

WAM® IN THE NETHERLANDS

Born and raised in Rotterdam, Rien Bouwman (53) took a degree in mechanical and commercial engineering at the local Institute of Technology, before starting a career in selling dust filtration, grinding, milling and sieving equipment for a couple of internationally renowned manufacturers. The subsequent years saw him hold the post of sales manager with WAMGROUP®'s former Dutch distributor. When in 1999 WAMGROUP® decided to set up WAM Holland, Rien Bouwman became the new subsidiary's general manager.

Newsletter Mr Bouwman, how is your country doing?

Bouwman Generally speaking, the economy is recovering. The Netherlands, which has a long trading history, is home to various global players who act as drivers for the economy. In our specific field of activity, however, we mostly deal with small and medium-sized OEMs.

Newsletter What characterises Dutch customers?

Bouwman You'll often find them easy going and loyal as long as you treat them correctly. High end-user demands mean a supplier has to provide for immaculate literature and certifications, as well as efficient, competent customer service. At WAM Holland we pay great attention to match such requirements.

Newsletter Where are the major challenges?

Bouwman Avoiding mistakes and reducing reaction time on any matter to the minimum. For our customers to be competitive

in a global market means to be highly reactive and most efficient. The food industry, for instance, is fast growing in many emerging countries, as is renewable energy in terms of wood pellets and biomass transformation into biogas. As WAM Holland we would like to have our share in this not only by supplying our customers with high quality products, but also by providing them with a high quality technical support and service.



Rien Bouwman at the WAM Holland Test Lab

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WAMGROUP®

strong ethics

.... winning spirit

EDITORIAL



Dear Reader,

Crystal balls telling the future would be the ideal customer giveaways this year, in particular, as the overall economic forecast for both advanced and developing economies does not always seem to reflect the trend as perceived by the local WAMGROUP® subsidiaries. Besides, there is a huge potential market in the industries defined by WAMGROUP® as the “NEXT” and the “NEW” sectors.

Faltering sales figures are a signal for renewing a company’s efforts in marketing, mostly in terms of promotional activities. The WAMGROUP®’s new web portal with its satellite websites in twenty languages has become a powerful tool which is generating important new contacts all over the world. The “glocal” presence of the Group represents the competitive edge required in today’s markets.

Best wishes,

Michael Grass
WAMGROUP® Public Relations Manager

MADE IN WAMGROUP®

PONTE MOTTA, ITALY, SEPTEMBER 2014



WAMGROUP® Corporate Operations Manager, Alessio Davoli, holding a seminar on global logistics and quality management

For a manufacturing company with production facilities in four continents, global quality management is of utmost importance. Global players amongst WAMGROUP®’s customers, in particular, demand the same quality of both products and services everywhere in the world. To meet such a requirement, WAMGROUP® has continually invested in a worldwide quality assurance system, certified and regularly audited by the German TÜV, with the aim of having all WAMGROUP® manufacturing plants certified by the same, globally renowned, certifying institution.

For customers anywhere in the world this means that, rather than buying a product made in Europe or in China, they purchase one “made in WAMGROUP®”.

WAM EURASIA INAUGURATES NEW ASSEMBLY LINE

KÜTAHYA, TURKEY, SEPTEMBER, 2014

The success story of WAM Eurasia started in 2008 when the WAMGROUP® management decided it was time for localising production of their core products in a country whose economy has been thriving ever since. By 2014 the company’s premises in Kütahya, an industrial town in the centre of a triangle formed by the cities of Istanbul, Ankara and Izmir, had become too small

to meet current production capacity requirements. After moving to the new WAM® owned factory in Kütahya, in September 2014 the new screw conveyor assembly line was inaugurated.



