

All Fine In The State of Denmark

Svend Henriksen (60) started his career as a mechanic before his passion for ships led him to take a degree in naval architecture, followed by a second degree in economics and marketing. Later he developed his managerial skills in South Korea as branch manager of an internationally renowned manufacturer of marine equipment. Back in Denmark, Svend Henriksen spent four years as sales manager for Sweden and Norway with a notable Danish concrete batching plant producer. In 1992 he became co-founder of WAM Scandinavia.

Newsletter Mr Henriksen, what made you decide to work with WAMGROUP®?

Henriksen The company I worked for at the time bought WAM® equipment. The quality was good, the prices were too. I could see an opportunity there.

Newsletter This was almost exactly twenty years ago.

Henriksen Yes, indeed. At WAM Scandinavia we are proud of having established WAM® as a brand that

stands for quality, reliability and expertise in bulk solids handling and processing.

Newsletter You are serving Denmark, Sweden and Norway. What do customers from those countries have in common?

Henriksen People in Scandinavia are friendly and generally informal, yet very concerned about effectiveness and added value. You would never go to see a customer simply for a chat or without prior appointment.

Newsletter Which industries are most interesting for you?

Henriksen Generally speaking, we find a lot of companies whose activities range over various industries. However, if I had to pick some I would probably highlight the animal feed and the food industry, along with biogas and biofuel.

Newsletter What do Scandinavian customers value most in a supplier?

Henriksen Our customers certainly put product quality and service before price. Apart from that, experience has taught us that, in the long term, it is our competence that is giving us the edge over our competitors. We take great pride in our customers honoring us with their trust.



WAM
SCANDINAVIA A/S



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WAMGROUP

strong ethics

.... winning spirit

Editorial



Dear Reader,

Against all odds, 2011 was an exceptional year for WAMGROUP®. The Group marked a consolidated turnover which exceeded the result of the previous year by far, after the 2010 figures had surpassed the former record year 2008.

What about 2012? The prognosis is not particularly encouraging with giant China's economy considerably slowing down. However, the fast growing interest in sustainable energy of both industrial and emerging countries unfolds great opportunities for new innovative technologies. As a firm believer in the importance of research and development, WAMGROUP® is investing this year too in the development of new products for biogas plants and solids-liquid separation in livestock farming, as well as other applications.

Best wishes,

Michael Grass
WAMGROUP® Public Relations Manager

WAMGROUP® E.R.P. Go-Live At Manufacturing Company In Croatia

Breznički Hum, Croatia, March 2012



The WAMGROUP® ICT team after mission accomplished

When announcing the successful completion of the E.R.P. (Enterprise Resource Planning) go-live procedure at the Group's manufacturing plant in Croatia, Corporate Operations Manager, Alberto Gavioli, suggested "SURVIVED" as a headline. With WAM Product being the very first of a large number of subsidiaries where the E.R.P. will be implemented step by step, the team felt the great responsibility, yet the thrill of treading new ground. Apart from a couple of minor issues on the first days of operation of the new system, the transition went smoothly.

The next mighty challenge for the ICT team now is China, where the E.R.P. should go live before the summer.

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New TOREX® Factory In Malta

Hal Far, Malta, November 2011



Following the trail of sister company, OLI®, in 2011 TOREX® opened its new assembling plant in Hal Far, Malta.

Like the vibrator manufacturer has been successfully practicing since 2008, TOREX® has started assem-

bling its level and pressure monitoring and silo safety components shipped in container loads to Malta's deep sea port which is literally a stone's throw away from the company's location that covers a surface area of almost 3,000 square metres, 1,400 of which are roofed.

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An Invitation To Dinner With The Italian President

QUIRINAL PALACE, ROME, ITALY, 20TH MARCH 2012



WAMGROUP® Chairman & C.E.O., Vainer Marchesini (far right), in a brief chat with the Italian President, Giorgio Napolitano

It doesn't happen every day that a dinner invitation from the Italian President arrives in the letter box. WAMGROUP® Chairman & C.E.O., Vainer Marchesini, and OLI® General Manager, Giorgio Gavioli, were given the honour of participating at one on the occasion of a state visit in Italy by the Maltese President, Dr. George Abela.

