



THE GERMAN SIDE OF WAMGROUP®

After a career as a draughtsman with a crane producer followed by ten years as project engineer with a renowned German plant manufacturer and a period as self-employed engineering consultant, in 1986, Werner Schmidt (58) took part in the foundation of WAMGROUP®'s first German subsidiary, WAM GmbH. In 1993, a subsidiary for sales of MAP® mixers to German and Austrian customers was established. In 2003 a second subsidiary for the distribution of OLI® products in German speaking countries was set up. Today the three companies number about 50 staff.

Newsletter Mr Schmidt, what is most important to take into consideration when serving German or Austrian customers?

Schmidt German firms tend to become very specialised in their field and to rely on advanced technology to increase the gap versus their competitors from abroad.

Newsletter How does this reflect on suppliers?

Schmidt Because nowadays there is a lot of competition from everywhere, German companies want to convince through their quality, the famous "made in Germany". Suppliers are facing high demands not only in terms of quality but also in price and service as most German manufacturers are exporters too.

Newsletter As a subsidiary of a foreign brand, what do you believe are the main reasons for your customers to choose WAMGROUP®?

Schmidt Technical competence and sales skills along with the ability to empathise with the customer are characteristics that I would rate as extremely important for our staff. The German WAMGROUP® subsidiaries take pride in a long-term partnership with customers from various industries and geographical areas. After almost twenty-five years of being present on the market, experience has shown that this strategy pays on the long run.

Newsletter Are there any other reasons?

Schmidt Our new factory and warehouse building in Altlußheim allows for larger stock of spares and off-the-shelf equipment, as well as repair service.

Newsletter Any opportunities for the future?

Schmidt The German industry plays a leading role in environmental technology, sustainable energy and biotechnology. Investing in those industries, which is what we are currently doing, will give WAMGROUP® a competitive advantage in the years to come.



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WAMGROUP®

strong ethics

.... winning spirit

EDITORIAL



Dear Reader,

2009 was certainly one of the most difficult years in the history of many companies. WAMGROUP® is no exception. The drop in sales experienced in the period between the autumn of 2008 until the first months in 2010 was definitely unheard-of in western Europe.

However, the global financial crisis did not have the same devastating effects on all the local economies. The example of our subsidiaries in Brazil, India and, above all, China, still showed economic growth at a breathtaking rate.

In old Europe too, there are now some signs of recovery in different branches of industry. Moreover, in western Europe the crisis seems to have speeded up the development of new technologies in the area of sustainable and renewable energy in which WAMGROUP® takes a particular interest.

Best Wishes,

Michael Grass
WAMGROUP® Public Relations Executive

WAM INDIA EXHIBITING

It is widely known by now that India is a booming country with promising prospects for further economic growth at a high rate for the years to come. While in the past the domestic

construction industry has been the main focus of WAM India, the company is now expanding to other industries trying to make the WAMGROUP® brand known at a large number of sector trade shows.



www.wamgroup.in

EXTRABEND® CONVENIENCE AND DURABILITY

Every installation including storage silos for either raw materials, semi-finished or finished products, is subject to wear and tear.

Around the silo typically there are dust filters, valves and filling pipes which become mostly worn at their elbow points. Consequently, the plant manager's main interest is to have pipe elbows installed which are affordable, yet last as long as possible.

EXTRABEND® Pipe Elbows perfectly meet those demands offering particular high performance.

An inspection in July 2009 on pipe elbows manufactured from SINT®MC engineering polymer, which had been in operation since the summer of 2005 and had been subject to three weekly silo refills with sand at a bulk density of 1.36 t/m³, showed rather exciting results.

After dismantling the elbows and cutting through the body, compared to traditional steel elbows, the EXTRABEND® only showed some minor abrasion of the inner surface. The customer's maintenance staff acknowledged considerable savings versus previously installed equipment.

In conclusion, EXTRABEND® combines resistance to abrasion with some unique properties such as remarkable elasticity and a particularly lightweight design. This is reflected in a convenient purchase price and competitive running costs.



www.wamgroup.com

WAMGROUP®'S GERMAN SUBSIDIARIES

WAM GMBH, EMT GMBH AND OLI GMBH

SERVING THE GERMAN AND AUSTRIAN MARKETS SINCE 1986



WAM GmbH and EMT GmbH before sunrise in January 2010

Since 1986 WAMGROUP® has been represented in Germany by its own subsidiary, WAM GmbH, which is responsible for the distribution of the entire WAMGROUP® product range in Germany and Austria.

