

WAM® UP AND RUNNING DOWN UNDER

In 1997, a couple of years after he had started to work with WAMGROUP® as a dealer, Geoff Riddle (50) and his wife, Sue, set up WAM Australia. His specialisation as a fitter and turner followed by engineering studies and a degree in Business Management gave him a solid background for a job that has proven to be both challenging and rewarding. In 2009, since the vibrator business had been developing consistently over the years justifying an independent management, OLI Vibrators was established under Riddle's guidance. Mark Thompson was put in charge as general manager of the new company.

Newsletter Mr Riddle, what is it like to be manager of WAMGROUP®'s remotest subsidiary?

Riddle It's definitely an additional challenge simply because of the different time zones. We are ten hours ahead of our headquarters in Italy which makes communication during working hours virtually impossible.

Newsletter What other challenges?

Riddle The long distance between us and our manufacturing affiliates in Europe and China obviously leads to long delivery time. Basically we are obliged to keep a vast stock of equipment, components and spare parts in our warehouse here in Kilsyth.

Newsletter Would you say that it's one of your strengths to keep virtually everything in stock?

Riddle It definitely is a great benefit to our customers. WAMGROUP® products are renowned for their high industrial quality and reliability in performing under almost any conditions.

Newsletter You are based near Melbourne. Is it a problem to reach your customers in other parts of the country?

Riddle Australia is not just a country, it's a continent. No matter where you are based, you will be always far away from someone. We guarantee customer service in

all the states. And we do not only cover Australia but also Papua New Guinea and parts of Micronesia, as well as New Zealand, where we established a subsidiary in 2007.

Newsletter Which are your main areas of business?

Riddle Apart from our core business, the concrete industry, our interests lie in dust filtration and the waste water treatment sector. For OLI® the focus is on the mining industry which is certainly the backbone of the Australian economy.



Contents :

- PAGE 2: Editorial ♦ Finance Workshop ♦ Floods in Bangkok
- PAGE 3: Animal Feed Milling Product Range
- PAGE 4: Come Together in Australia
- PAGE 5: 3D Project Drawings ♦ WAM France Passing the Test
- PAGE 6: Dust-Free Belgian Workshops ♦ WAM India at EXCON
- PAGE 7: Sustainability at HEINEKEN ♦ Cleaner Air with WAMGROUP®
- PAGE 8: World Champion from WAMGROUP® ♦ WAM Scandinavia



WAMGROUP

strong ethics

.... winning spirit

EDITORIAL



Dear Reader,

2011 is nearly over and the world is facing yet another financial crisis, which makes the outlook on the 2012 economy rather gloomy, particularly for western Europe. This year has been a good one for WAMGROUP®, with a global sales turnover exceeding the one achieved in 2008. Again, growth came from the emerging economies in China, Southeast Asia, India, Eurasia and Brazil. However, for companies that are inventive and manage to keep up with changing market requirements, there are opportunities for growth even in critical periods. The political leaders of the European Union have recently agreed there will be no future without further steps towards unification. In this respect we can only hope for economic recovery plans all over Europe, which should mostly have an impact on future-oriented technologies, such as renewable energy.

Best wishes,

Michael Grass
WAMGROUP® Public Relations Manager

FIRST WAMGROUP® FINANCE WORKSHOP

MODENA, ITALY, NOVEMBER 2011



Finance Workshop Participants

For the first time the WAMGROUP® Management organized a workshop for accountants and financial administrators from WAMGROUP® subsidiaries all over the world. Undoubtedly figures don't have to be translated but in a group with more than fifty companies financial controlling has become essential. To develop a common language and share a comprehensive glossary was the starting point which was followed by harmonization of the tools.

Meeting people one has worked with for many years for the first time proved to be an exciting experience, and everyone agreed that it will certainly improve cooperation between corporate headquarters and subsidiaries being able now to put a face to a name.

During the two-day event the participants also had the opportunity of testing the latest financial online tools during a number of exercises.

www.wamgroup.com

WAM THAILAND FIGHTING AGAINST THE FLOODS

BANGKOK, THAILAND, NOVEMBER 2011



Normally Bangkok tourists enjoy visiting the floating market in the *khlongs*, the many small canals split off from the Chao Phraya River. In November 2011, on world news, the river showed another face when its banks burst flooding parts of the metropolis.

