

## OLI-WOLONG - GLOBAL VIBRATING POWER

Born and raised in Shangyu City in the Chinese province of Zhejiang, Zhou Jun (39), took an honours degree in motor manufacturing at the University of Hangzhou. After almost four years as a junior engineer at Zhejiang Wolong Automobile Motor Co., in 1999 Zhou joined Shaoxing OLI-Wolong Vibrator Company as Technical Manager and Deputy General Manager before being promoted to General Manager in 2005, a post he has held for the last ten years.

**Newsletter** Mr Zhou, how has your company's business developed since you first started work for OLI-WOLONG?

**Zhou** In the course of the last sixteen years OLI-WOLONG has become the largest vibrator manufacturer in China with a 2014 turnover in the eight-figure range.

**Newsletter** Can you tell us about the particular characteristics of the Chinese market?

**Zhou** There is certainly more and more competition now because almost all industrial sectors have excess capacity. Customers have become more price-sensitive. Today, if you want to survive, you have to offer higher quality, better customer support and round-the-clock service, as well as a more attractive price than your competitor.

**Newsletter** What are the major challenges for your company and for yourself at this moment in time?

**Zhou** We are facing the same problems as many other Chinese industrial companies, such as increasing labour costs, decreasing macro-economic growth, exchange rate issues, etc. However, I think the major challenge for OLI-WOLONG is to keep finding new sectors and new applications because after almost twenty years on the market it has become more difficult to find new high-potential sectors. We need our sales force and

technical staff to become more professional and capable if we want to continue to grow.

**Newsletter** Where can you see major opportunities offered by your market at this moment, and in the short and medium term?



Zhou Jun

**Zhou** In the near future the Chinese GDP will not grow as much as it did previously, although it will still grow. Currently, restructuring of Chinese companies is already under way. I am confident that high quality products and profound application know-how will help OLI-WOLONG win new customers.

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WAMGROUP<sup>®</sup>

*strong ethics ....*

*.... winning spirit*

## EDITORIAL



Dear Reader,

Dedication to R&D with the aim of developing market-oriented equipment in the area of Bulk Solids Handling and Processing, Waste Water Treatment and Renewable Energy Generation has been a leitmotif for WAMGROUP® and is deeply rooted in the company's vision and mission.

In the three years since the 2012 earthquake plans for a new R&D centre have been drawn up and revised. In the spring of 2015, the final project of the new "polo tecnologico" at the Italian WAMGROUP® headquarters in Ponte Motta was finally approved.

The construction phase is supposed to extend over a period of ten months. The inauguration of the new research centre, which will also house a permanent exhibition in addition to an extensive training facility, should take place towards the end of next year.

Best wishes,

Michael Grass  
WAMGROUP® Public Relations Manager

## "GOLDEN KEY" CROATIAN EXPORTERS AWARD TO WAM PRODUCT

ZAGREB, CROATIA, JUNE 1ST, 2015



WAM Product's GM, Bojan Hrabar (left), receiving the award

At the 10th convention of Croatian Exporters, organised by the Association of Croatian Exporters (CEA), the prestigious "Golden Key" award went to companies which showed the best performance in export in the last year.

Thanks to the fast increasing sales by WAMGROUP®'s Brazilian subsidiary, WAM do Brasil, WAM Product from Breznički Hum was proclaimed the winner for exporting to Brazil. The convention dealt with the effects of full Croatian membership in the European Union, which it gained on July 1st, 2013, as well as the particular impact on the country's exporters in this context. For WAM Product and its employees the prize represents high motivation to do even better next year.

## SPECO HIDROTECNOLOGÍA SEMINARS IN PORTUGAL

LISBON, PORTUGAL, MAY 2015

The Portuguese branch of Xylem, a leading global water technology company headquartered in the U.S., gave Gabriel Azzollini, general manager of SPECO Hidrotecnología from Spain, the opportunity to illustrate to Xylem's staff the WAMGROUP® range of products dedicated to waste water treatment. The two events in Lisbon and Porto, were attended by an audience of more than 100 people.



# VAINER MARCHESINI APPOINTED KNIGHT OF LABOUR

VATICAN CITY, JUNE 20TH, 2015



Private audience with Pope Francis for the newly appointed Knights of Labour and their families

The Order of Merit for Labour (Italian: *Ordine al Merito del Lavoro*) was founded as national order of chivalry in 1923 by King Vittorio Emanuele III of Italy. It is awarded to those “who have been singularly meritorious” in agriculture, industry and commerce, crafts, lending and insurance (source: Wikipedia). Members of the order may use the title *Cavaliere del Lavoro* (Knight of Labour), one of the highest civil decorations awarded by the Italian State.