In his speech Dr. Abela emphasized the important investments made by Italian companies since Malta joined the European Union in 2004. WAMGROUP® was among those companies when they set up OLI Vibra Ltd. in Hal Far in 2008 (see Newsletter No.2, 09-2008). Choosing Malta as a logistically strategic location has

OLI® experience led the corporate management to establishing in 2011 another assembling plant, TOREX Malta Ltd.

As President Napolitano greeted Vainer Marchesini, he mentioned how he had enjoyed his visit to Modena a couple of years ago (see Newsletter No.2, 09-2009).

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OLI® General Manager, Giorgio Gavioli, greeted by the Maltese President

proved to be a wise decision. Today OLI Vibra receives monthly container loads from its sister company, OLI Wolong, in China. In the factory in Hal Far standard OLI® vibrators are turned into specialised models which suit the requirements of users in the western hemisphere.

The positive



Equipment For Plastics Processing

SAVINGS ON RUNNING COSTS THROUGH OPTIMISED MAINTENANCE STRATEGIES IN PLASTICS PROCESSING PLANTS



VAR Diverter Valves in pneumatic conveying system

Today more than ever, maintenance is recognized as a strategic asset for any company. An accurate maintenance strategy, together with the use of system components which enable reduction of the overall management costs, is fundamental to optimise both machines and plant operation.

Even though service processes often play a secondary role in the production system, WAMGROUP® offers new specialised components for the plastics sector aiming to optimise processes, increase performance and ensure high safety



VHS Pressure Relief Valve

emissions to a collection point, keeping the working area constantly safe. Reliability in operation, as well as easy maintenance, make WAMGROUP®'s Pressure Relief Valves unique and fully compliant with the requirements of LD 152/06 of the Lombardy Region (Italy) related to environmental protection.

Reduction in maintenance time and costs also plays a key role for TOREX®, another member of WAMGROUP®, which has developed the VAR, a Drum-Type Diverter Valve for pneumatic conveying systems. This valve, with standard inflatable seals, has been specifically designed to minimise

standards for both personnel and equipment.

The new VHS Pressure Relief Valve, manufactured from engineering polymer materials, restores any excess pressure occurring during silo filling or generated by physical or chemical reactions that may take place inside containers.

The valve conveys dust

maintenance and considerably extend the life cycle of the valve. Distinctive features of TOREX® Diverter Valves are special anti-abrasive coatings especially developed for the plastics industry and particularly maintenance-friendly features.

Finally, TOREX® GT Pipe Couplings, developed to join plain pipe ends of pneumatic conveying lines in a safe, quick and rigid way, help reduce installation costs as compared to welded junctions, at the same time ensuring greater flexibility of use, work safety and no pressure drop along the pneumatic line.

WAMGROUP® focuses on research in the area of workers' health and safety, environmental protection, and on optimising maintenance costs for all its products.



GT Pipe Coupling

Plastics Processing Standard System Components for Plastics Processing Plants

WAMGROUP® offers specialized system components suited to the specific requirements of plant designs of the material handling and processing plants for the production of plastic materials, as well as for processing systems dedicated to plastic extrusion, injection molding and blow molding processes.

By selecting WAMGROUP® equipment systems, managers have the assurance that all products meet quality and performance of the highest possible operating efficiency.