As the picture shows, the waters almost reached the new warehouse of WAM Thailand. Sand bag barriers were set up to protect furniture and goods from the flood, although the colleague in the photo doesn't seem to have lost his high spirits. In the meantime, everything is reported to be back to normal.

www.wamthai.co.th

ANIMAL FEED MILLING PRODUCT RANGE

WAMGROUP® PRESENTS ITS LATEST SPECIALISED RANGE OF PRODUCTS



After Plastics Processing and Flour Milling, the Animal Feed Milling Industry is the third sector for which WAMGROUP® has developed a specialised product range which includes a variety of plant equipment and accessories for material storage, discharging, feeding and conveying, mixing and blending, as well as for dust filtration.

For the storage section WAMGROUP® offers an electronically controlled silo safety package that consists of an air jet-cleaned silo venting filter, a pressure meter and a maximum/minimum level indicator manufactured by WAMGROUP® associate, TOREX®. The system, supplied in component form, prevents overfilling and excess pressurisation, thus avoiding damage to the silo, to the venting filter or other accessories. It also reduces the risk of dust emission. In addition, pressure relief valves and innovative pipe elbows are available.

To ease material flow inside the silo, WAMGROUP® offers various flow aids such as vibrating aerators, electric and pneumatic vibrators, and external pneumatic hammers,

all manufactured by WAMGROUP® member, OLI®. For more difficult materials a range of EXTRAC® bin activators is available. To discharge and feed powdery or granular materials, WAMGROUP® offers drop-through rotary valves by TOREX® and specially designed single or twin-shafted screw feeders and live bin bottoms in mild or stainless steel by WAM®.

To mix different types of powders or to blend animal feed ingredients, horizontal single-shaft ploughshare mixers and ribbon blenders produced by MAP® are on offer.

WAMGROUP® also provides a series of components for pneumatic conveying lines: polymer-cast pipe elbows, diverter valves, blow-through rotary valves, and dust collectors.

TOREX® loading bellows for dust-

free tanker loading, EXTRAC® FIBC filling and discharging stations, as well as manual bag emptiers and waste bag compactors complete the range.

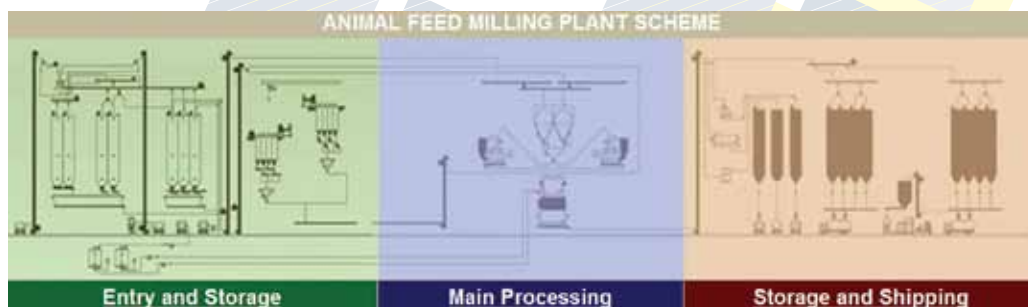
All WAMGROUP® equipment is supplied in conformity with the latest ATEX Directives.

For the Animal Feed Industry WAMGROUP® is able to offer state-of-the-art standard solutions using the most sophisticated production technologies available today.

Moreover, mass production of all standardised equipment components results in an exceptional price-performance ratio.

Finally, WAMGROUP®'s global sales network is an additional guarantee for total customer satisfaction.

www.wamgroup.com



COME TOGETHER IN AUSTRALIA

TRAINING COURSES AND AUSTRALIA SALES & MARKETING MEETING



WAM Australia's MD, Geoff Riddle, giving his talk at the 2011 Australia Sales & Marketing Meeting

Australia is the world's thirteenth largest economy and has the sixth-highest per capita income. Rich in natural resources, Australia is a major exporter of agricultural products, particularly wheat and wool, minerals such as iron-ore and gold, and energy in the forms of liquified natural gas and coal. Whereas natural resources are the backbone of the economy, the manufacturing industry has been on a decline for some time. Besides, engineering companies in the area of bulk solids handling and processing only play a marginal role as big end users tend to manage their projects through their own resources. Consequently, WAM Australia tar-

gets its customers among both small system integrators and end users' engineering departments. Apart from industrial quality, product reliability and availability of equipment and spare parts (see interview with Geoff Riddle on front page), it is the company's consulting capability which is widely acknowledged down under.

