

WAM® IN THE LAND OF THE RISING SUN

Jason Takachiho Kobayashi (46) was born in San Francisco, California, USA. With a degree in International Management from Tokyo Economic University in his pocket, he worked for international Japanese and U.S. companies specialising in packaging equipment and agricultural products. During his employment he spent two and a half years in the U.S. In 2009 Kobayashi joined WAM Japan where he took up the post of general manager in April 2012.

Newsletter Mr Kobayashi, tell us about the current market situation in Japan.

Kobayashi Since December 2012, with a new government in charge, domestic demand has been gradually increasing. Manufacturing companies, which had previously offshored their production, have come back. Along with a growing interest for alternative energy sources after the Fukushima disaster, there are now various new business opportunities.

Newsletter Does the Japanese market offer any particular challenges?

Kobayashi Japanese tend to prioritise safety, reliability and stability virtually everywhere. They always try to find potential risks and put an “IF” in front of everything. This results in high quality standards and has created a rather unique “isolated” market. Thanks to the 2020 summer Olympics in Tokyo, Japanese businesses have the opportunity to become truly international and more flexible in their way of thinking. We will see.

Newsletter What are the major challenges and opportunities for you and your company?

Kobayashi Further developing our business in our Group’s core sector, building and construction, is of utmost importance for us. In the short term, we have to identify new distribution channels for those core sectors. In the medium and long term, renewable



Jason Takachiho Kobayashi

energy and recycling are the key words. After the big earthquake in 2011 followed by the tsunami and the Fukushima accident with the temporary shutdown of all of the country’s nuclear power plants, there has been keen awareness that what the country needs is investment in safer structures and alternative sources of energy. I am convinced that at WAM Japan we have the resources to take on these new challenges.

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EDITORIAL



Dear Reader,

With reconstruction of the WAMGROUP® headquarters in Ponte Motta, Italy well under way, 2014 has started with the ambition to achieve a 75% increase in the Group's turnover by 2017. At the same time, cost leadership remains a paramount objective.

Ambitious objectives require solid foundations. The experience of exploring new areas of application of WAMGROUP® products in 2013 revealed that there is high potential for our products in all the territories covered by WAMGROUP® subsidiaries. To find the key to success in the shortest possible time in the "next" sectors there should be a joint venture between corporate and local staff. "Lean sector specialisation" under the guidance of corporate sector managers and a strong focus on tailor-made distribution in each local market are the main measures necessary to reach the Group's goals.

Once again WAMGROUP® is breaking new ground in a world market that is undergoing major changes.

Best wishes,

Michael Grass
WAMGROUP® Public Relations Manager

WAMGROUP® SEMINAR ON EQUIPMENT FOR CONCRETE AND DRY MIX PLANTS

SÃO JOSÉ DOS CAMPOS, BRAZIL, 4TH FEBRUARY 2014



WAMGROUP® staff giving a lecture on sector-specific equipment

For some time WAMGROUP® has been organising customer seminars as a particularly efficient way of promoting the Group's products in different parts of the world. In these events new technological solutions can be explained in detail.

During a recent event held near the premises of WAM do Brasil in São José dos Campos, OEMs, system integrators and end users from the concrete and drymix industry enjoyed the opportunity of receiving inside information on WAMGROUP®'s specialised machines and equipment for these two sectors.

Supported by his Brazilian colleagues, Corporate Sector Manager, Fabio Pivetti, highlighted key products such as the CONSEP® 5000 Aggregate Reclaimer, the WETMIX® Mortar Mixer, TOREX® KCS Silo Safety System, as well as the new VHS Pressure Relief Valve.

WAM SPAIN AND OLI SPAIN SCORING AT SMOPYC

ZARAGOZA, SPAIN, APRIL, 2014



Since 1975 SMOPYC in Zaragoza has been the main meeting point for the Spanish building and construction industry. Badly hit by a deep domestic crisis in the first decade of the new millennium, followed by the global financial crisis in 2008-2009, the country is showing some signs of recovery in WAMGROUP®'s core sector.

Spanish plant manufacturers have been turning from domestic suppliers and focussing their interest on nearby countries in North Africa and South America.

WAM Spain and OLI Spain have been able to capitalise on the change in the market assisting their clients with their expertise in product application.

www.wamspain.es

VISITING WAM® IN JAPAN

TOKYO, SPRING 2014



WAM Japan's staff on a team building evening out

In 2015 WAM Japan will celebrate its twentieth anniversary. As the company's general manager, Jason Takachiho Kobayashi, hints in our front page interview, cooperation with Japanese can become at times a balancing act between cultures or creative individualism and collective perfectionism.