HIGH FLYING DUTCHMEN...AND WOMEN

MAASDIJK, ROTTERDAM, THE NETHERLANDS, SPRING 2015



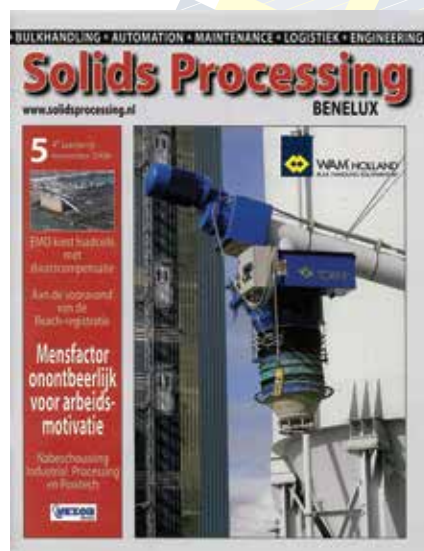
The WAM Holland team at the company's premises in Maasdijk

The decision to set up WAM Holland was taken in 1999 as a result of a successful cooperation between WAMGROUP® and a local supplier of bulk solids handling equipment. The company's sales manager, Rien

Bouwman, who had focused his activities on MAP® mixer sales in particular, was offered the post of general manager of the newly founded subsidiary. In a highly competitive market characterised by equipment manufacturers

used to act on an international scale, promoting the WAMGROUP® equipment along with providing professional and competent support is of paramount importance.

www.wamholland.nl



ADHESIVES PRODUCTION WITH WAM HOLLAND

WINSCHOTEN, THE NETHERLANDS

CORDIAL is an internationally leading manufacturer of quality industrial adhesives for paper and cardboard applications. CORDIAL has been developing and producing innovative, custom-



VAB Diverter Valve by TOREX®

made adhesives since 1992.

Having bought their first WBH 6000-type MAP® Ploughshare Mixer in 2006, a satisfied, loyal WAM Holland customer, CORDIAL recently ordered their second 6,000-litre mixer from the Dutch

WAM® subsidiary. A perfect copy of the first one, the new mixer is filled every fifteen minutes with batches of 4,000 litres. The machine mounting a 75 kW drive unit is pre-equipped for installation of up to four rotary choppers for possible future requirement of enhanced mixing performance.

Due to the explosive characteristics of the product, the mixer is designed for installation in an ATEX zone 22. Each one of the two mixers is equipped with two pneumatically controlled outlet valves through which bulk bags are filled.

A sophisticated control system was engineered and installed by POWATECH, a Dutch OEM.

The only difference between the two production lines is the way the products are conveyed and fed into the mixers.

The first one supplied in 2006 is filled from FIBCs via aero-mechanical transport. In this case extended mixer loading time negatively affects hourly produc-



Batch-type Mixer by MAP®

tion capacity. POWATECH managed to reduce loading time of the second mixer by providing weigh hoppers above the mixer inlet ports (see picture below). The hoppers are filled through a pneumatic conveying system equipped with VAB-type Diverter Valves by TOREX® which are perfectly suitable for ATEX zone 22.

www.wamholland.nl



SWEET TOREX® LOADING BELLOWS

DINTELOORD, THE NETHERLANDS, WINTER 2014-15

The ZG Loading Bellows by TOREX® is the ideal solution for efficient loading of dry, dusty bulk solids into tankers. A solid connection to a centralised filter unit ensures dust-free operation. A flexible neoprene chute covered with Hypalon® makes the bellows weather-proof, highly abrasion and temperature-resistant and durable. A reverse cone with an inside level control indicates when the tanker is full and gradually raises the unit, thus improving material distribution inside the tanker. The two lifting cables are fitted outside the material flow.

SUIKER UNIE from Dinteloord, the largest producers of various types of sugar in the Netherlands, recently chose a ZG-type Loading Spout for dust-free loading sugar into road tankers.

B.O.S. Nederland, a Dutch OEM,

engineered the loading station, providing a loading bellows with a stroke of six metres mounted under a mobile belt conveying system. The logic to control the loading station is transferred via a HUB-system to the plant's main control panel. The unit is Atex-certified and equipped with food-grade double closure, internal cones, a closing cone and a level indicator, all in 304 stainless steel.