Standard System Components for Plastics Processing Plants

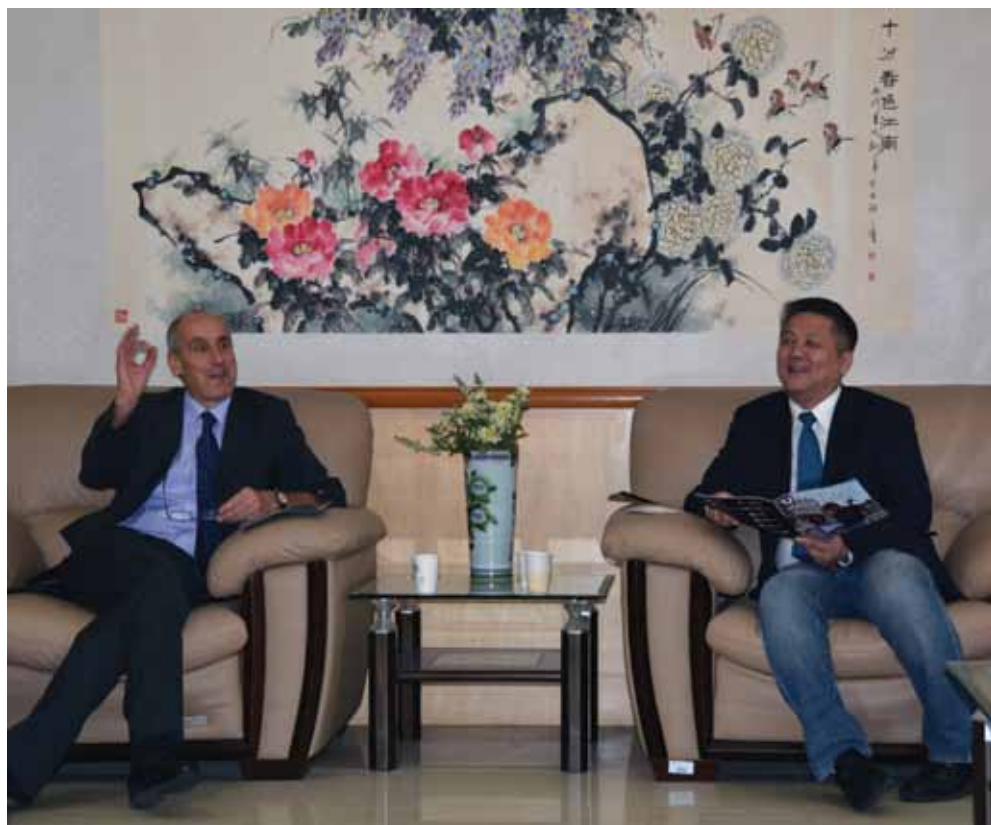
www.wamgroup.com/plasticsprocessing

Universities Go Global

Wuxi, People's Republic of China, October 2011

More than five years ago the University of Modena and Reggio Emilia started a project which offers Italian students the opportunity to attend courses in the Far East (see WAMGROUP® Newsletter No.2 – 2010). Now UniMoRe is launching the China Association Project which has the ambition to join together entrepreneurs, associations, institutions and universities in order to encourage exchanges, establish scholarships, fund initiatives, and prepare students for the international markets.

During their journey to China in October 2011, vice-chancellor, Professor Sergio Paba, and his colleague, Professor Marc Silver, director of the Language Centre of UniMoRe, had the opportunity to visit the Jiang Nan University in Wuxi. The meeting with the associate president, Professor Yan Xu, and the director of the International Office, Dr. Fang Zhong, showed the visitors Chinese people's great interest in Italian research and in western culture. "As a university we expect much from the relationship with China," Professor Paba stresses, "...which is why we provide resources for the international



UniMoRe Vice-Chancellor, Professor Sergio Paba, and Jiang Nan Associate President, Professor Yan Xu

mobility of our students." It should also be mentioned that UniMoRe has signed an agreement with the University of Bologna (which acts as a bridge for students exchange) to teach Chinese students Italian.

The Italian journalist, Viviana Bruschi, writes in her article in the "Resto del Carlino" that "...behind the scenes of this internationalisation project, there is a company that in the early 1990s, at a time when China was

not yet recognized as an economic superpower, decided to invest there. WAMGROUP® is the real engine, the bridge between our university and China," she states. Professor Paba witnessed WAMGROUP®'s intention to promote collaboration between industry and the academic world, when WAM Shanghai's former general manager, Gianfranco Sabatini, assisted by Ms Dorothy Zhou, arranged the meeting at Jiang Nan University. WAMGROUP® were pioneers in training an international workforce as early as in the 1990s. Today WAMGROUP® Chairman & C.E.O., Vainer Marchesini, is aiming at joint educational projects focusing on the common objective of creating the skills required by a global market.



