



## WAMGROUP®'S HUB IN SOUTHEAST ASIA

Many years of experience in management tasks in India, Australia, Hong Kong and Singapore have made Angelo Vincenzi (52) the ideal choice for the post of General Manager of the new WAM Singapore in January 2012. Born and raised near the WAMGROUP® headquarters in Mirandola, Italy, Mr Vincenzi took a diploma in electronics at ITI Institute in Modena. Before joining WAMGROUP® he worked for a multinational supplier of integrated tinting solutions.



**Newsletter** Mr Vincenzi, what is special about Singapore?

**Vincenzi** Singapore is among the most highly developed states worldwide. Most global players have their Southeast Asia headquarters here. Apart from Singapore, WAM Singapore covers the Philippines and Brunei. We also control the subsidiaries in Malaysia and Indonesia. These surrounding countries take Singapore as an example to emulate. Think of the potential of Indonesia, for instance.

**Newsletter** Potential on a vaster scale?

**Vincenzi** Exactly. It's the world's fourth most populous country. It is already a member of the G20, and its president has declared they intend to be in the top ten economies within the next decade. With Singapore on their doorstep, they are convinced they will benefit from the city state's experience and support. On a small

scale we are trying to provide the same kind of support by nurturing relationships with our global customers. The masterminds of the development projects in the region are all here at arm's reach. Singapore's multicultural community and the presence of expatriate managers from all over the world naturally create solidarity and mutual understanding. It usually makes business very pleasant.

**Newsletter** What's next?

**Vincenzi** Further consolidate our position in our core business, which is building and construction, and push ourselves to be in the lead in the new rising industries. I can see great opportunities in environmental technology, waste water treatment and renewable energy. To develop these new technologies for Southeast Asia, Singapore with its unique position and modern infrastructure, is definitely the right place and the perfect logistic hub.

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**WAMGROUP®**

*strong ethics ....*

*.... winning spirit*

## EDITORIAL



Dear Reader,

Another year nearly over, and it's time to briefly reminisce. For WAMGROUP®, 2013 was mostly marked by the recovery of the losses caused by the 2012 earthquake in the Po Valley and the partial demolition and beginning of reconstruction of the premises in Ponte Motta. Given that and the IMF's outlook on the world economy from October, which foresees a slow strengthening in advanced economies and an unexpected slowdown in emerging market economies in 2013, the projection of WAMGROUP's sales turnover is certainly positive, although not quite in line with the original expectations. However, the Group's global strategy of designing its products more and more for specific industries and applications, as well as sales through new specialised distribution networks is showing some beneficial effects.

Best wishes,

Michael Grass  
WAMGROUP® Public Relations Manager

## DELEGATION FROM GEORGIA, USA, VISITING WAMGROUP® HEADQUARTERS

PONTE MOTTA, ITALY, 22ND NOVEMBER, 2013



Souvenir photo taken in the lobby of WAMGROUP® Headquarters

In November 2013 a delegation of mayors and community leaders from Gwinnett County, Georgia, USA visited northern Italy. During their business mission they met some of the most important Italian companies with major operations in Gwinnett. WAMGROUP® was of course included on this list.

The purpose of the visit of the Mayors of Norcross and Suwanee, the President of Gwinnett Chamber of Commerce, the Program Director of Gwinnett Village Community Improvement District, the Managing Director of State of Georgia European Office in Munich, Germany, and the Senior Project Manager of Gwinnett Economic Development, was to find out in which way the Authorities could further assist WAMGROUP® in expanding its United States footprint.

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

## SEPCOM® VIDEO ON YOUTUBE

PONTE MOTTA, ITALY, SPRING 2013



A video featuring WAMGROUP's unique SEPCOM® range of solids-liquid screw separators was shot in 2012 on various locations in Europe. Apart from the traditional horizontal SEPCOM® models for manure treatment, the film shows the latest developments for biogas digestate separation, as well as a special version for production of

bedding for cattle sheds. Moreover, the film shows different applications of the highly innovative SEPCOM® Vertical.

Currently the WAMGROUP® YouTube channel is offering a long version in English and Italian including a number of interviews with experts and a short cut.