In 1993 a second German subsidiary, EMT GmbH, was opened to market MAP® mixing machines over the same territory. Today EMT GmbH is rated as a highly competent supplier of industrial mixers for bulk solids, able to respond to a variety of specific tasks set by a particularly demanding customer base. Commissioning, on-site service, as well as adaptation of complementary plant components from the vast WAMGROUP® range belong to EMT's performance profile.

Ten years later, in 2003, OLI Vibrationstechnik GmbH was established, today considered as a one of the top suppliers in Germany of electric, pneumatic and hydraulic vibrators, as well as frequency converters and concrete vibrators for the building and construction industry. Beyond simple distribution, OLI Vibrationstechnik GmbH takes pride in being able to meet their customers' requirements rapidly and individually following the philosophy of offering high-quality standard mass-produced products at an attractive price.

Customer satisfaction through professional advice, comprehensive service and constant availability backed up by a vast stock of equipment are an expectation OLI Vibrationstechnik GmbH are ready to fulfil day by day.

While OLI Vibrationstechnik GmbH is located some fifty kilometres northwest of Frankfurt, in the small Hessian town of Hünfelden, WAM GmbH and EMT GmbH are situated in Altlußheim, a stone's throw away from the famous Hockenheim race track, in a triangle formed by the southern German cities of Mannheim, Heidelberg and Karlsruhe,

with motorway connections in all directions. On 1.35 acres of a total area of 3.6 acres the two companies, over the years, have erected several office, workshop and warehouse buildings.

Solids handling apart, the Agritec Openair Division of WAM GmbH deals with the development, manufacture and distribution to various European countries of machines for the preparation, maintenance and regeneration of green spaces.

www.wamgmbh.de
www.emtgmbh.de
www.oligmbh.de



OLI Vibrationstechnik GmbH in Hünfelden

NEW WAMGROUP® TEST PLANT

THE LATEST STATE-OF-THE-ART TECHNOLOGY IN TELECOMMUNICATIONS AT THE SERVICE OF WAMGROUP® CUSTOMERS WORLDWIDE



Test Plant for Process Simulation in Ponte Motta, Modena, Italy

In March 2010 WAMGROUP® inaugurated its new testing area at the Group's headquarters near Modena, Italy. The plant suits different objectives, both in research and development, as well as sales and marketing.

In the area of R & D the objectives



range from tests under real operating conditions of all WAMGROUP® powder handling machines and equipment, to measuring and recording of operating parameters in dust filtration, pneumatic conveying, mechanical conveying and others. A further objective of R & D is to train technical staff under simulated site conditions on how to correctly install WAMGROUP® components.

The software of the plant's control system allows us to change performance of machines and equipment installed, thus adapting them to the materials stored in the silos at the time.

Regarding the objectives in sales and marketing, there is the possibility of operation and durability tests of machines and equipment installed with materials delivered by customers who are invited to attend the tests either on location or via the internet. Online training courses on

WAMGROUP® technologies and products are another innovative aspect of the test site.

During exhibitions, trade shows, workshops and any other events WAMGROUP® intends to present its vast range of products by connecting to the test area at any time of the day. A sophisticated illumination system makes presentation independent from time zones.

The test area consists of a certain number of silos which are pneu-

matically or mechanically filled. Each of those silos includes different WAMGROUP® machines and equipment. All the equipment is connected to a PLC which can be operated remotely by a PC. All real-time measuring data collected by the PLC can be recorded.

www.wamgroup.com



Remote Webcam Control Via Internet

MICRO-BATCH FEEDING IN PLASTICS PROCESSING

AUTOMATION OF METERING BEFORE RE-GRANULATION

(First published in Macplas International E1 10)

A micro-batch feeder for additive metering has been recently installed by WAMGROUP® in a polyolefin re-granulating plant of a French company. In fact, to produce materials with different performances and characteristics, before re-granulation different types of polyolefin flakes are enriched with organic fillers, such as talcum and calcium carbonate in different particle sizes and percentage combinations.

With the aim of maximising flexibility, precision and efficiency of the operation, the customer's requirement was to move from manual dosing to a continuous automatic process.

The solution was to install on the extruder an MBF Micro-Batch Feeder specifically designed for continuous powder feeding, one of the range of equipment for bulk solids handling in plastics processing offered by WAMGROUP®. The device fulfils all the requirements in terms of performance, reliability and operating features. With the same unit the user can feed single materials or blended compounds thanks to great machine flexibility and comfortable access to its internal components which makes material change



Additive Metering Installation in France

extremely easy.

The selected configuration includes a blending tool that keeps the material constantly fluid during feeding. The geometry of the casing ensures minimum material residue inside the machine. The removable front panel allows for quick inspection and cleaning.