Since 1901, year of establishment of the Order of Merit, less than three thousand men and women have been appointed. Every year, on June 1st, twenty-five new



Knights of Labour are invested from a shortlist of forty candidates. To qualify for the Order of Merit, which is intended exclusively for people with Italian citizenship, even if residing abroad, are: impeccable civil and social conduct; having continuously operated in the field for at least twenty years with independent responsibility; having fulfilled tax obligations and all obligations and social security for workers; having engaged neither in Italy nor abroad economic and commercial activities detrimental to the national economy.

In June 2015 the Italian President, Sergio Mattarella, signed the decree appointing the new Knights of Labour proposed to the Minister of Economic Development; amongst those WAMGROUP® Chairman & C.E.O., Vainer Marchesini.

Awarded by the President of the

National Federation of the Knights of Labour and former president of the Italian employers' federation, *Confindustria*, Antonio D'Amato, in an official ceremony in Rome, a few days later Marchesini and his fellow knights were granted a private audience with His Holiness, Pope Francis, at the Vatican.

[www.wamgroup.com](http://www.wamgroup.com)



Vainer Marchesini and Antonio D'Amato

# NEW LOW PROFILE SLIDE VALVES

SALSOMAGGIORE TERME, ITALY, SUMMER 2015

SER s.r.l. specialises in recycling of SHDPE polymers which are recovered through separate waste collection. The process includes various stages from grinding, washing, separating to drainage, to re-granulation and storage of the final product in granular form.

A decade of experience in the field of plastics processing is the foundation of the success SER has been able to enjoy

tomer needs.

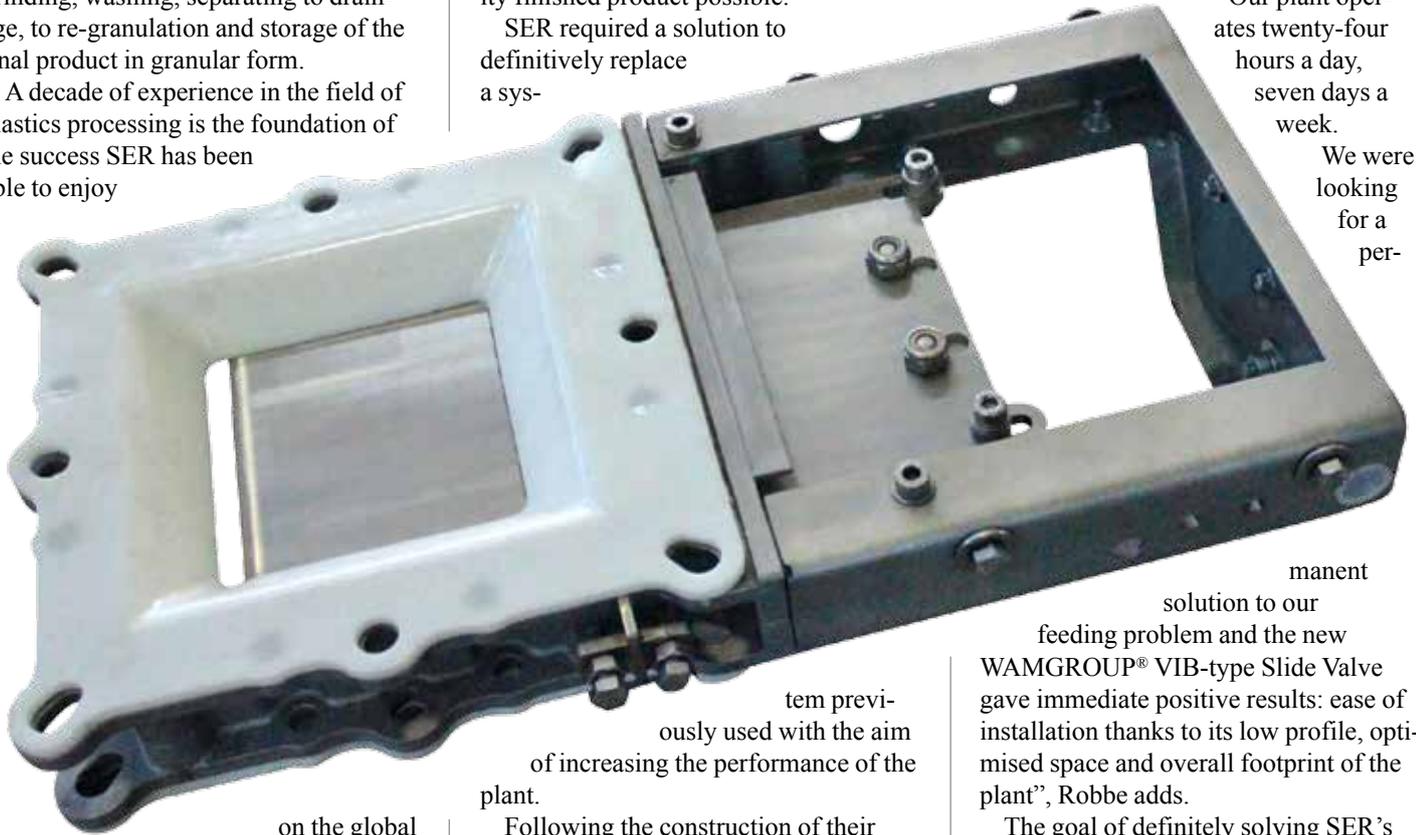
The company's objective has been to increase control and accuracy in material feeding so as to obtain the highest quality finished product possible.

