

TOREX® - FROM ARTISAN TO MARKET LEADER

Born in the Modenese lowland, in San Possidonio, Nino Ratti (55) joined WAM® straight after graduating from the Galilei Technical School in Mirandola. From 1982 to 1990, he gained knowledge and skills in warehouse and purchasing management at the WAM® factory in Ponte Motta. Ultimately, this won him the post as Managing Director at TOREX® - a job he has been holding and utterly enjoying to this date.

Newsletter Mr Ratti, what does the TOREX® brand represent?

Ratti Market-oriented, industrially manufactured equipment for dust-free loading, components for pneumatic conveying systems and silo safety, as well as level monitoring instruments for powders and granular materials.

Newsletter How did you reach your current market position?

Ratti Through tenacity and perseverance in the attempt to turn an artisan into an industrial product. I am convinced that by successfully industrialising, eventually you will beat your competitors not only on price but on quality, too.

Newsletter What are your further goals for TOREX® and what particular challenges lay ahead?

Ratti The unique worldwide WAMGROUP® subsidiary network offers us the opportunity to extend our sales activities to a number of industries that we have already successfully served in the Italian market. The challenge consists in making it clear to the subsidiaries that investing in promotion

of TOREX® products is worth the effort. As for the market, we need to improve our communication. In particular, we need to work on awareness of the TOREX® brand not only as the global leader in terms of production figures, but also in terms of technology know-how and as a provider of the perfect solution to any customer's problem in any industry.



Nino Ratti

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WAMGROUP

strong ethics

.... winning spirit

EDITORIAL



Dear Reader,

Global sales figures at the end of July confirmed the positive trend of the first quarter in 2016.

Apart from a momentarily stagnant development in South and Central America, WAMGROUP® subsidiaries from all other geographic macro-regions have recorded a considerable increase. India and the Far East in particular, managed to devote their energies to the conquest of new market sectors.

While the Group's companies in North Africa and the Middle East have been suffering from the tense atmosphere in various parts of the region, the European branches showed satisfactory growth.

Finally, WAMGROUP® took an important step in North America towards establishing itself as a brand of reference in bulk solids handling and processing, as well as in the waste water market by winning some important tenders.

Best wishes,

Michael Grass
WAMGROUP® Public Relations Manager

“MASTERS OF LABOUR” FROM WAMGROUP®

BOLOGNA, ITALY, MAY 1ST, 2016



As proposed by the Italian Minister of Labour and Social Politics, Giuliano Poletti, the “Star of Merit” for the year 2016 went, amongst others, to two historical figures at WAMGROUP®: Maddalena Turco and Claudio Mariuzzo. On May 1st at the “Sala del Podestà” of Palazzo Re Enzo in Bologna, Maddalena and Claudio received the prestigious award on behalf of the Italian President, Sergio Mattarella, for having distinguished themselves through merits of expertise, diligence, company loyalty and good moral conduct.

FURTHER PRODUCT LOCALISATION AT WAM EURASIA

KÜTAHYA, TURKEY, SUMMER 2015

Last summer it was another landmark in product localisation when, after Screw Conveyors and SILOTOP® Venting Filters, the first WAMFLO® Dust Collector left the WAM EurAsia factory in Kütahya.

A year later production figures at the Turkish WAMGROUP® subsidiary are in triple digits giving customers from the region the opportunity to buy from a nearby provider.



WAM EurAsia's General Manager, Müfit Kurbanzade (second from right), with co-workers proudly presenting the first WAMFLO® in June 2015

TOREX® — A BRAND ON THE RISE

A PIECE OF LOWLAND HISTORY



The TOREX® team at the factory in San Prospero, Italy

It was a tough start for Nino Ratti when he took up his job as managing director at TOREX® 26 years ago. Assisted by one worker and the late Federico Lugli (see issue 3-2014), the motto then was self-education. The experience Ratti gained at WAM® fitted well with the requirements of the new job as far as procurement, production and warehouse management were concerned. On the other hand, sales was a different story. In the early days, one could rely on WAM® customers since the TOREX® Rotary Valves were formerly made by WAM®. However, WAM®'s core sector, the concrete



First workshop in 1987

industry, was not at all the most interesting for TOREX®. There was a lot more potential in sectors like plastics, dust filtration plants or heavy industries, such as lime and gypsum processing.