The WAM® and OLI® Australia management take utmost care in keeping their staff and nationwide dealer network updated on the latest development at WAMGROUP®. In November 2010, for the first time, salespeople from Darwin, Perth, Adelaide, Brisbane, Sydney, Hobart, Tasmania and Auckland,

New Zealand had come together in Melbourne for a Basic and Intermediate Level training course followed by the company's annual sales & marketing meeting. For the occasion the WAMGROUP® headquarters in Italy sent Corporate Public Relations Manager, Michael Grass, to Australia as training coach and to ensure that the corporate strategies would be implemented accordingly. The event, which included some team building activities, was well received by everyone giving clear evidence of the importance of sharing global and local experience.

www.wamaust.com.au



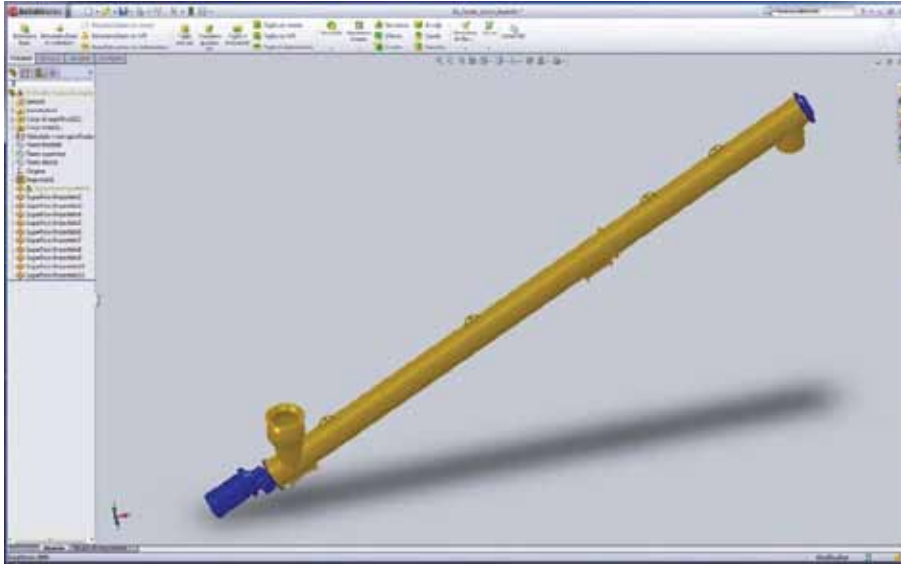
WAM Australia Premises in Kilsyth, Melbourne (Victoria)



Warehouse in Kilsyth

INTEGRABLE 3D PROJECT DRAWINGS

PONTE MOTTA, ITALY, NOVEMBER 2011



3D Project Drawing of ES-type Cement Screw Conveyor generated in iDraw software

Product configuration is not new to WAMGROUP®. The first tailor-made software, *MacBuild*, was developed in the mid-1990s. Some fifteen years later a new user-guided configurator, named *iCon*, was introduced to WAMGROUP® subsidiaries worldwide (see also WAMGROUP® Newsletter No.2-2008). This new configuration

software is based on a completely reviewed standardisation of machines and equipment for specific industries and applications. After entering the parameter data required, *iCon* will generate the suitable configuration of the equipment, its selling price and delivery time and it will produce a quotation that can be submitted directly to the

customer.

In case of order *iCon* will issue an order acknowledgement on the basis of the offer created previously and initiate the production process by automatically transferring all data to the ERP.

Now the user has the additional option of automatically generating a 3D project drawing choosing from a number of common formats. The plant engineers can integrate these drawings into their drawings.

Currently the service is up and running for ES-type cement screw conveyors, as well as for part of the WAM® valve range. Other products will follow shortly. By implementing this new service WAMGROUP® shows its uncompromising commitment to total customer satisfaction.

www.wamgroup.com



WAM FRANCE PASSING THE TEST

TESTING FACILITIES PROVIDE ADDED VALUE KNOW-HOW IN MIXING TECHNOLOGY



In 2002 WAM France set up a test facility in their Paris premises.