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

# WAM<sup>®</sup> SUPPLYING EQUIPMENT FOR INCINERATOR

SINGAPORE, MARCH 2013



*Unloading of WAM Mixer at destination*

Across the globe, growing volumes of waste and soaring energy prices are making Waste-to-Energy (WTE) a leading solution for a cleaner future. WTE plants not only help in landfill diversion through as much as 90% reduction in volume of waste disposed. Using proven technology, the incinerator-boiler also captures the energy embedded in materials such as paper, leather, wood and food scraps, using that energy to generate steam and electricity.

The use of WTE plants for generation of electricity and steam reduces dependence on fossil fuels for the same purpose. As an alternative solution to landfilling of unsorted waste (due to limited land area), WTE plants contribute to greenhouse gas reduction by minimising methane release from organic waste decomposition in landfills.

With the acceleration of growth of the number of immigrants and never ending infrastructural developments in Singapore, the production of waste has increased significantly. On average, Singapore has generated an approximate 6.4 million tonnes of waste per year over the past six years. TUAS Incineration Plant is Singapore's second incineration plant to be built.

Keppel Seghers, the environmental engineering division of Keppel Integrated Engineering, who designed and built the plant back in 1986, had brought together resources, skills and experience of both the public and private sector. A retrofitting exercise, which took place in 2003 to further improve the waste management process, was completed in 2007.

WAM Singapore's predecessor, WAM Far East, had participated in the project under the section of fly-ash treatment process in which a number of WAM<sup>®</sup> components was involved: heavy-duty screw feeders, MAP<sup>®</sup> continuous single shaft mixers, flow aids, and slide valves.

A new tender was raised in 2012 to replace the worn out machines which had been working continuously under severe

conditions such as in high temperature conditioning processes due to after-burning in the upstream plant sections, and high abrasiveness of fly-ash and the lime powder mixture.

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



*Mixer installation completed*

## DUST CONDITIONING WITH DUSTFIX®

***Conditioners for industrial dusts designed by MAP®  
- an economical solution for reliable disposal***



*DUSTFIX® in operation for fly-ash disposal in a power plant in the Netherlands*

Thanks to their many years of experience in mixing technology, MAP® today is capable of offering a tried and tested dedicated solution for the “green” disposal of industrial dust from various industrial processes. After in-depth engineering according to user requirements, the latest generation of DUSTFIX® Conditioners is now ready for the market. The result is a machine which combines reliable mixing and conditioning with improved technical features regarding ease of maintenance and parts replacement.

DUSTFIX® is the ideal solution to match market needs in terms of quality, maintenance, safety, eco-friendliness and price. Thanks to the use of tried and tested, industrially manufactured standard components, MAP® is able to offer DUSTFIX® at a particularly attractive price without

compromising at all on quality.

The DUSTFIX® Conditioner consists of a carbon steel tubular housing with a SINT® engineering polymer liner, a combined feeder screw/conditioner shaft, a vertical inlet and a flush outlet also manufactured from SINT® engineering polymer, a liquid supply point in the conditioning section, and a drive unit with integrated adjustable

shaft sealing unit.

In terms of function and economy, DUSTFIX® is the ideal machine for evacuating, conditioning and disposal of industrial dusts of any origin. Due to its particular technical features, the use of innovative SINT® engineering polymers and extremely short processing time, DUSTFIX® is suitable for continuous duty.

Depending on the model, capacity ranges from 2 to 80 m³/h. The non-stick, wear-resistant, self-cleaning SINT® conditioning chamber can be easily replaced when worn out. A sturdy drive unit equipped with a high efficiency electric motor ensures problem-free operation under toughest conditions.

Particularly maintenance friendly features are the individually replaceable mixing and conditioning tools.

DUSTFIX® is the only machine of its kind on the market. The only alternative to carry out dust disposal with comparable results are considerably more expensive industrial mixing machines which represent an excessive financial expenditure for this kind of job, whereas DUSTFIX® guarantees cost savings even over time.

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



# ECO-FRIENDLY SINGAPORE

SINGAPORE, JUNE 2013



CONSEP® 5000 Concrete Reclaimer in operation in Singapore

Singapore's largest ready-mixed concrete supplier was determined to be among the first to introduce "green" concrete which uses resource-saving and environmentally friendly materials to produce performance-equivalent concrete. Moreover, it is the company's aim to have more

Authority (BCA), an agency under the Ministry of National Development. The BCA's mission is "to shape a safe, high quality, sustainable and friendly built environment". Safety, Quality, Sustainability and User-Friendliness are four key areas where BCA has a very significant influence on the built environment and they distinguish Singapore's built environment from those of other cities. Hence, their vision is to have "the best built environment for Singapore".