Installation of the micro-batch feeder

has helped industrialise and automate the additive metering process before re-granulation providing the following results: reduction in production costs (-7%), precision in volumetric feeding (-2%), reduction in material storage (-6%), reduction in dust emission (-70%) with increased work safety for the operators.

www.wamgroup.com

THE FIRST TIME FOR WAM VIETNAM

EXHIBITING AT CONBUILD 2009 IN HO CHI MINH CITY

In consideration of the fast developing local economy, in 2008 WAMGROUP® decided to establish a trading subsidiary in Vietnam. Managed by Jean-Luc Giraudet (photo right), a Frenchman with extensive company management experience in the bulk handling and processing industry, WAM Vietnam has successfully started its sales and marketing activities around the country. The products distributed in Vietnam have

mostly been manufactured in the Chinese WAMGROUP® factories in Shanghai, Wuxi and Shaoxing.

Exhibiting at CONBUILD gave WAM Vietnam for the first time the opportunity to present the WAMGROUP® brand and the Group's products to Vietnamese customers.

www.wamgroup.com.vn



The WAM Vietnam Team at the Show

WAM CHILE'S TESTIMONY OF THE EARTHQUAKE

February 27th, 2010, 3:34 a.m. local time, for 90 seconds Chile was shaken by an 8.8 earthquake

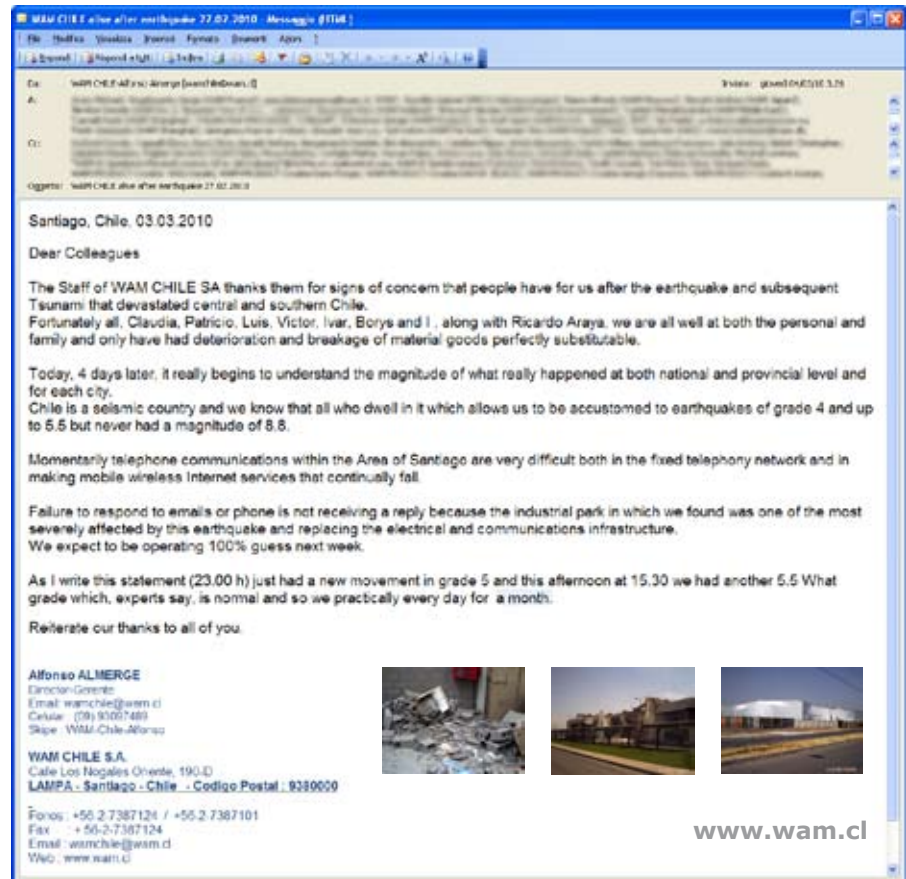


Alfonso Almerge

over the world, WAM Chile's general manager, Alfonso Almerge, gives a spine-chilling testimony of the devastating earthquake and tsunami which hit his country.



When disaster strikes mankind suddenly realises how powerless it is in the face of the violence of nature. In his e-mail to colleagues at WAMGROUP® companies all



WAMGROUP® AT LONDON SCHOOL OF ECONOMICS

LONDON, UK, NOVEMBER 5TH, 2009

After presenting the WAM® case at the World Economic History Congress in Utrecht, Netherlands, in August 2009 (see issue No. 3, 2009), Professor Alberto Rinaldi was invited to hold a seminar on the same subject at the renowned London School



Alberto Rinaldi

of Economics last November. Participants were lecturers and PhD students from LSE.

