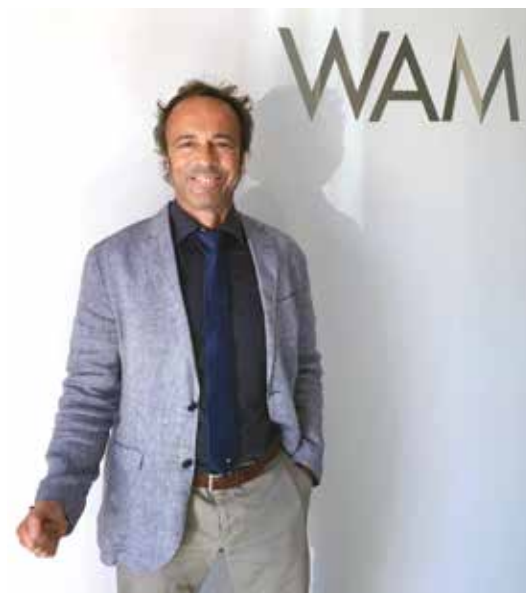
ination with the global economic crisis. Between 2007 and 2008, our business shrank by one third.

Newsletter A horror scenario for a young company. What did you do?

Montorsi Basically, we had to recreate our business. In construction, the WAM® brand was well known, whereas in other industries we were nobody. However, diversification was mandatory in all areas.

Newsletter Where did you start?

Montorsi Contrary to the Corporate strategy, initially we did not focus on industries but on our products bearing in mind that all sectors were down at that stage. We were bound to start



selling by sector. Gradually, Spanish plant manufacturers and engineering companies that had previously served the domestic market only developed into exporters mostly to North African countries and to South America. Our systematic branding strategy over the three years after the crisis had paid off. On the other hand, Portugal has experienced a robust recovery, with a record growth of 2.8% in 2017. As an important base for multinational companies, it provides high potential for WAM Spain both in domestic and international markets.

“The devastating blow of the bursting housing bubble in combination with the global economic crisis made our business shrink by one third”

from scratch.

Newsletter Did you keep up this strategy?

Montorsi No, we didn't, but it created the foundation we needed so we could return to what we were used to:

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EDITORIAL



Dear Reader,

A year of 50th anniversary celebrations is coming to an end for WAMGROUP®.

However, 2018 has not only been a big party but also another record in sales for WAMGROUP®. After a 17 percent plus in 2017, the projection for the Group's consolidated turnover in 2018 is a further increase in the range of 5 percent.

Apart from significant efforts by our subsidiaries to gain market shares in industries that may be considered as traditional for WAMGROUP®, new opportunities unfolded in industry 4.0. Ion-lithium battery compound production, in particular, is an area in which WAMGROUP®'s MAP® Mixing Technology Division is taking particular interest. Since 2013, more than 300 ploughshare mixers and ribbon blenders have been supplied to renowned battery producers in the eastern hemisphere.

I'm wishing all our readers Happy Holidays and a healthy, peaceful and successful 2019.

Michael Grass

WAMGROUP®
Public Relations Manager

WINNER OF THE 1ST WAMGROUP® OLYMPIC CHALLENGE

Ponte Motta, Italy, 7th September 2018



Marcello Marchesini, Alain Meerman and his partner, Isabelle Deforce

On 1st February 2018, WAMGROUP® staff from all over the world had the opportunity to test their knowledge divided into five categories: history and sizing, applications in building & construction including heavy industries, feed & food, plastics & chemicals, as well as renewable energy and environmental technology. Participants had two hours' time to answer overall 100 questions.

The winner would be awarded an organised trip to Italy for two people including stages in Rome, Florence, Pisa, Siena, San Gimignano, Bologna, and—after a brief stop at the WAMGROUP® headquarters in Ponte Motta—romantic Venice. Alain Meerman of WAM Belgium, who had scored 115 of 150 possible points, and his partner, Isabelle Deforce, thoroughly enjoyed the experience.

Get ready folks, the next edition of the WAMGROUP® Olympic Challenge is just around the corner!



WAM SPAIN

THE ONE-STOP-SOLUTION ON THE IBERIAN PENINSULA

Santa Margarida i Els Monjos, Summer 2018



The achievement of worldwide leadership in developing and manufacturing equipment and plant components for bulk solids handling and processing has always been a principal goal for WAMGROUP®. One of the strategies put in place in the early 1980s by WAMGROUP® president, Vainer Marchesini, was taking control of distribution of the Group's product range by setting up trading subsidiaries abroad.

Twenty years after the foundation of the first affiliate in France, it was the turn of Spain. Based some 60 kilometres west of Barcelona near the town of Vilafranca del Penedès, WAM Spain is in charge of distribution of the WAMGROUP® product range in Spain and Portugal, except for wastewater treatment equipment which is distributed by sister company, SAVECO Ibérica. Recently, WAM Spain extended its activities to the Algerian market, setting up a sales

point in the North African country.