WAMGROUP®'s decision to establish its own subsidiary in the land of the rising sun was both ambitious and challenging. In the Group's core business, the supply of concrete batching plant equipment, Japanese engineers

follow concepts which are quite different from what is common in Europe. The high seismic risk requires a particularly low profile plant design which favours the use of pneumatic conveying systems for transferring cement from the silos to the weigh hopper rather than screw feeders. For the first time WAMGROUP®'s best selling product, the screw conveyor, was moved into second place. However, limitations in one area can create opportunities in another. Among other products from the vast range, WAM Japan began to

focus on dust collectors and valves. One particular challenge was to point out to a growing customer base the advantages of plant components specialised for certain applications in an industrial sector, as opposed to 'Made in Japan' customised solutions. Of course, special efforts had to be made to meet customers' requirements

for documentation in Japanese, as well as constant availability of off-the-shelf products, along with an efficient after-sales service. Over the years, the demand for high quality finishing from the Japanese market has definitely helped WAMGROUP® improve its overall product care.

www.wam.co.jp



WAM Japan offices and showroom





Fly-ash Recycling, Narita, Chiba



Waste Recycling, Nagoya, Aichi

JAPANESE CASE HISTORIES +++ JAPANESE CASE HISTORIES +

Case histories are an excellent way of showcasing a supplier's capabilities to potential customers. WAM Japan is showing here a few installations of WAMGROUP® equipment in different industries.

For recycling of fly-ash, crushed glass and ceramics, WAM Japan supplied a DUSTFIX® Conditioner by MAP® along with WAMAIR® and WAMFLO® Dust Collectors to a recycling centre in Narita. The conditioned fly-ash serves as an ingredient in concrete production.

A plant for the treatment of industrial solid waste and effluents in Nagoya was equipped with an RSA-type

Automatic Bag Splitter, an SBB Bulk Bag Discharging Station, medium and extra heavy-duty tubular screw conveyors and a WAMFLO® Dust Collector. Solid waste, which arrives in both bags and bulk bags are emptied through the RSA bag splitter and the SBB discharging device from where the contents are conveyed to the incinerator.

The Oode Rain Water Pump Centre at Hakodate Bay, Hokkaido, was successfully equipped with a GRITSEP® DS 4000 Grit Separator for the recovery of sediment.

For the extension of a detergent production plant of a renowned global player, in 2006, WAM Japan was awarded an order for a 4,800-litre Continuous

Ploughshare Mixer by MAP® along with a number of WAM® Trough Screw Conveyors and Slide Valves in stainless steel, TOREX® Rotary Valves, EXTRAC® Bin Activators and an SBB Bulk Bag Discharging Station, as well as OLI® Electric Motovibrators. The plant located in Gunma, Maebashi Prefecture, has been running since to the customer's complete satisfaction.

Biogas plants used for dairy cattle wastes have been constructed and in use in Japan since 1998. These plants produce not only biogas but also digested slurry after fermentation of waste. Although dairy farmers in Hokkaido have enough farmland space for applying slurry, those in the rest of Japan, on the



Rain Water Pumping Station, Hakodate, Hokkaido



Detergent Production, Takasaki, Gunma



Biogas Plant, Ebetsu, Hokkaido



Dry Mortar Production, Kumagaya, Saitama

++ JAPANESE CASE HISTORIES +++ JAPANESE CASE HISTORIES

other hand, do not have enough space to apply slurry. Therefore, purification of slurry is carried out. The number of biogas plants in Japan, in 2012, amounted to 47 in Hokkaido, 23 in Honshu and 8 plants in Kyushu (source: “Biogas production from cattle manure in Japan: the present situation and future prospects” by Juzo Matsuda, Hokkaido University).

The Kobayashi dairy farm in Ebetsu City on the island of Hokkaido, Japan’s second largest island and northernmost of Japan’s forty-seven prefectures, installed a SEPCOM® Biogas Screw Separator for solids-liquid separation of the digestate from the farm’s own biogas plant.

One of Japan’s leading mortar producers is waiting for two Batch-type

Ploughshare Mixers by MAP® to be commissioned in summer 2014.

SPECO®’s new Screw Compactor, WASTECOM® CLE, has been reported to operate well in a beverage manufacturing plant in Fuefuki City, Yamanashi, where the machine compacts waste tea leaves in a particularly efficient manner.