During a survey carried out on various concrete plants, the BCA came to the conclusion that the results in aggregate reclaiming achieved by CONSEP® 5000 could not be matched by any other machine present in the

A seminar on *Treatment of Reclaimed Concrete and Solids Contained in Wash Water and Silo Storage Hazards* was held by WAMGROUP® Sector Manager, Fabio Pivetti, in Singapore last June. Among the participants the city state's major concrete producers and batching plant manufacturers. To be eco-friendly is crucial in Singapore which boasts amongst the world's most advanced environmental regulations. Law enforcement goes hand in hand with that.

slurry water containing cement that can be used again for concrete production. The solutions offered by the market and tried so far were found to be unsatisfactory, mostly due to bad separation performance and high maintenance costs. WAM Singapore was subsequently given the opportunity to prove that WAMGROUP®'s CONSEP® 5000 Concrete Reclaimer was the better choice. The first of so far five units was installed in September 2012. At the time of the seminar, the CONSEP® 5000 had shown excellent results under severest operating conditions, marking the beginning of an intensive cooperation between WAM Singapore and the local concrete suppliers, as well as plant manufacturers who are able to provide both system integration and service.

The CONSEP® 5000 combines the traditional features of an aggregate reclaimer based on screw conveyor technology with new highly innovative technical characteristics which increase machine performance and durability.

Shortly after the seminar, WAM Singapore got a sweet taste of implementation of the law. They were contacted by the Building and Construction

local plants. Consequently, WAM Singapore was invited to present machines and equipment which meet the requirements of BCA's Sustainable Construction (SC) Masterplan. Under this masterplan, BCA aims to reduce the use of natural aggregates in concreting works for buildings by encouraging recycling, upcycling and the use of SC materials.

Another concern is air pollution through dust. SILOTOP® Venting Filters, the KCS Silo Safety System by TOREX®, and the innovative VHS-C Pressure Relief Valves by WAM® are highly valid preventive solutions offered by WAMGROUP®.

The local concrete manufacturers have already extended the use of this equipment to other countries in Southeast Asia and Oceania.



Seminar



WAM Singapore's Angelo Vincenzi with SILOTOP®

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

# WAMGROUP® SUPPORTS RACING TEAM

Hockenheim Motodrome



If you worked at WAM Germany or EMT you would be familiar with high pitch engine noise carried over from the nearby Hockenheim racetrack when the German Formula One Grand Prix takes place there. Motor racing is, in fact, something that unites people



Race action in Hockenheim

from that area with those from Modena in Italy, home to Ferrari, as well as the WAMGROUP® headquarters.

However, motor racing is not only Formula One. In 1981, the *Society of Automotive Engineers* established the Formula SAE in the United States as a connection between the automotive industry and young graduates from American universities.

Over the years Formula SAE has proved its importance in translating theoretical knowledge into first class achievements.

In 1999 the initiative was extended to Europe. The *Formula Student* event at Silverstone, UK, saw the entry of many new participants. In the meantime,

more than four hundred universities from all over the world have joined.

Today there are nine official races per year distributed over all continents.

The cars are entirely developed and built by the students, ranging from the definition of the technical specifications and the objectives for the next season, to the design of each component, to establishing a relationship with the supplier network and sponsors, as well as the retrieval of materials and components. The assembly of the car and the first tests follow.

In all the phases it is essential that the project fully complies with the technical regulations drawn up by the SAE, as well as the variations that occur in some competitions.

This creates the right mindset to deal with issues of design constraints, rather than only with immediate goals such as performance or the lightness of components.

August 2013 saw the eighth edition of Formula Student Germany which was held in Hockenheim. 115 teams from more than 24 countries competed. The cars were designed and built by the students in a period of one year. The team from UniMoRe, the University of Modena and Reggio Emilia, found

themselves in trouble after their car had suffered severe damage in an accident during a training session. Their participation at the race was in serious jeopardy. Since the car could not be repaired in the pit lane the race team sent Matteo Giacopini to look for help. During his search for a metalworking shop capable of carrying out the repair, he came across WAM GmbH. Needless to say that workshop foreman, Anton Gutwein, and his co-worker, Mario Burkard, were more than happy to do the job in time for the team to make it for reassembly before the qualifying on the next day.

The case shows that the worldwide presence of WAMGROUP® does not only secure customers the best service level all over the world.