SER required a solution to definitively replace a sys-

re-granulating extruder is essential to ensure high quality of the finished product", says Michele Robbe, the managing director of SER.

"Our plant operates twenty-four hours a day, seven days a week.

We were looking for a per-



on the global market. The company is able to provide consistent product quality, flexible production and specialised technical support to meet specific cus-

tem previously used with the aim of increasing the performance of the plant.

Following the construction of their Salsomaggiore Terme plant in northern Italy back in 2008, SER carried out a significant extension in May 2015.

Particular attention was paid to the selection of those components linked to feeding material into the extruder.

Over the years the results expected of feeding accuracy and the conditions in which the material enters the extruder had failed to meet SER's requirements.

"Monitoring the feeding of material into the

manent solution to our feeding problem and the new WAMGROUP® VIB-type Slide Valve gave immediate positive results: ease of installation thanks to its low profile, optimised space and overall footprint of the plant", Robbe adds.

The goal of definitely solving SER's problem has been fully achieved. Compared to to the former solution, which used two butterfly valves mounted on top of each other, the new VIB Slide Valve allows quicker hopper feeding due to a higher flow rate.

SER has obtained further important benefits from the installation of the VIB Slide Valve: reduction of the overall dimensions of the feeding system, ease of maintenance, along with higher reliability of product quality within a round-the-clock plant operation.

"Finally we have obtained the complete control on what is being fed into our extruder. The benefits of the technical solution proposed by WAMGROUP® have contributed to optimising the process, as well as to increasing the quality of our finished products", Michele Robbe concludes.



Hopper closing VIB Slide Valve on top of Micro-Batch Feeder buffer

[www.wamgroup.it](http://www.wamgroup.it)

# PONTE MOTTA EXTENSION WORKS STARTED

PONTE MOTTA, ITALY, SUMMER 2015



*WAMGROUP® Headquarters in Ponte Motta with virtual future extension of Technology Centre and WAM Italia highlighted in colour*

More than three years after the earthquake the WAMGROUP® headquarters is facing the final part of reconstruction of the site by adding the new premises of the Group's Italian trading subsidiary, WAM Italia, as well as a new Technology Centre including the R&D department, a training academy and a permanent exhibition.

After the approval of the project follow-

ing the release of contributions to reconstruction by the Italian government, land grading began in July 2015.

The project reflects the WAMGROUP® management's determination towards innovation and enhancement of the company's know-how. The stormy conditions of the world economy are encouraging WAMGROUP® to become more and more flexible. Nowadays this means

flexibility, not only in terms of product portfolio, but also in terms of market segments and, in connection to those, alternative distribution channels. The new Technology Centre should help establish and consolidate links amongst the Group's companies, as well as stakeholders and customers, in order to set new targets for the future.

[www.wamgroup.com](http://www.wamgroup.com)

## MAP® MAKING MATTERS FIREPROOF

SALOUËL, FRANCE, SUMMER 2015

The French company GEOSTAFF from Argenteuil is the inventor of the fireproof GEOFLAM®F-Light plaque. The plaques, which are mainly composed of plaster and fibreglass, are intended for passive protection against fire. Provided with rebated edges, they are used for the

construction of ventilation ducts, as well as horizontal or vertical smoke ducts. A smooth inner surface improves the air flow, while externally they present themselves with a clean and finished look. Reaction to fire of GEOFLAM®F-Light plaques is in compliance with Class A1, EN 13501-1 norm.