Japanese industrial giant, Sumitomo Environment, put their trust in WAM Japan to solve a solids-liquid separation issue in one of their waste water treatment plants. Since space is often at a premium in Japan, for the company’s water purifying centre in Miyazu City, near the ancient capital, Kyoto, the customer opted for a WASTEMASTER® GCV Vertical Screw Screen.

“With a super strong Japanese yen against the US dollar and the euro, Japanese stock markets had been down and then the general economic situation was very slow”, says WAM Japan’s general manager, Jason Kobayashi. “In addition, we have faced a rather difficult situation concerning nuclear power generation. However, since the new government was installed in December, 2012, its programmes have been working out for the exchange rate and the stock market. The energy issue, in particular, is still topical and should produce new opportunities for our more recent products such as SEPCOM®, GRITSEP®, WASTEMASTER® and WASTECOM®”.

www.wam.co.jp



Waste Recycling, Fuefuki, Yamanashi



Water Purifying Centre, Miyazu, Kyoto

BISCUIT PROCESSING IN CHILE

SANTIAGO DE CHILE, SUMMER 2013

CAROZZI, a Chilean multinational company specialising in the food industry, is a leader in the Chilean and other South American markets. CAROZZI is owner of a number of renowned brands present in 40 countries.



WAMFLO® Dust Collectors in biscuit processing plant

Two years after a fire had destroyed the Carozzi pasta factory, a new food processing plant was opened a few kilometres from Santiago. One of the two plant sections specialises in breakfast cereals, the other in biscuit production. With more than 115 thousand square metres and Italian avant-garde technology, the new complex ranks as the largest and most modern one in Chile. Set in an area of 130 hectares, it is the source of employment for 4,000 people.

In 2011 Carozzi imported machinery for the production of pasta products, packaging machinery, as well as packaging and processing machines for biscuit production from Italy. Prior to their decision, Carozzi had asked POCH, an engineering company specialised in the sector, to find out about the most reliable equipment on the market that would ensure the highest possible quality standards in bulk solids conveying, flow interception, discharging, dust filtration, and all the other process phases prior to

cereal and biscuit production, as well as packaging of the finished products. POCH chose WAMGROUP® as their partner. The WAMGROUP® supply included WAMFLO® and WAMAIR® Dust Collectors, Spring-Loaded Pressure Relief Valves, Electronic Differential Pressure Meters, Rotating Level

Switches, Bin Activators, Slide Valves, Diverter Valves, a Lump Breaker, as well as a large number of External Pneumatic Vibrators. All the fabricated components were manufactured from 304 stainless steel in compliance with the ATEX Directive.

Over the last few decades biscuit production technology has changed, especially as regards the level of automation and safety. Human intervention has been reduced to the minimum, while hygiene care in the choice of raw materials and on the production lines guarantees a safe, high quality product. Flour is the basic ingredient for biscuits. Recipes are completed with sugar and glucose syrup, butter or vegetable fat, salt, skimmed milk powder, raising agents and flavourings.

In the case of dry biscuits, after being thoroughly mixed, the dough is laminated passing through smooth rollers in order to obtain the correct thickness. Once the dough has been kneaded, it is transferred into moulds which give the biscuits their shape. WAMGROUP® components are installed throughout the entire plant starting from raw material reception, followed by raw material distribution through diverter valves, and finally in the component feeding and metering section including weighing and transfer to the mixers. Raw materials handled are flour, starch, caster sugar and granulated sugar.

The main reason for POCH to choose an Italian company for the supply of the system components was Carozzi being familiar with Italian made machinery for production of dry food products.

WAMGROUP®'s ability to provide full technical support and local availability of spare parts for their equipment were other important reasons for both OEM and customer to choose WAM Chile as their supplier.

www.wam.cl



Installation of WAMFLO® Silo Venting Filter

UNITED FORCES IN VIBRATION

MODENA, ITALY, AUTUMN 2013



excellent service and distinguished technical expertise. OLI® and VISAM are complementary in many ways. Their common goal is to offer each and every customer in all market segments the best product service / price / organisation mix. For WAMGROUP® and its trade partners this bears immediate, extraordinary advantages the main ones being trade synergies, streamlining of costs,

mix of product, service and price.

Both companies will maintain their own brands and distinctive characteristics in terms of their market image. Thanks to the acquisition, the Group is now able to satisfy all their customers by offering products and services in line with the needs of each single customer. The new team has already had evidence of the great potential of the investment and they look forward to a mutually rewarding future collaboration.

www.olivibra.com
www.visam.it

In line with the strategy of making OLI® the world's leading manufacturer of industrial vibrators, the WAMGROUP® Management has decided to further accelerate the process by the acquisition of VISAM.