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



Burkard, Giacopini, Gutwein

# WAM®'S SMALL SHARE IN A BIG PROJECT

## SUPPLY OF EQUIPMENT FOR MEMBRANE FILTER PRODUCTION



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

From the website of Vestergaard we learn that "LifeStraw® water filters convert contaminated water into clean, safe drinking water. The easy-to-use filters are a vital tool for some of the 780 million people who don't have ready access to safe drinking water. This leaves them at risk for diarrheal disease, which kills more than 1.5 million people every year. (...) LifeStraw® water filters comply with US Environmental Protection (EPA) 1987 Guide Standard and Protocol for Testing Microbiological Water Purifiers. Each product in the LifeStraw® portfolio is designed for a specific situation where safe water is needed but not readily available. LifeStraw® is an award-winning point-of-use portable water filter that transforms microbiologically contaminated water into safe, clean drinking water.

It's ideal for a variety of users outside of the home, from hikers and campers to people displaced by natural disasters.

In 2011 WAM Belgium supplied equipment to Elmech Services, a system integrator from Opplabeek, for the production of synthetic fibres that are used as membrane filters in water treatment systems such as the LifeStraw®. At Vestergaard's ASI, in the Belgian town of Lommel, raw materials are mixed to create molasses and lumen which are the basic components for the production of membrane filters. The powdery ingredients have to be fed

with high accuracy from a storage hopper into the mixer along with the liquid components. This is ensured by a series of stainless steel TX tubular screw feeders and MBF micro-batch feeders by WAM®. The mixture is subsequently transformed in an extrusion process into hollow fibres and then cooled in a water tank.

After this process the fibres are wrapped and placed in a tube for further post-treatment and drying. Finally the fibres are cut to measure and packaged.

[www.wam.be](http://www.wam.be)



*Fibre processing plant at ASI*

## WELCOME WAM INDONESIA

JAKARTA, INDONESIA, DECEMBER 2013

As mentioned by WAM Singapore's general manager, Angelo Vincenzi, in the interview on the front page of this issue, great economic development can be expected from Indonesia in the next decade. Served up to now by the Group's Singapore-based subsidiary, the promising outlook on the Indonesian market justified transformation of the Jakarta branch of WAM Singapore into an autonomous subsidiary.

Since December 2013, WAM Indonesia has been fully operational.

The company's professional staff has many years of experience in distributing bulk solids handling & processing equipment in the area. A well-equipped warehouse ensures constant availability of all standard components and spare parts to customers from all over the country.



[www.wamgroup.co.id](http://www.wamgroup.co.id)

# WAM ITALIA STARTING 2014 WITH NEW E.R.P.

PONTE MOTTA, ITALY, DECEMBER 2013

In January 2014 WAM Italia, as the first company of WAMGROUP®, will inaugurate the new SAP-powered E.R.P. (Enterprise Resource Planning). The project restarted operationally in June 2013 after the interruption due to the earthquake in 2012.

The first few months after the new start were devoted to the analysis of the “AS IS” of the main processes and the definition of the desired “TO BE”. Subsequently, an SAP model for Trading Subsidiaries was defined followed by the study of the model for Manufacturing Companies. November and December 2013 were devoted to testing of the model developed and training of IT staff, Key Users and other users, as well as the setting of project documentation. WAM Italia, as one of the major traders in the Group, will be the first to adopt the model developed on the SAP platform.

As planned, implementation at WAM in Belgium will follow to consolidate the model in a company with slightly



Staff from WAMGROUP® IT and WAM Italia

simpler needs.

The programme will continue in 2014 with the completion of the model for the Group’s Manufacturing Companies through implementation at WAM

Product in Croatia first and then at WAM China, as foreseen by the original plan. Rollout in the other subsidiaries will follow.

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## Next Issue Preview

When in 1995 WAMGROUP® established its own subsidiary in Japan the intention was to serve in the best possible way one of the most advanced markets worldwide.

The new company, named WAM Japan, had to promote sales of the WAMGROUP® product range in the Land of the Rising Sun.

Located in Saitama, in the Tokyo metro area, WAM Japan soon found that in the Group’s core business, building and construction, requirements were often different from

those of European customers. The company’s premises now include an extensive warehouse, a quality department and repair workshop, as well as test facilities.

WAM Japan sees itself as a pioneer in its industry in Japan, aiming to provide specialised high quality products to its customers at an attractive price.



Mount Fuji

## IMPRINT

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.... winning spirit*

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