Time had come for Ratti to exchange his overall against a suit and tie. He began to promote his Rotary Valves and Telescopic Loading Bellows to plant manufacturers and engineering companies in the northern Italian regions of Lombardy and Veneto. Soon the Company had created its own clientele. Profits could be reinvested in personnel and a larger facility. After relocation to today's OLI® premises in Medolla in 1998, in 2003 TOREX® moved to its current location in San Prospero.

Today TOREX® boasts high-level pro-

fessional structures aiming at constant improvement of the Company's products and innovative solutions. Ratti proudly mentions that Italian plant designers have become accustomed to identify-



Nino Ratti in front of a Loading Bellows assembly line

ing Rotary Valves, Diverter Valves, Pinch Valves and Loading Spouts with the TOREX® brand. Ratti seems to be determined to pursue this challenging goal abroad, too.

www.torex.it



WAMGROUP® AT EXHIBITIONS

FROM MUNICH TO NUREMBERG AND BACK TO MUNICH, GERMANY, SPRING 2016

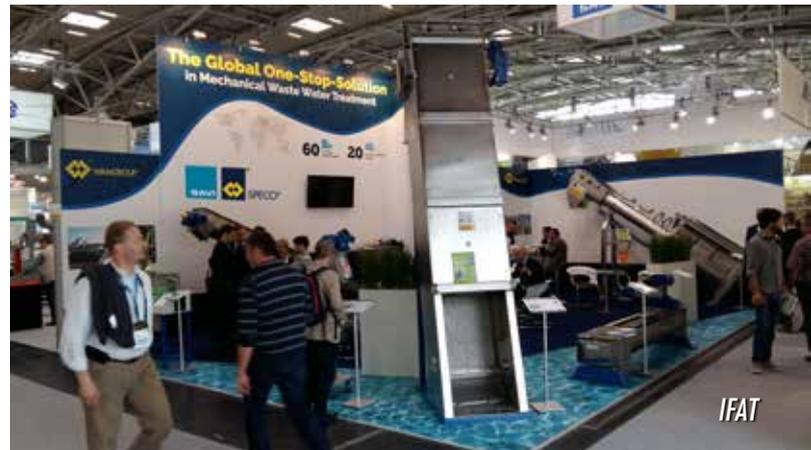
In 2016, the Bavarian cities of Nuremberg and Munich hosted the main global trade shows in the area of interest of WAMGROUP®.

with close to 600,000 visitors.

Just a week later, the doors opened for POWTECH, “the world’s undisputed number one for powder, granule and

als management.

Each event marked an important meeting point for the Group’s Bulk Solids and Mixing Divisions, as well as for



The start was made in April with the 32nd edition of BAUMA, the world’s leading exhibition for construction, building material and mining machinery

bulk solids technologies”.

Back to Munich in May, it was the turn of IFAT, “the world’s leading trade fair for water, sewage, waste and raw materi-

those Group Divisions that take a particular interest in environmental technology.

www.wamgroup.com



TOBACCO PROCESSING WITH TOREX®

BOLOGNA, ITALY, SUMMER 2016



Though amongst the countries' major taxpayers, the tobacco industry is constantly fighting with public opinion over the burden it lays on national health care systems. However, in consideration of its global revenue being just about equal to the GDP of countries like Saudi Arabia, Venezuela, Sweden or Poland, it is worth taking a closer look at its needs in terms of production equipment.

One of the world's biggest tobacco companies has its Italian manufacturing base near the city of Bologna, in northern Italy. In its ultra-modern Centre of Excellence for cigarette filter "production process technology innovation" the

company has developed a new cigarette in which the tobacco does not burn but is heated by means of a small electronic box. This should make smoking less harmful.