The plant is equipped with a WBH batch-type ploughshare mixer, a WBN ribbon blender, and a WTS Twin-Shaft Paddle Mixer. The machines are wired to a central control panel with an electronic frequency inverter. A central WAMFLO® Dust Collector ensures a

dust-free environment.

To date more than three hundred customers have taken advantage of the facility carrying out a variety of mixing tests in cooperation with WAM France's expert staff. In more than 50% of the cases the tests have resulted in firm orders for MAP® mixers and other WAMGROUP® products.

Some customers such as *Modernes Méthodes* from Nemours took an example from their experience by setting up their own facility as shown in the photo.

www.wamfrance.fr

DUST-FREE BELGIAN WORKSHOPS

Craftsmanship seems to be more in demand than ever. In modern times health and safety are not only an issue for industrial manufacturing processes but also in artisan workshops where workers are exposed to risks.



Working the slabs at the Van Daele workshop

In September 2009 Natuursteenbedrijf Van Daele from Ledeborg near the historic town of Ghent in Flemish Belgium had a problem to solve.

Van Daele, a family business, has an almost sixty-year tradition in manufacturing custom-designed indoor and outdoor floors, sinks, countertops, stairs, kitchen work surfaces and many other products from granite, marble, Belgian blue limestone, as well as from other rock materials.

Customers go to Van Daele with an idea, a plan or a photo. The company

will then design a sink, stairs or any other object on demand. Each piece is unique.

When the stone-cutters reshaped a piece of stone into a sink or a work surface, the problem of dust pollution was omnipresent. Action had to be taken with the help of Granite & Marble Technology, an engineering company from Ronse in Belgium. Together with WAM B.H.M. they designed a suction system including four

WAMAIR® vertical insertable polygonal dust collectors. The filter units with plenums were installed in such a way that dust is moved away from the operators enabling work in a clean environment. As soon as the workers start the WAMAIR® filters, the dirty air flow enters the suction casing.

Since the project has been completed, Van Daele's workshop staff are enjoying a complete change for the better of their work environment.

www.wam.be



WAMAIR® Dust Collectors with large-size cylindrical silencers mounted on top of the fan exhausts

WAM INDIA SCORING AT EXCON

BANGALORE, INDIA, DECEMBER 2011



As South Asia's largest event for construction equipment EXCON in Bangalore has become the main meeting point for India's fast growing construction industry.

WAM India is playing a leading role as the main supplier of equipment and components to all

renowned concrete and asphalt plant manufacturers.

At the event WAM India set the focus on their screw conveyors, vertical screw lift systems, ice screws, dust collectors, valves and the new POWPUMP™ injector for silica fume. Most of the equipment displayed is manufactured at the WAM® factory in Mumbai.

www.wamgroup.in

SUSTAINABILITY AT HEINEKEN CIDER PLANT

WAM ENGINEERING SOLVING WASTE WATER PROBLEMS WITH SPECO® EQUIPMENT

Universal Beverages Ltd. (UBL), located in Ledbury, Herefordshire, produce cider under contract for Heineken. The Ledbury site production capacity statistics are staggering: 100 tonnes per hour milling, 750 million litres fermentation, packaging 100,000 bottles per hour and 10,000 m² of ambient, chilled and frozen storage capacity. The apples are first left to mature for a week, then tipped into a “scratcher” which crushes the apples. The resultant pulp is known as the pomace.

The pomace is crushed in a cider press to extract the juice. Then it is pressed until it is solid and no more juice runs out. The press is then racked up, the layers of pomace are broken up by hand, and the whole lot is re-pressed. The re-pressed pomace is either dried in hot air to 12% moisture and used for manufacture of pectin, or it is directly sold on for cattle feed.

The juice is treated with sulphur dioxide to inhibit natural wild yeasts and is then fermented with added pure yeast cultures. After the initial fermentation subsides, the cider is left for the yeast to settle. It is then racked and pumped into storage tanks.