It is the goal of WAM Spain to provide a vast customer base with attractively priced products in industrial quality, specifically tailored to the different needs of a variety of industries. Customer satisfaction through professional advice, comprehensive service and constant availability backed up by a vast stock of equipment and spare parts are an expectation WAM Spain is ready to fulfil day by day.

The company location next to motorway A7 to Valencia, not far from the intersection with A2 to Zaragoza, and the vicinity of the cities of Barcelona and Tarragona offers great logistic advantages in the distribution of WAMGROUP® equipment in Spain and Portugal and in forwarding goods to the Balearic and Canary Islands.

As WAM Spain's general manager, Stefano Montorsi, points out in the

front-page interview, Spain was hit twice by a crisis between 2007 and 2008. Montorsi recalls: "It took some very special efforts to overcome the devastating effects of those events. The credit for having raised the company from the ashes goes to a large extent to my great team that has supported me at all times in everything that needed to be done. I couldn't have managed without them". The plant manufacturers—WAM Spain's typical customers prior to the crisis—limited to serving the domestic market only, have reinvented themselves since then, thus ensuring their survival. They learned how to export to neighbouring countries in North Africa and to their distant relatives in Central and South America.

Ten years later, the transformation has taken place turning domestic into international players.

www.wamgroup.es

ANIMAL FEED ADDITIVES FROM CATALONIA

Tarragona, Spain, Since Summer 2014



One of 2 bomb-bay discharge mixers by MAP®

In mid-2014, NOVUS from the southern Catalan city of Tarragona needed new equipment for their animal feed additives processing

plant. WAM Spain received an order for two batch-type ploughshare mixers with bomb-bay outlet door, an RSM-type manual bag opener, a tubular stainless steel screw conveyor, and an RVS-type Blow-through Rotary Valve. The various additive bags are emptied manually and transferred by screw conveyor to one of the mixers. Other additives come in bulk bags and

are pneumatically conveyed via the TOREX® Rotary Feeder to the second mixer. By adding acids to the mixture, the compound temperature rises up to 100 °C.

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Bag opener by EXTRAC®

SPANISH THERMAL POWER PLANT

La Coruña, Galicia, Spain, Since Spring 2017



BELLOJET™ Tanker Loading Bellows

The Meirama thermal power plant in Cerceda is a conventional cycle thermoelectric installation, consisting of a thermal group of 563 MW, which produces electricity from the fuel source.

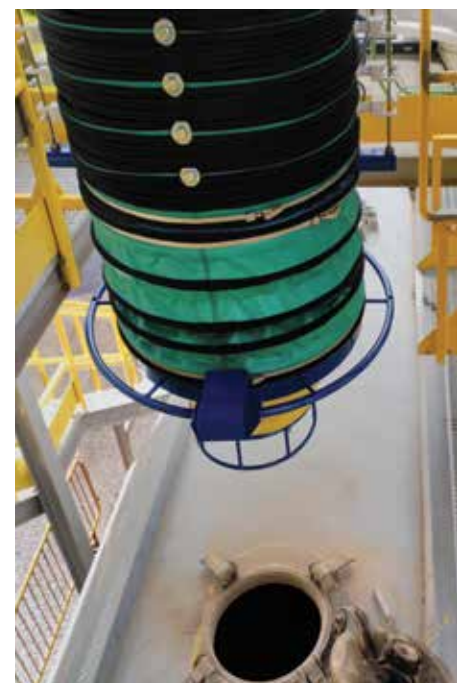
From the burning of coal, fly-ash is generated, which is stored in a 500-tonne silo. The fly-ash is conveyed by a system of air slides into two

BELLOJET™ Loading Bellows by TOREX®.

The material, which is loaded into road tankers, is very fine in particle size and extremely dusty and harmful. For this reason, loading spouts with integrated dust collector

were mandatory for the application. Once the discharge cone of the loading spout has settled on the tanker loading port, the dust generated by the falling material is sucked through the space between the double-walled bellows. Since start-up in early 2017, the installation has been running to the customer's complete satisfaction.

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FOOD PROTECTING PRODUCTS WANTED

Gavá, Barcelona, Spain, Since 2017



Since the big crisis in 2008, WAM Spain has managed to successfully make a new name for itself in industrial sectors other than building and construction. As the company's general manager, Stefano Montorsi, states in the front-page interview, this has been a complex task, which is still



ongoing. One of these new sectors is the food industry and food-related products.

Bioconservación from Gavá, near Barcelona, specialises in the production of products based on clay, calcium chloride, activated carbon and additives, which protect fruit, cereals, coffee, etc. from excess moisture. Different formats suitable for air or naval transport and storage of stored

products are available.

The macro-component arriving in Bulk Bags is transferred by screw conveyors into a large collecting hopper mounted on load cells. Other micro-components are manually dumped into small hoppers, which discharge into screw feeders and loss-in-weight micro-feeders. These materials are also fed into the large hopper, which is installed right above a batch-type ploughshare mixer by MAP®.