De-dusting of the loading station is carried out with a WAMFLO® Atex Dust Collector with a 2.2 kW fan for dust extraction at the loading point. The sugar dust is collected in a hopper mounted beneath the filter fitted with a TOREX® Rotary Valve, type RV05, feeding a conveyor belt. The entire system is residue-free.

www.wamholland.nl



AIR POLLUTION CONTROL AT TATA STEEL

IJMUIDEN, THE NETHERLANDS: SUCCESSFUL DUST CONDITIONING SINCE JANUARY 2012



DUSTFIX® Installation

Tata Steel is an Indian multinational steel-making company headquartered in Mumbai, Maharashtra, India. In 2013 it ranked 11th largest steel producing company in the world, with an annual crude steel capacity of 25.3 million tonnes. Tata Steel has manufacturing operations in 26 countries, including Australia, China, India, the United Kingdom, Singapore, Thailand and the Netherlands, and employs around 80,500 people (source: www.wikipedia.org).

The Dutch Tata Steelworks in IJmuiden, which is located at the mouth of the North Sea

Canal to Amsterdam, had an air pollution problem that needed to be seen to. The production of various types of steel and alloys causes an equivalent variety of harmful dusts. Mourik Techniek of Groot-Ammers, a Dutch OEM, was tasked to find a 360-degree solution for conditioning the dust of the entire steelworks since the total amount generated exceeded by far the overall storage capacity



Conditioned coal dust

of the silos present in the plant. Thanks to the installation of a DUSTFIX® by MAP®, since January 2012 the conditioned material can be temporarily stored in outdoor stockpiles waiting for re-use or disposal via open trucks.