Almost for the last twenty years VISAM has manufactured vibrators ranking as the fourth largest producer in Italy. The company is recognized for their high quality products, their

synergies in R&D, as well as sharing technical knowledge and market information.

The acquisition also enables WAMGROUP® to provide the one-stop solution to any problem of vibration and to serve each market segment with the most suitable



SAVI - NEW WAMGROUP® MEMBER

MODENA, ITALY, SPRING 2014

WAMGROUP® welcomes SAVI – a globally renowned brand in waste water treatment equipment – as a new member of the family.

SAVI s.r.l. has been working in the field of purification plants and waterworks for over 30 years. The company specialises in the design and production of environmental technology equipment and machines.

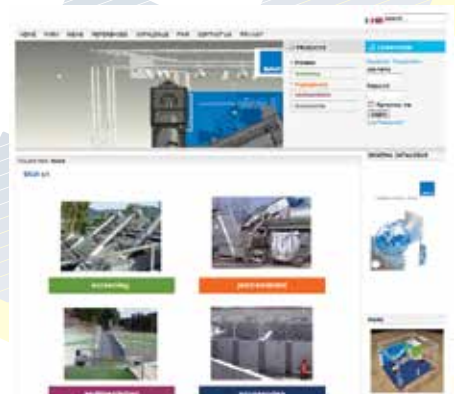
Technical solutions adopted make their machines reliable in operation ensuring ease and comfort of maintenance for the customer. SAVI's technical department designs customised projects according to the requirements of the market segment. Highly skilled staff are able to deal with the design, manufacture and installation of machines, as well as the management

of purification plants and waterworks. Certificate No. 50 100 3460 - Rev. 03 certifies the SAVI s.r.l. Quality System being in conformity with UNI EN ISO 9001:2008 standards.

SAVI's product range and services are complementary to those offered by the other WAMGROUP® Divisions and associated companies that operate in water treatment. Rather than supplying complete plants, SAVI provides problem solutions in their area of competence, providing machines and equipment for screening, pre-treatment and sedimentation for both civil and industrial waste water treatment plants. SAVI is perfectly structured to offer equipment packages which particularly qualifies them for participation in international tenders. While SPECO®

continues to develop sector-specific equipment focusing on innovative industrialised, standard design features, SAVI will step in where project conditions require customised solutions.

www.savi.mn.it



RECOFIL™ AND EASYFILL™ FOR FILTER DUST

MODENA, ITALY, SPRING 2014



Italian maintenance providers and manufacturers of filters for plasma cutting machines have discovered innovative solutions provided by WAMGROUP®. Instead of using traditional discharge bins they decided to test the RECOFIL™ and were thrilled by its performance. Since then a large number of filters have been equipped by WAM Italia with this unique dust

recovery system.

To dispose of the collected dust, EASYFILL™ Bulk Bag Filling Stations connected with up to four RECOFIL™ were installed, depending on the distance between the filter units. Since 2010, a variety of RECOFIL™ systems have been installed, the application being always the same, i.e. automatic recovery of dust from sheet metal cutting machine filters.



Experience has taught WAM Italia that installers and maintenance companies are the ideal distribution partners for such equipment in Italy.

Users have two main targets: saving time and money when discharging dust from the filter hoppers, as well as safeguarding the operators' health.

The end users are extremely satisfied as their issues regarding environmental

pollution and health hazards have been successfully solved.

The system reduces downtime of the cutting machines to virtually zero keeping production going at all times. Moreover, with RECOFIL™ operators do not enter in contact with the dust while the work environment is kept perfectly clean.

www.wam.it

Next Issue Preview

In 1995 WAMGROUP® established its trading subsidiary, WAM B.H.M., near Ghent, the scenic capital and largest city of the province of East Flanders.

Covering the territory of Belgium and Luxembourg, WAM B.H.M. soon managed to follow a steadily growing customer base from various industries. Though the company's main focus was to acquire clients among plant engineering companies and original equipment manufacturers, WAM B.H.M.'s management continued to nurture relationships with end users which won the company wide brand rec-

ognition across the country.

In the next issue of the WAMGROUP® Newsletter the new general manager of WAM B.H.M., Michel Paridaens, will highlight how the company has managed to achieve a prominent position in the area of bulk solids handling and processing and explain its future objectives in a constantly transforming market



which offers new important opportunities for WAMGROUP®.

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