The products tend to react chemically once they are blended together. To prevent this phenomenon the mixer is equipped with a cooling jacket.

To this date, the plant has been running successfully.

www.wamgroup.es



MAP® Batch-type Ploughshare Mixer

THE RIGHT CORK FROM PORTUGAL

Vale de Cambra, Portugal, Autumn 2017



Automatic Bag Splitter by EXTRAC®

Amorim is a Portuguese company world leader in the cork industry.

In 2017, WAM Spain was awarded by them an order for an RSA Automatic Bag Splitter by EXTRAC®,

a WAMAIR® stand-alone Dust Collector and an RVC Rotary Valve by TOREX®.

The installation, which was carried out in collaboration with a local system integrator, is designed to discharge multiple products from 25-kg bags into the RSA Bag Splitter using a vacuum loader to save the operator from manual loading. The RSA is connected with a pneumatic conveying system to transfer the product over a distance of 150 metres into a mixing process where other raw materials, adhesives and a special liquid are brought together in a secret recipe. This

second part of the plant supplied by a German engineering company already existed.

The end user is reported to be happy with the RSA solution due to easy loading of the bags and there is no environmental contamination from the product.

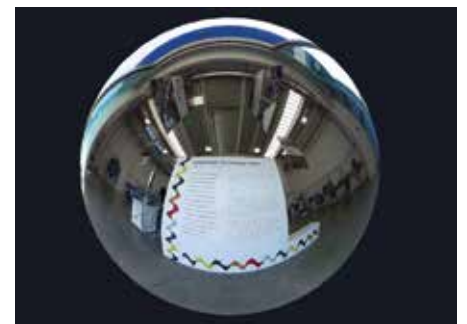
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WAMAIR® stand-alone Dust Collector

WAMGROUP® ON GOOGLE STREET VIEW

Ponte Motta, Italy, October 2018



To offer those who have not been able to visit the new WAMGROUP® Technology Centre yet a virtual visit is now possible.

Using Google Street View you can access a tour of the showroom, the Academy and the R&D laboratory via Google Maps or a link on the Corporate website.

www.wamgroup.com

CIRCULAR ECONOMY IN A SMART FARM

The “Risaia del Duca” Project, San Felice sul Panaro, Modena, Autumn 2018



Earthworks for the pond system in June 2018



Prof. Alessandro Ragazzoni

Circular economy is a new analytical approach in which the waste of a process of production and consumption circulates as

a new entry into the same or a different process. In short, natural capital is protected and rebuilt. There is no process waste in industrial value chains, as it becomes feedstock for others. The more pure the flow and the better the quality with which it circulates, the greater the added value that is produced by the circular economy. These concepts, which may sometimes seem quite theoretical and still far from us,

raise some questions such as: is it possible to design a breeding facility for the production of circular milk? At the same time, is it possible to reduce a negative environmental impact and guarantee the entrepreneur a revenue?

The idea is that of an agricultural company integrated in various production and service sectors, where the core is represented by the production of bovine milk. Innovation pursues two main complementary objectives closely related to each other.

FOOD: improvement of the production of high quality food both from animal husbandry (in particular, products derived from the milk supply chain), and agricultural (specifically, commodities for the feed supply of

the farm);

ENVIRONMENTAL: improvement of the management of agricultural and stockbreeding by-products resulting from production processes for the recovery of nutrients for the soil and the production of renewable energy.

The project headed by Professor Alessandro Ragazzoni of Bologna University aims at becoming a model case for farmers and students from all over the world. It will also be a testing ground for WAMGROUP® machines and equipment dedicated to environmental technology and renewable energy.

Updates on the project will follow in the next issues.

www.risaiadelduca.com



The total area adds up to over 100 hectares

TWICE A WAM® INSTITUTION

Modena, Italy, 19th May, 2018

The “Merit Star of Labour” is conferred by Decree of the Italian President. It is granted to those who are over fifty years of age, who have worked uninterruptedly for at least twenty-five years employed by one or more companies and can boast to have distinguished themselves by individual merits of expertise, industriousness and good moral conduct, improved the efficiency of tools, machines and processing methods with inventions or innovations in the technical and production field, contributed in an original way to the improvement of work safety measures, or have worked hard to educate and prepare the new generations in their professional activity.

Maurizio Brina of WAM Industriale and Gianni Golinelli of WAMGROUP Corporate received the honour in spring 2018.

www.wamgroup.it



Maurizio Brina and Gianni Golinelli

NEXT ISSUE PREVIEW



Seoul skyline view from Bongeunsa temple

In 2003, WAMGROUP® opened its own trading subsidiary in the capital of South Korea, Seoul. A G-20 member, the Republic of Korea is rated a high-income economy and is the most industrialised member country of the OECD. Korean brands such as Samsung, Hyundai, LG or Kia have conquered the world market strongly contributing to global recognition of the country as a technology leader. South Korea boasts a highly skilled workforce and is among the most educated countries in the world with one of the highest percentages of its citizens holding a tertiary education degree. Read more in the next issue.

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