Vainer Marchesini and Sergio Paba

www.wamshanghai.com

MAP® In Compliance With European Directives

ATEX Mixers by MAP® : Safe and Economical Solutions for Explosive Atmospheres

Thanks to many years of experience in mixing technology MAP® today is capable of offering a new dedicated solution for ATEX machines. The WBH and WAH, Batch and Continuous Mixer range has been re-engineered and upgraded according to ATEX requirements. The result is a new generation of mixers which combines reliable mixing quality with improved features.

The MAP® ATEX mixers are the best solution to match market needs in terms of quality, maintenance, safety, environmental protection and price. Thanks to the use of proven standard components, MAP® is able to offer an attractive price without compromising on quality.

There is a general need for machines

that operate in explosive areas. MAP® Mixers perform product mixtures using different mixing technologies at maxi-



imum security and very low cost.

MAP® takes great pride in being now able to satisfy requests for Zone 22 and 21, both internal and external. For

Zone 20, on the basis of the company's experience, customers are supported in achieving their own compliance declaration.

The ATEX Directive, which came into force in the European Union in July 2003, has since been adopted by many manufacturers and users of processing plants all over the world as a reference indication for the protection of both personnel and equipment in explosive atmospheres. In the ATEX version, MAP® mixers are designed for the development of new product mixtures, as well as production in virtually all industries.

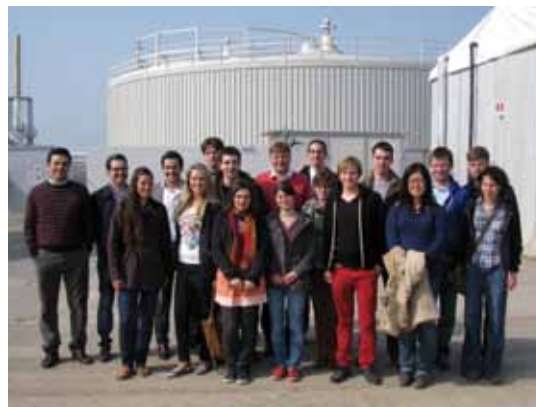
MAP® mixers are the ideal mixing machines for a vast variety of products and processes.

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The Other Biogas Plant

Brembio, Lodi, Italy, March 16th 2012

The northern Italian city of Cremona, situated on the banks of the river Po, is best known for being home of 18th century luthier, Antonio Stradivari. Cremona is also the heart of intensive livestock farming in Italy. The generation of energy from manure and agricultural waste is, therefore, a particular concern in the region. In March 2012, the *BioEnergy* exhibition and convention, which deals with agriculture and its enormous potential in the energy sector, turned Cremona into a meeting point for both professionals and academics from all over Europe. On the occasion WAMGROUP® organ-



Visitors from German universities at biogas plant in Brembio

ized a visit for professors and students from the German Universities of

Hohenheim and Aschaffenburg at a nearby innovative biogas plant. Dr. Hans Oechsner and Prof. Dr. Kilian Hartmann agreed that "... the visit at the plant was very interesting for us all. For the students especially, the further processing of the fermentation residue through nitrification/denitrification was completely new. The biogas plant is designed following a concept which is unusual for us, but that's what makes it exceptional and interesting. For example, they are practicing hydrolysis there which you will find very rarely in Germany".

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WAMGROUP® Components For Sweden

WAM Scandinavia Supplied Various Equipment For Mixing Plant In Flour Mill

SILOKONSULT AB from Skara in Sweden were awarded an order for a new mixing section of a flour milling plant of BERTE QVARN AB. The mill is located near Slöinge on the western coast of southern Sweden, in the valley of the river Suseån. The mill was first shown on a woodcut print dated 11th August 1569. It then



belonged to the church. Since 1646, after the southern part of Sweden had been returned by Denmark to the King of Sweden, the mill has been owned

by the Stenström family. Today the 13th generation is running the business which makes BERTE QVARN the oldest family-owned company in Sweden.

