

HOW INTERNATIONALISATION OF WAMGROUP® BEGAN

Jacques Demaddelena (67) was the first general manager of the first foreign subsidiary set up by WAMGROUP® in 1984. Since he retired in 2004 he has been working as a consultant to the management of the WAMGROUP® subsidiaries WAM France, WAM France Environnement and OLI France.

Newsletter Mr Demaddelena, when did you first meet Vainer Marchesini?

Demaddelena In 1975 in Paris when I was purchasing manager of concrete plant manufacturer LAMBERT. He tried to sell me his screw conveyors.

Newsletter How was the decision made to set up a trading subsidiary?

Demaddelena I was thrilled by Marchesini's determination to integrate his company into foreign markets. France was a natural choice for becoming the first foreign subsidiary because of the cultural and linguistic similarities between France and Italy.

Newsletter What made you feel confident about your choice?

Demaddelena As a buyer I had learned to acknowledge the benefits of WAM® screws which even then

were manufactured according to their own standard.

Newsletter What were the new company's main objectives in the early years?

Demaddelena To gain market shares and to become profitable as quickly as possible.

Newsletter What made WAM France successful?

Demaddelena The challenge of transferring to our customer base the WAMGROUP® philosophy.

Newsletter How did WAM France manage to increase its market share between 1984 and 2004?

Demaddelena Mainly through "educating" our customers who soon learned to appreciate the benefits of our standard solutions. We moved from one industry to the next. In doing this we always gave priority to those sectors with the greatest potential for our standard equipment.



WAMGROUP® Chairman & C.E.O., Vainer Marchesini, Jacques Demaddelena and current General Manager of WAM France, Serge Angelosanto during the subsidiary's 20th anniversary in 2004

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EDITORIAL



Dear Reader,

Operating in a field where products are traditionally supplied by artisans makes it at times a challenging task to convince customers of the undeniable advantages of a standardised industrial product. In the case of an artisan supplier the customers believe they can freely express their specific needs and expect to receive products and services as requested. Clearly though it is extremely difficult to satisfy customer requirements if they request product and service guarantees which simply cannot be fulfilled by a small company.

WAMGROUP® is proud of being able to guarantee their customers the same level of product and service from each location where a WAMGROUP® subsidiary is based.

Reaching our position as worldwide leaders in supplying bulk solids handling & processing equipment took a great deal of entrepreneurial vision and pioneering spirit. To further develop the process of industrialisation the same pioneering spirit is now combined with the skills of a new generation of managers.

Best Wishes,

Michael Grass

WAMGROUP® Marketing Communications Executive

NEW PRESSURE RELIEF VALVE

Since April 2008 the new C-type VCP Pressure Relief Valve has been available on the market.

The recent design modifications will economize even further a product that for some time has been the biggest seller among its competitors. VCP valves of the third generation are always available from stock at each WAMGROUP® Subsidiary.

The new VCP C-type comes in two sizes, VCP273 and VCP375, both of which can be supplied either manufactured from carbon or stainless steel. An ATEX, zone 21, certificate is supplied on request.

Thanks to the new geometry of the weather protection cover which



ensures improved air flow, the new VCP manages to re-establish safe work conditions inside the silo much faster than this is possible with the competitors' products. Further weight reduction and lower height than the previous model make on-site installation child's play. The flanged connection between valve and silo is carried out quickly and in 100% safety.

A comprehensive selection of accessories (inductive sensors, inspection hatch, man hole) make VCP an extremely versatile product that can be mounted on silos for powders or granules in plants of all kinds.

www.wamgroup.com

A FACTORY OF THE FUTURE

Wuxi, China, July 4th 2008, 3:10 p.m.: An auspicious moment for everyone who is planning something important according to the Chinese lunar calendar. Certainly an important moment for the new WAMGROUP® manufacturing plant in Wuxi, China. Right on the dot the first column was erected thus firing the starting pistol for construction works on a plant of superlatives.