The recipe for the raw mixture of their plaques consisting of perlite, vermiculite and plaster, is prepared on a 2,000-litre batch-type MAP® Ploughshare Mixer supplied in March 2010 by WAM France along



with other WAMGROUP® equipment. The system is reported to perform to the customer's total satisfaction ever since.

[www.wamgroup.fr](http://www.wamgroup.fr)



## PROBLEM-SOLVING OLI<sup>®</sup> MOTOVIBRATORS

MOOKGOPONG, SOUTH AFRICA, SPRING 2014



**B**ENCO MACHINES is a supplier of electric motors, gearboxes, pumps and mining equipment from South Africa.

In an asphalt mixing plant in Mookgopong, north of the capital Pretoria, BENCO had some issues in separating fluorspar at  $-300\mu\text{m}$  from quartz on their classifying screens, before using the material in asphalt pro-

cessing avoiding any waste of water.

The idea was to force the fluorspar through a flotation process downstream of the primary screen to carry out final separation. The solution consisted in a dewatering screen equipped with two MVE 9000/15 Electric Motovibrators with the possibility of reusing the water.

As a result, the efficiency of the plant had become so good that the customer decided to increase the capacity by adding another even larger single deck screen equipped with two giant MVE 17500/1 vibrating motors.

## FREE-FLOWING CONCRETE WITH OLI<sup>®</sup>

SYDNEY, AUSTRALIA, 2014 - 2015

**A**s one of Australia's leading heavy building materials companies and member of global HeidelbergCement Group, HANSON offers an extensive range of construction products. This includes aggregates, standard premixed concrete, decorative premixed concrete, high performance premixed concrete and a precast concrete range.

In Sydney HANSON was facing a problem of flow of fresh concrete from their truck mixer chutes. To encourage the flow the truck drivers used to grab a

rubber mallet. An automated solution to the problem was offered by OLI Vibrators, the Australian subsidiary of OLI<sup>®</sup>. Applying an OT 16 Rotary Turbine Vibrator on the outside of the chute made the intervention of the driver superfluous. HANSON has since then made this a standard solution for their vehicles. Meanwhile, other Australian concrete producers have adopted the same solution. To this date more than 300 truck mixers are equipped with OLI<sup>®</sup> vibrators.



[www.olivibra.com](http://www.olivibra.com)



Truck mixer concrete outlet chute with vibrator



Close-up of OT Rotary Turbine Vibrator mounted on chute

# THE RISE OF OLI-WOLONG

SHANGYU, PEOPLE'S REPUBLIC OF CHINA, SUMMER 2015



Shaoxing OLI-WOLONG Vibrator Company in Shangyu in 2015

The perhaps most extraordinary part of the history of OLI-WOLONG is the moment when in 1997 WAMGROUP® Chairman & C.E.O., Vainer Marchesini, and Chen Jian Cheng met for the first time. In less than fifteen years the president of the WOLONG Group had succeeded in transforming the company he had founded in 1984 into one of the largest electrical groups in China. The two

venture which would result in today's worldwide leading position of OLI® as supplier of industrial vibrators.

Earlier that year Marchesini had decided to incorporate the OLI® brand into WAMGROUP®. The owner of the small craft business had reached retirement and didn't have a successor. Though lacking in sales volume and market share, the company boasted considerable know-how in vibration

the world's most booming economy. Always on the lookout for high quality components, WAM Shanghai came across WOLONG with whom they entered a client-supplier relationship. In 1999 the plan of setting up together a state-of-the-art manufacturing plant for mass production of industrial vibrators became reality. Under the management of Zhou Jun, in close cooperation with its Italian sister com-



Ribbon Cutting in 1999



OLI-WOLONG in 2004

men, having a similar professional background, shared the same vision of industrialising their product aiming at market leadership. Their passion and pioneering spirit gave rise to a joint

technology. Electric and pneumatic external vibrators, as well as concrete vibrators (pokers) were all complementary to the WAMGROUP® range of products. After moving the OLI® workshop from its original location in Milan near the WAMGROUP® headquarters in Modena, the industrialisation process of OLI® products started. Giorgio Gavioli, who had worked as a sales engineer for WAM® for almost ten years, was appointed general manager of the new OLI®.

Meanwhile, WAMGROUP®'s Chinese subsidiary in Shanghai looked back on two years of rocketing sales in

pany, OLI-WOLONG has become the main reference point in vibration technology and a reliable partner for OLI® products worldwide.