The Italian COMAS Tobacco Machinery S.p.A. from the northern Italian town of Treviso is one of the world's leading plant manufacturers specialising in tobacco processing. In 2014, the company was awarded the order for a new production line in the Bologna factory, which was commissioned this summer. The process materials are conveyed pneumatically, which gave TOREX® the opportunity to supply a large number of VAB and

VAR-type Diverter Valves, along with RV-type Drop-through and RVS Blow-through Rotary Valves. Moreover, the production line is equipped with WAMFLO® Dust Collectors.

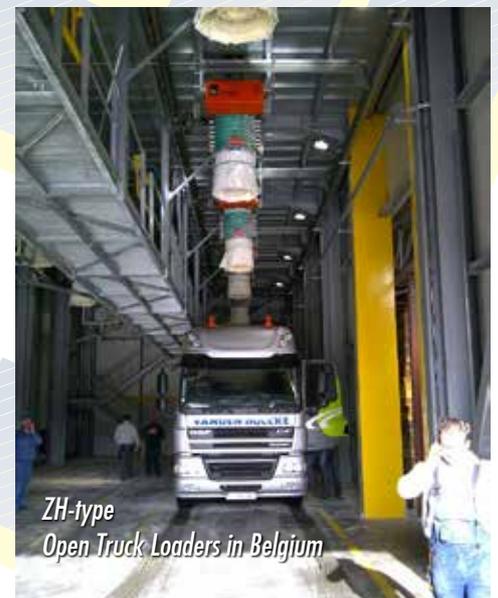
www.torex.it



LOADS OF TOREX® LOADERS

SAN PROSPERO, ITALY, SUMMER 2016

Shortly after the foundation of STOREX® the company took on the agency for a European manufacturer of loading bellows. A few years later TOREX® turned into manufacturer in its own right. By building on previous experiences, the company's engineers developed a wide range of Telescopic Loading Bellows, which would satisfy the requirements of customers from a variety of industries: from cement and gypsum to plastics and foodstuffs, for tanker or open truck loading, for stockpiles and ship loading with oversized models. Complete with integrated dust collector or connection to a central filter unit, today's TOREX® Loading Bellows are the global state-of-the-art benchmark.



IN MEMORIAM

RAVENNA, ITALY, AUGUST 14TH, 2016

Two years ago fate struck WAM Moscow's general manager, Alfredo Baioni, in the most horrific way, when his wife and two sons tragically lost their lives.

On 14th August, the anniversary of the tragedy, Alfredo Baioni wanted to thank all those who

have honoured the memory of his family by supporting the CLAUDIA, ALE, ICCO Association which is directed to child care and education, running various related projects and programmes. In the December 2014 issue of the WAMGROUP® Newsletter we provided major details on the Association's mission.

To ensure continuity of the Association's activities anyone's donation or other contribution will be welcome.

www.claudiaaleicco.com



PROBLEM SOLVING BY WAM ARGENTINA

BUENOS AIRES, ARGENTINA, SPRING 2016

Going to their corporate website, one learns that LESAFFRE is a global key player in yeasts and fermentation who designs, manufactures and markets innovative solutions for baking, food taste & pleasure, health care and biotechnology.

Established in northern France in 1853, today LESAFFRE is a multi-national and multicultural company "committed to working with confidence to better nour-



Shafted CX-type Stainless Steel Trough Screw Conveyor



Shaftless SSX-type Screw Conveyor

ish and protect the planet".

In early 2016, the Group's Argentinian branch based in the country's capital, Buenos Aires, asked WAM Argentina for a solution to convey yeast from a drum drier to a packaging machine preparing their new 50-gram "Paneo" packs.

WAM Argentina successfully met the customer's requirements by supplying a combination of shaftless and shafted screw conveyors in stainless steel, ensur-

ing both trouble-free transport and accurate dosing of a material most difficult to handle.