On a total surface area of nearly 100,000 square metres (25 acres) a single factory building with linked office and service buildings of 43,000 square metres (10.6 acres) will rise. The roof span with its 200 metres (220 yards) will be a special challenge for the builders. The plant will be inaugurated by WAMGROUP® Chairman & C.E.O., Vainer Marchesini, on November 18th 2008.



www.wamshanghai.com

PRESTIGIOUS *PICO DELLA MIRANDOLA* AWARD GOES TO VAINER MARCHESINI

Count Giovanni Pico della Mirandola (* February 24th, 1463; † November 17th, 1494) was an Italian Renaissance philosopher. He is famed for the events of 1486, when at the age of twenty-three, he proposed to defend 900 theses on religion, philosophy, natural philosophy and magic against all comers, for which he wrote the famous 'Oration on the Dignity of Man' which has been called the "Manifesto of the Renaissance", and a key text of Renaissance humanism.

Since 1988 the prestigious "Pico della Mirandola" prizes are awarded in Giovanni Pico's home town, Mirandola,



every two years to personalities from all over the world for their extraordinary achievements.

On July 4th 2008, for the 10th time five men had the honour of receiving the award in the form of Pico's bronze bust, designed and remodelled after the recent exhumation of the corpse. Among the winners: WAMGROUP® Chairman & C.E.O., Vainer Marchesini.

Marchesini was given the local award for having created and developed his company in the local territory, remaining solidly anchored to its origins, acquiring step by step a position of worldwide leadership in the area of bulk solids handling, having successfully reached the crest of the wave of internationalisation, accepting and winning the challenge of global economy.

In his thank-you speech Marchesini acknowledged in particular the contribution of his staff in making WAMGROUP® what it is today.

The WAMGROUP® chairman was in the illustrious company of fellow award winner Edmund S. Phelps, Nobel Prize winner in Economics in 2006, who won the International Award for having excelled as a scientist who looks

at the subjects of contemporary economics with the approach of a great intellectual and humanist in the tradition of which Pico della Mirandola was a great predecessor.

The National Award went to Mario Draghi, Governor of the Bank of Italy, former Executive Director of the World Bank and former Director General of the Italian Treasury. Starting in April 2006, Draghi has been Chairman of the Financial Stability Forum, an organization that brings together financial regulators and central bank officials from a number of different countries (the G7 countries as well as Australia, Hong Kong, the Netherlands and Singapore). Draghi received the award for his work of great prestige at the Bank of Italy and at the Financial Stability Forum, for his contribution to the renewal and modernization of the Italian financial and industrial system in his ten years as Director General of the Italian Treasury.

The other Local Award for having honoured the tradition of the Mirandolian music school, establishing himself as one of the world's most inspired musicians in the realm of "rhythm and blues and soul" went to Mauro Malavasi, winner of various "Grammy Awards" and close collaborator of a vast number of Italian and international pop artists.

This year's Special Award went, in memoriam, to the late Maestro Luciano Pavarotti for his incomparable artistic quality, for being an ambassador of culture and excellence to the world, for



Marchesini receiving the award

his unique human touch in numerous initiatives of solidarity which made him become "Messenger of Peace of the United Nations", and for having become a formidable bearer of Italian culture to the world embodying the peculiarities of the local territory. The award was received by Pavarotti's widow, Mrs Nicoletta Mantovani.

All the WAMGROUP® staff are filled with great pride for such a prestigious award going to Mr Vainer Marchesini.



NEW GENERATION OF SILOTOP® SILO VENTING FILTERS

THE SUCCESS STORY OF WORLDWIDE APPROVED SILO VENTS CONTINUES

The new SILOTOP® R02 silo venting filter is the evolution of the tried and tested R01-series which has been successfully operating worldwide in tens of thousands since its launch in the late 1990s.