Along with the DUSTFIX®,

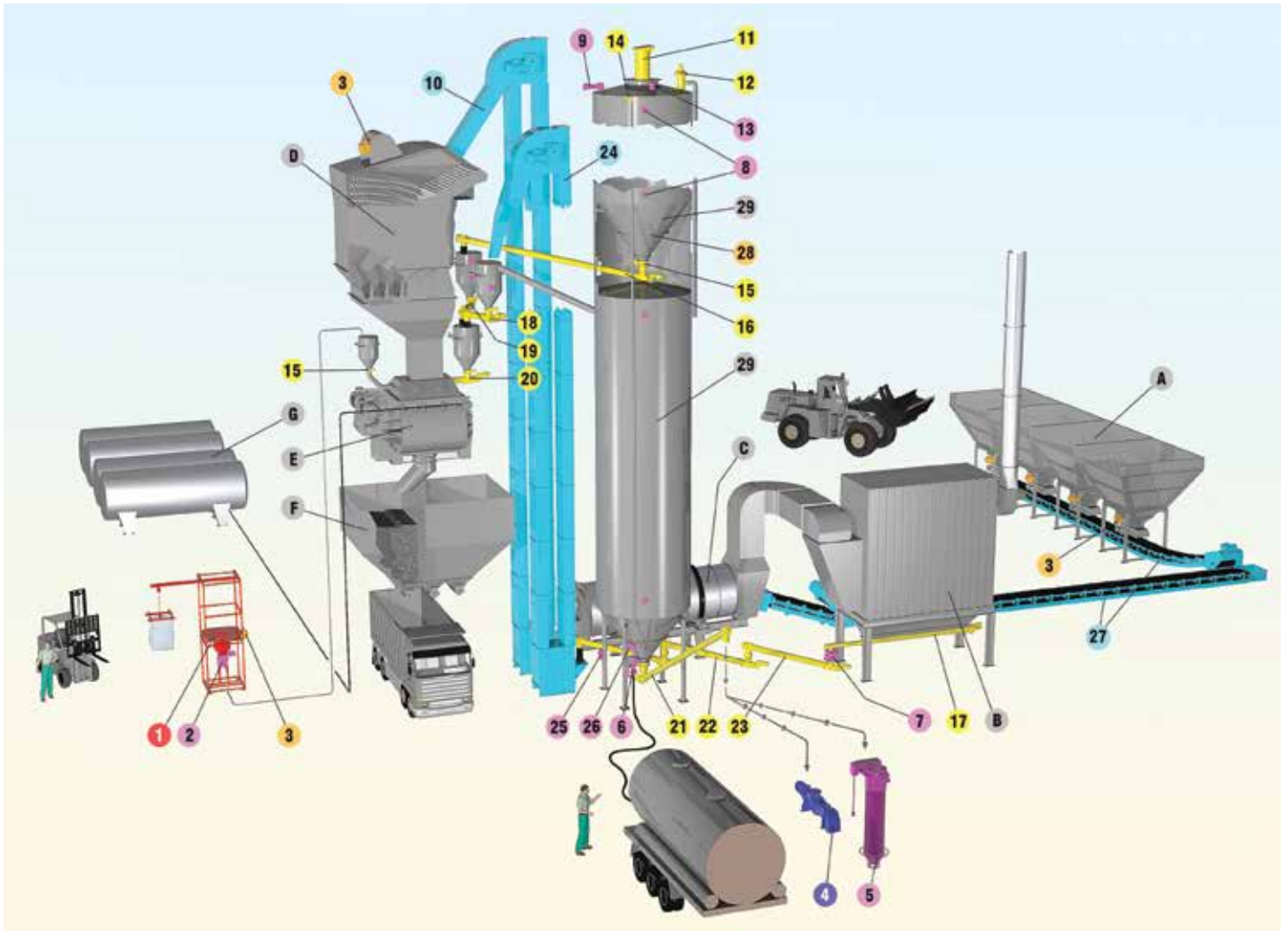


Exothermic reaction of CaO following conditioning with DUSTFIX®

which was equipped with additional water spray nozzles, WAM Holland supplied a WAMFLO® Silo Venting Filter, an RV20 Rotary Valve, and a KCS Silo Safety System. The conditioning system is able to deal with all kinds of dust, from calcium oxide to greasy coal dust.

www.wamholland.nl

ASPHALT SECTOR SPECIALISATION



WAM® has been supplying asphalt mixing plant equipment for more than four decades. Since the early 1970s the most renowned European plant manufacturers have been relying on WAMGROUP® technology while exporting their systems all over the world.

This long-term development has led to a state-of-the-art sector specialisation that takes all the various requirements of plant



Hot Filler Dust Screw Conveyors

engineers and end users into account.

This specialised product range comprises screw conveyors and feeders for both hot and cold filler dust, bucket elevators, silo venting filters and silo monitoring and safety components, rotary feeders and butterfly valves, electric motovibrators, bulk bag discharging systems, and loading bellows for the disposal of excess filler dust. As an alternative option WAMGROUP® member, MAP®, offers a further improved range of DUSTFIX® Dust Conditioners. This machine excels through its extraordinary efficiency and highly maintenance-

friendly design. The unique features of DUSTFIX®, its unrivalled price-quality ratio, as well as its reliability in performance have become widely recognized in asphalt plants worldwide.

www.wamgroup.com



SIM-AMMANN Asphalt Plant with Vertical Screw Lift System

NEW WAMGROUP® MEMBER

ROCKFORD, ILLINOIS, USA, FEBRUARY 24TH, 2015



ENVIRO-CARE at WEFTEC in New Orleans, Louisiana, USA

WAMGROUP® proudly introduces a new family member. ENVIRO-CARE, of Rockford, Illinois, is a headworks company supplying screening and solids/grit management equipment to the waste water industry. ENVIRO-CARE entered the market in 1972 with a line of grinders designed specifically for pump stations and CSOs. It later introduced a reciprocating rake screen, solids dewatering equipment and conveyors. As North American treatment plants began to recognise the importance of headworks screening, ENVIRO-CARE began its search for higher capture

screening equipment.

Prior to becoming a WAMGROUP® member, ENVIRO-CARE was the exclusive licensee in North America for another fairly new member of the family, SAVI. The partnership with SAVI greatly expanded the ENVIRO-CARE product line. With the addition of SAVI's rotating drum screens for waste water and MBR pre-treatment; a proprietary septage, FOG and sludge screening system dubbed the "Beast"; and multiple washing/dewatering options; ENVIRO-CARE / SAVI products can be found providing the same exceptional

quality and cost-effective technology in more North American waste water applications than ever before. agents. Several years ago, SAVI selected ENVIRO-CARE as their sales and engineering partner to introduce their headworks equipment into the North American market. In 2012, the partnership became even closer with a technology transfer agreement that allowed ENVIRO-CARE to manufacture SAVI equipment in the USA. ENVIRO-CARE has been a provider of custom engineered screening and grit/solids handling equipment to the North American municipal water and waste water market for four decades.