Asked by WAMGROUP® Newsletter about the participants'

response to the seminar, Professor Rinaldi pointed out that the WAM® case is still a fairly unique example of internationalisation in comparison with medium-sized companies in any other industrialised country. In fact, Rinaldi's presentation was followed by a vivid discussion about reproducibility of the WAM® strategy. One of the big questions raised was what the example of WAMGROUP® shows in terms of possible response strategies from high-wage manufacturing systems versus competition from Asia and other areas with low labour costs.

www.wamgroup.com



SPECO® SAVING THE SEWERS IN LIVERPOOL

WAM ENGINEERING SOLVES PROBLEM OF WASTE DISPOSAL FROM PORTABLE TOILETS

Universal Tanker Services in Merseyside near Liverpool, UK, had a serious problem—a problem that could have cost them £ 100,000 in additional works.

But let's take a step back to understand what happened. Universal Tanker Services specialise in the hire and sales of modular buildings, jack leg cabins, storage containers—and chemical toilets. Disposing of waste from those toilets was the problem, or rather, had become one.

Previously UTS used two large tanks. One of them had waste pumped into it via a tanker. A macerator then took the waste from the first to the second tank. However, the macerator did not work efficiently. Consequently, the waste remained in the first tank and then overflowed resulting in an overload of the drains. Finally, the local council set the company a deadline to solve the problem; otherwise, additional ground-works would have been needed. But UTS had no way of dealing with the excess amount of solid waste.

Along came SPECO® with the solution—a TSF-type WASTEMASTER® Effluent Pre-treatment Plant for solids-liquid separation. The benefits offered by that plant were a clean working environment, no problems with overflowing tanks and, of course, no expensive additional ground-works. Future expansion is not a problem as the WASTEMASTER® is running only on 10% of its solids capacity and 30% of its flow capacity.

Mr Simon Gunn of UTS was relieved and extremely happy with the result. Tankers are able to offload their waste quicker, cleaner, more effectively and, above all, odour-free. The company is



WASTEMASTER® TSF on site in Liverpool

looking at setting up another plant in the future with potential for installation of another WASTEMASTER® TSF for the new plant.

Looking at the UK marketplace only, there seems to be a considerable number of potential customers for this product.

www.wameng.com

WAM® AT “SCHWEISSEN & SCHNEIDEN”

ESSEN, GERMANY, 14TH - 19TH SEPTEMBER, 2009

The unpronounceable name of this event means Welding and Cutting. With more than 1,000 exhibitors and

almost 60,000 visitors it was again the top event for companies which operate in the sector of metal welding and cutting.

The official website says about the 2009 trade show: “even more international guests, even more concrete demand, even more direct business transactions: The 16th SCHWEISSEN & SCHNEIDEN impressively reinforced its position as the world's leading fair”.

For WAM® it was an opportunity not to be missed for presenting its Filter



The WAM® stand at SCHWEISSEN & SCHNEIDEN

Division's new highly innovative fume and dust filtration system for sheet metal cutting machines.

www.wamgbh.de



Mirco Ratti (* 14th March 1953 † 30th March 2010)

Mirco Ratti had just turned 57 when he lost his battle against the disease which had afflicted him several years ago. Vainer Marchesini remembers that Mirco was the first worker he employed in 1971. Soon his work ethic and sense of duty earned him higher responsibilities. In 1978 he became production manager of the newly established SPECO®. In the 1990s he was appointed managing director of the company.

After his illness had forced him to step down from his job in 2004 he carried on working for the Group as production consultant with FLITECH® almost until the very end. Mirco Ratti and the contribution he has made to



the development of WAMGROUP® will always be remembered.

WAM INDIA SOLVING PROBLEMS FOR LAFARGE GYPSUM

As the thank-you letter shows, in spring 2010 WAM India successfully solved a problem which LAFARGE Boral Gypsum had with a locally manufactured screw conveyor in their plant outside New Delhi.



WAMGROUP® AT TOC EUROPE

TOC Europe 2009, the Terminal Operations Conference and Exhibition in Bremen, Germany, was the definitive meeting place for the world's shipping, port and terminals industries. For the first time RONCUZZI® and TOREX® promoted their specially designed product range to operators from all over Europe.



Next Issue Preview

Starting with this issue, the SWAMGROUP® Newsletter presents its readers the foreign subsidiaries of the Group. After the interview with Werner Schmidt on the front page and a profile of the three German subsidiaries it will be the turn of the Group's major manufacturing company outside Italy, WAM Shanghai and its manufacturing branch

in Wuxi. General manager, Gianfranco Sabatini, will give an interesting insight into China as a country, the mentality of Chinese customers and the prospect of the Chinese economy as seen by someone who has spent a great part of his life in the country of the rising sun.

www.wamshanghai.com



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