[www.olivibra.com](http://www.olivibra.com)



Giorgio Gavioli and Zhou Jun in 2003



Chen Jian Cheng and Vainer Marchesini

# WAM® USA SPONSORING JUNIOR BASEBALL TEAM

FORT WORTH, TEXAS, USA, SUMMER 2015

## 10u Crowley Allstars

TAYLOR BENKE 1		15 VICTOR ROSALES
ETHAN BARBOZA 3		18 COLE GOODALE
CARLSON SHERMAN 4		22 MASON QUALLS
ANGEL LUNA 5		23 GIOVANNI FRANCO
ISAAC MORALES 10		42 KALEB JEWELL
JRYUS BERRY 11		43 RILEY HENERY
WAYLON BEAVERS 13		94 VICTOR LOPEZ

THOMAS ROSALES, JESSE ORTIZ, JACOB ORTIZ, FRANCISCO MORALES

Little Brother's  
PIZZA
◆
WAM USA
JJ IBARRA  
TRUCKING

When Francisco Morales from the engineering department of WAM Inc., Texas Division, asked if the company was willing to contribute with a sponsorship for the Crowley Youth Association, it was a pleasure for WAM® to help out for such a cause.

Francisco serves as a trainer in the baseball section in which his 10 year old son, Isaac, is a player. Due to his great performance Isaac was nominated for the All Stars team and is competing against a variety of local teams this summer. WAM® wishes Isaac and his teammates a successful season.

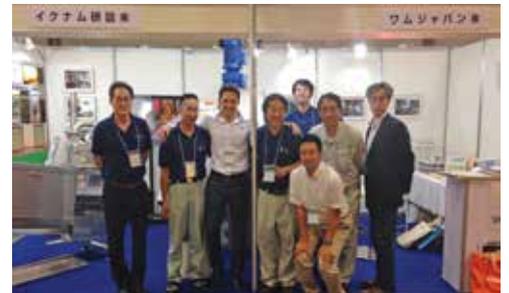
## SEPCOM® SEPARATORS IN JAPAN

NAGOYA, JAPAN, JUNE 2015

To effectively market the SEPCOM® range WAM Japan has been relying for the last five years on the cooperation with IKUNAMU, an installer specialis-

ing in the supply of equipment and amenities for pig farms in the Aichi prefecture.

The International Poultry & Pig Show in Nagoya earlier this year represented a perfect opportunity for WAM Japan to support IKUNAMU in their great effort of marketing the SEPCOM® range in Japan.



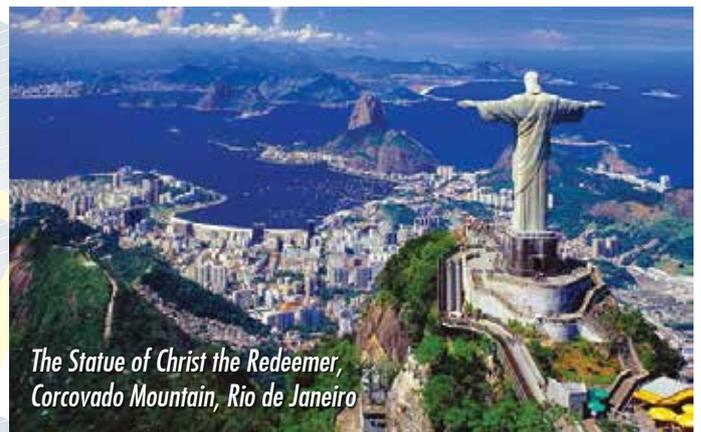
## Next Issue Preview

The fifth largest country in the world, both by geographical area and by population, and the seventh largest by GDP in 2015, Brazil represents a market of vast opportunities.

When WAMGROUP® decided in 1999 to invest in Brazil, establishing WAM do Brasil, it was not yet foreseeable that by 2010 the country, as a member of the BRIC group (Brazil, Russia, India and China which were all at a similar stage of newly advanced economic development), would have become one of the world's fastest growing major economies. As such, today Brazil is

the fourth largest car market. The country's need for technologies of all kinds has brought investors from abroad to Brazil to claim their share in the boom.

WAM do Brasil offers its products to the domestic market and acts as a manufacturing base where other Latin American WAMGROUP® trading subsidiaries place their



*The Statue of Christ the Redeemer, Corcovado Mountain, Rio de Janeiro*

orders. You will be able to read more in the December 2015 issue of the WAMGROUP® Newsletter.

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Communications Centre

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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C.F. e P.IVA 03017030366 - R.E.A. 350973 (MO) - Cap. Soc. € 10.000.000,00 i.v.