All the screws are mounted on trolleys so they can be easily moved for cleaning and maintenance of the installation. Since the start-up of the plant, the customer is reported to be highly satisfied with the result.

www.wamgroup.com.ar

EC 1935/2004 PRODUCT CERTIFICATION

PONTE MOTTA, ITALY, SPRING 2016



WAMFLO® Food Dust Collector

Regulation (EC) No. 1935/2004 of the European Parliament and of the Council of 27th October 2004 on materials and articles intended to come



VFP Valve

into contact with food “has the purpose to ensure the effective functioning of the internal market in relation to the plac-

ing on the market in the Community of materials and articles intended to come into contact directly or indirectly with food, whilst providing the basis for securing a high level of protection of human health and the interests of



VIB Slide Valve

consumers”.

The EC 1935/2004 product certification has given WAMGROUP® the opportunity to supply to renowned customers not only equipment which has already been certified, but even products yet to be certified, specialised for

the food industry.

TXF-type Screw Feeders and Conveyors in stainless steel were the first Bulk Handling Division’s products to be certified. Bin Activators and Valves were soon to follow.

The key to success was not at all a matter of price. What convinced the customers were a food-hygienic design along with a good product portfolio.

Another winning point was compliance with (EC) No. 2023/2006 GMP on “Good Manufacturing Practice for materials and articles intended to come into contact with food”, which is applicable to all new Bulk Handling Division’s products for the food industry.

Apart from the hygienic design, the key features and benefits that won the customers over were a surface roughness of less than 0.8µm, crack and crevice-free fabrication, a replaceable valve gasket, as well as highly reliable, constant feeding.



Food processing plant in France

In a recent workshop with expert staff of the European WAMGROUP® subsidiaries it came clear that the EC 1935/2004 certification of food-specialised products is definitely the right choice.

www.wamgroup.com



BAF Bin Activator

GETTING READY FOR TOKYO 2020

ATLANTA, GEORGIA, USA – ROTTERDAM, THE NETHERLANDS, SUMMER 2016



Robert “Billy Ray” Noblett has been working with WAM USA since 1998. Starting as a crater, moving to paint and assembly, he worked his way into his current position of Shipping Supervisor. As a child, Billy was fascinated by watching WWE Wrestling,

which motivated him to pursue amateur wrestling from early childhood into his teenage years. After high school, he started performing in the Sports Entertainment Arena as a professional wrestler following in the steps of his TV idols.

His two sons, Hunter and Christian “Chunk” Noblett, have followed their father’s example actively joining the youth wrestling programs in the area. Chunk has taken an active interest in the sport winning many top achievements in his age bracket.

A special selection of Dutch softball women under 19 years of age recently won the European-Africa Regional Championship of the American Big League, which qualified them to participate in the World Series Softball Tournament this summer in Delaware, USA. They

will compete against the champions of Asia-Pacific, Canada, as well as teams from North, South, and Central America.

WAM Holland has strongly supported the Dutch team to achieve this outstanding result.

Lisa Bouwman raising the cup is the daughter of proud Managing Director of WAM Holland, Rien Bouwman. All WAMGROUP® employees certainly wish the young Dutch women’s team the best of luck during the World Series in the USA.



Next Issue Preview

The only WAMGROUP® subsidiary not located in its assigned territory, WAM Latin covers a vast multinational and multilingual geographical area encompassing large parts of South America, all of Central America except Mexico, as well as the Caribbean islands.

Established in 2000, WAM Latin became the first subsidiary of the new millennium. The choice of location fell on Miami, Florida, due to the city’s international airport, ensuring quick connections to all the countries served by the trading company. Moreover, as a multicultural melting

pot, Miami offers a skilled multilingual workforce, which is essential to WAMGROUP® companies.

Read more about WAM Latin, its history and the Company’s people in the next issue of the WAMGROUP® Newsletter.



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