"This acquisition was a very logical move for WAM® and provides them with immediate entry into the North American headworks market", acknowledged Phil, "Our excellent rep force combined with the SAVI product line and WAM®'s manufacturing expertise will make us an even stronger player in this market."

"We are very excited about the future potential." continues Thompson. "WAMGROUP® will enable us to move forward aggressively with new products for new applications."



Phil Thompson

ENVIRO-CARE's president, Phil Thompson, is a senior waste water executive with more than thirty-five years' experience in managing small to medium size environmental companies that use exclusive manufacturers' sales

www.enviro-care.com

THE WAMGROUP® GLOBAL LABORATORY PROJECT

PONTE MOTTA, ITALY, MARCH, 2015



Mixing Test on MAP®'s MLH-type Laboratory Mixer

WAMGROUP®'s state-of-the-art test laboratory includes equipment and accessories which enable the company to perform mixing, as well as feeding and metering tests with a variety of bulk materials. The experimental arrangements provide maximum simu-

lation of industrial processes. Test procedures follow the logic of real applications in genuine operating conditions.

The test facility is part of a worldwide lab network designed and supervised by WAMGROUP®'s Corporate R&D department, whose activities

have won WAMGROUP® Chairman & C.E.O., Vainer Marchesini, the 2012 Italian Ernst & Young Entrepreneur-Of-The-Year Award in the "Innovation" category (see Newsletter No.1, May 2013).

is delighted to assist customers in carrying out custom-designed tests according to their individual requirements. Test results are captured on HD video, while trial samples are kept in WAMGROUP®'s lab archives for internal reference. Confidentiality of customers' test results is of course guaranteed. The results are made available to the customer only.

Prospects can submit their test enquiries via an online form.

Customers will not be charged for the test should it result in a sale.

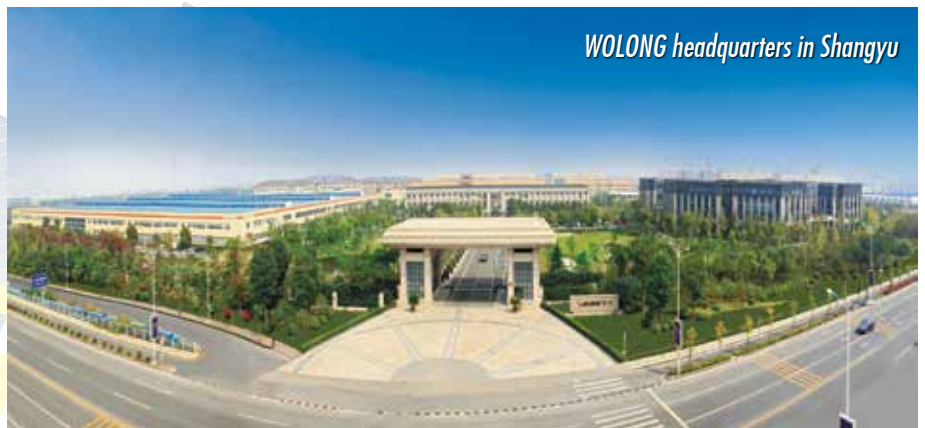
WAMGROUP® is in the process of extending its laboratory network of currently ten in all continents to offer every customer the possibility to customize their tests according to specific local requirements, legislation and standards. Readers of the Newsletter will be updated in the following issues on work in progress.

www.wamgroup.com

Next Issue Preview

The story of the partnership between WOLONG and OLI® is basically one of two men whose visions crossed at the right time.

The 1990s were crucial to foreign investors in the People's Republic of China. The country was ready for a quantum leap of its economy releasing public and private investments of unknown magnitude to the world. Who would have wanted to miss that opportunity? Many foreign companies tried, many failed. The reason? They hadn't understood the culture or they hadn't found the right partner. WOLONG proved to be the ideal



WOLONG headquarters in Shangyu

partner for WAMGROUP® in a joint venture that made OLI® become the world's foremost supplier of

electric motovibrators. Read the whole story in the next issue of the WAMGROUP® Newsletter.

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