After the process of racking, the detritus is washed away so that the equipment can be re-used. This detritus used to be washed into a skip, a rectangular vessel that can be lorry-loaded

and taken from site. The excess water lapped over the skip and washed into the drains. The sediment settled and was regularly taken away for waste disposal at a cost. This is where Mr Mike Cornick at Ondeo, the Company operating the cider producing plant, came to WAM Engineering for a turnkey solution.

What was needed was a further solids-liquid separation. Ondeo Industrial Services (Part of Suez Environmental) recommended the employment of a SPECO® CPS Screw Compactor supplied by WAM Engineering. This consists of a conveyor trough in stainless steel, a shaftless heavy-duty spiral, a compacting and de-watering discharge module, and a return duct for squeezed out water. The equipment was installed on time and on budget.

The customer, Universal Beverages Ltd., is delighted with the results. The detritus is no longer thrown away, it is sold to and collected by a local farmer to be used as fertilizer. Whereas before



CPS installation at UBL (Heineken) in Ledbury, U.K.

the skip had to be emptied two times a day, it is now emptied once a week. The water used for washing is collected and re-used in the plant which is now more sustainable, and definitely more efficient. WAM Engineering is hoping for more future business thanks to this reference.

www.wameng.com

CLEANER AIR WITH WAMGROUP®

MILAN, ITALY, 17TH NOVEMBER 2011

The name UNIARIA stands for the Italian *Manufacturers' Association of Air Purification Systems*. At their latest conference the focus was on the minimum requirements of purification in the new guidelines of the Lombardy Region. Safety, energy conservation and recirculation of pollutants in the workplace: experiences in the fields of dust removal, oil mist and volatile organic chemicals both



in Italy and in the rest of Europe were looked at more closely. The WAM®

Filter Division was represented by Fabio Pivetti who gave a talk on dust collecting filters as an efficient solution in terms of reduction of air pollution, energy saving and protecting the health of workers.

The northern Italian region of Lombardy plays a leading role in implementing the latest European guidelines which made the event the ideal forum for WAMGROUP®.

www.wamgroup.com

A WORLD CHAMPION FROM WAMGROUP®

PAOLO OGNIBENE OF WAMGROUP S.P.A. 2006 AND 2008 WORLD CHAMPION IN MODEL MOTOR BIKE RACING

At the age of sixteen Paolo Ognibene, who has been working for WAMGROUP S.p.A. in the industrialisation department since 2005, developed his passion for remote control motor bike racing. Modena and Bologna are also known as “the land of motors”, home to world-famous brands such as Ferrari, Maserati, Lamborghini and Ducati, and this motivates many youngsters to excel as a driver or rider. Ognibene found his alter ego in Alberto Salaro of NUOVA FAOR. Like its counterparts with the big motor bikes, the small company from Pavia specialising in RC model cars and bikes, was facing powerful competition from the



Far East that marked production numbers way beyond their own.

However, hi-tech made the difference. After years of research and development and thousands of test kilometres, Ognibene took on the challenge of racing for the world championship in Brookland, Kent (UK) in 2006, as driver of the remote control. Salaro was his team manager and Franco Manzo his tireless mechanic. Some one hundred contenders from France, Germany, Spain, Italy, Australia, the US and the UK had to go through the elimination phases, each race seeing ten bikes on the track. “Half an hour of racing at 100 km/h including two obligatory fuel stops require your total concentration and months of solid training” says Ognibene who took the title in the end. “50% is the machine, the other 50% the driver’s ability”.

Two years after his first title Paolo



Paolo Ognibene winning the world championship in 2008

Ognibene managed to double his success winning his second world championship title in Valencia, Spain.

www.wamgroup.com

Next Issue Preview

In 2012 WAM Scandinavia, the fifth oldest WAMGROUP® subsidiary will celebrate its 20th anniversary.

Managed by Svend Henriksen, who co-founded the company in 1992, WAM Scandinavia is taking care of the distribution of the WAMGROUP® product range in Denmark, Sweden and Norway.

The company is situated in Hammel near the Danish city of

Aarhus where, since August 1999, the company occupies its own premises with 150 square metre office area and 500 square metres of warehouse.

The next issue of our Newsletter will include a company profile.



IMPRINT

Published by:
WAMGROUP®
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



WAMGROUP

strong ethics

.... winning spirit

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