The plant produces all kinds of flour for bakeries and households. For the new mixing plant, which was started up in 2009, WAMGROUP®



Batch Mixer

supplied twelve spring-loaded pressure relief valves, twelve WAMFLO® venting filters with suction fan, twelve bin activators, twenty-one pneumatic VAD-type diverter valves, a blow-through rotary valve, two vertical screw lift systems, a manual bag opener, and a 3,000-litre batch mixer.

From the milling section of the plant various

types of flour are blown into twelve different silos via the diverter valves. Each silo is equipped with a venting filter and a pressure relief valve on top and a bin activator at the bottom. From the silos the flour is discharged, conveyed and fed into the mixer where different recipes are prepared. From the mixer the product is transferred to the packaging section.

A good relationship and smooth cooperation with both plant manufacturer and end user were the key to a successful accomplishment of the project.

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Venting Dust Filters

East Meets West At Chinese New Year

Shanghai, People's Republic of China, January 2012

Since the track of the new moon changes from year to year, Chinese New Year can begin any time between late January and mid-February. In 2012—the year of the Dragon—it fell on the 23rd of January. For Chinese the New Year is the most important of the traditional Chinese holidays, and it is celebrated for a good two weeks.

As the mega-cities such as Shanghai have become melting pots of a variety of cultures, today the way Chinese celebrate their New Year may not be the same as in the past.

At WAM Shanghai, too, an intercultural form of celebration now prevails. This New Year's company dinner saw Adriana Fugulin from Romania, together with her Chinese colleague, give a much applauded performance in an Argentinian tango.



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Changing Of The Guard In Singapore

Singapore, January 2012

Co-operation between WAMGROUP® and the managing director of former WAM Far East, Kelvin Goh, goes back to 1983 when the company acted as importers of construction machinery in Singapore.

In 1989 WAM Far East was established as a WAMGROUP® agent on a franchise basis.

Since then WAM Far East distributed WAMGROUP® equipment in Singapore, Indonesia, Brunei and the Philippines to various industries.

Twenty-two years later, on October 12th 2011, WAMGROUP® incorporated WAM Far East transforming it into a trading subsidiary, named WAM Singapore B.H.M. Pte. Ltd.

WAM Singapore continues to operate in the same territory and also manages the Jakarta based WAMGROUP® branch which is enjoying an increasing demand for the Group's products from the fast growing Indonesian market.

It is WAM Singapore's aim to consolidate WAMGROUP®'s leading position in the Building & Construction Sector in the region, as well as to further expand into Agro-Food and Chemicals Processing, Waste Water Treatment, Dust Filtration and Environmental Technology.

Angelo Vincenzi, who has been appointed general manager of the new company, is pleased about the support towards a smooth transition of the business which he is receiving from Mr Goh.

Mr Vincenzi's extensive experience in the paint industry in Australia and the Far East, in combination with Mr Goh's expertise, are ideal prerequisites for a prospering business.

www.wamfareast.com.sg



Kelvin Goh and Angelo Vincenzi

Next Issue Preview

In 2007 the medieval town of Tewkesbury in Gloucestershire, England, sadly gained world news coverage when the rivers Severn and Avon burst their banks. The flooding was reported to be the worst in British history leaving the town virtually cut off from all road connections for days.

WAM Engineering Ltd., which was moved from the Birmingham area to Tewkesbury in the late 1980s, was luckily left unscathed by the floods.

WAM Engineering, number four in chronological order among the more than fifty WAMGROUP® sub-

siaries worldwide, is looking back on a long history of distributing the Group's products in the United Kingdom and the Irish Republic. In the next issue of the WAMGROUP® Newsletter, both the former and current general manager of the UK subsidiary will give testimony on how they managed to establish the WAM® brand in a market where such a task in the early 1980s was not easy.



Tewkesbury Abbey

IMPRINT

Published by:
WAMGROUP®
Communications Centre

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