The new weather protection cover, in particular, with its innovative

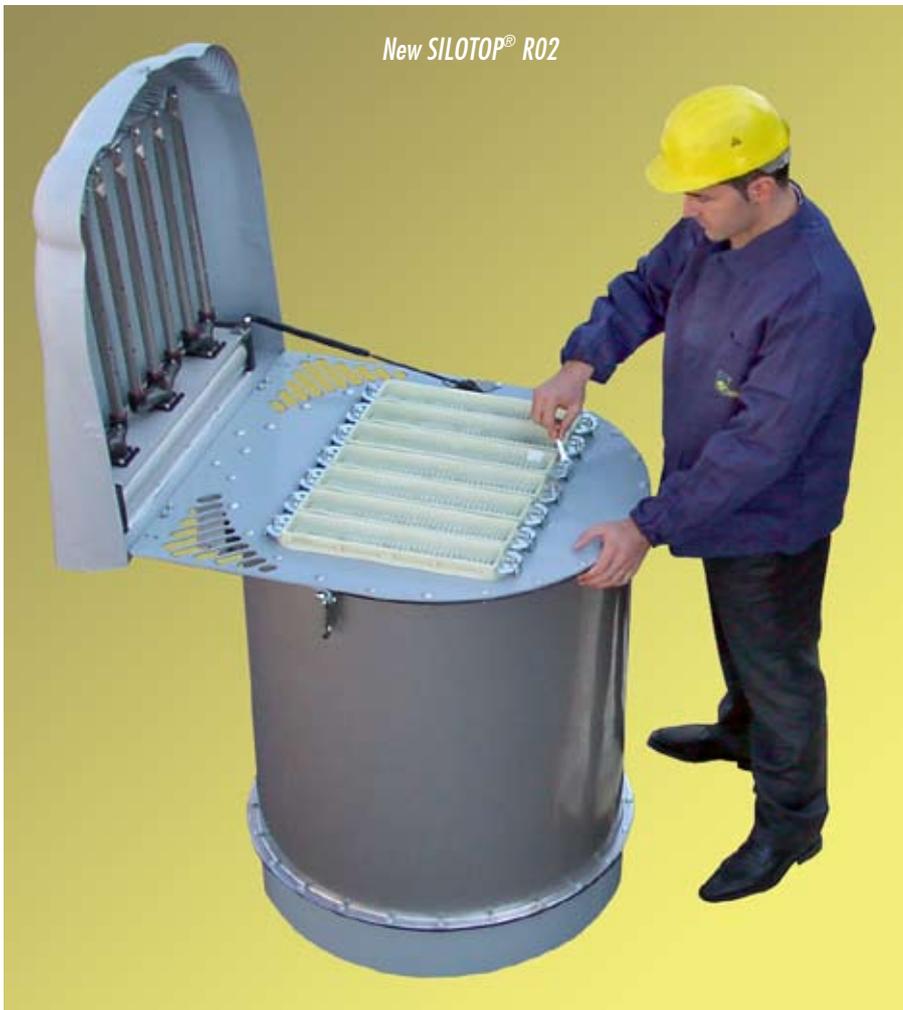
customer satisfaction. Dust emission prevention and control has been an absolute priority in research. One of the main results is the development of dedicated filter media and filter element geometry that offers maximum efficiency in operation.

Current health & safety standards

► DUST EMISSION fully complies with up-to-date health & safety regulations

► HIGH RESISTANCE to maximum silo filling pressure with REDUCED SILO FILLING TIME due to 24.5 m² real filtering surface area.

The new SILOTOP® R02 is the result of further industrialisation of a silo venting filter that in terms of quality and performance features is second to none anywhere in the world.



design, manufactured from a special robust and weather-resistant engineering polymer compound, makes the new SILOTOP® safer (rounded cover shape, no sharp edges), lighter (use of light high-quality materials) and more silent (special interior cover design).

Constant research for quality improvement of the SILOTOP® has always had the goal of providing total

require regular checks to ensure that dust emission stays within the legal limits. A special ducting system, which is supplied on request, conveys the filtered air making checks easier and safer for the inspector.

The new SILOTOP® model continues to offer some of the outstanding benefits which were already present in the previous version:



Innovative hinged and clamped polymer weather protection top cover



Optional exhaust pipe and ducting system for safe dust emission checks

www.wamgroup.com

WAM FRANCE FOR DIDASTEL PROVENCE

DIDACTIC SYSTEMS FOR TECHNICAL STUDENTS' EDUCATION

DIDASTEL, a French supplier of educational equipment, benefits from long-term experience in the domains of industrial automation, robotics and maintenance. In this role the company closely cooperates with the French Ministry of Education providing engineering students with the practical knowledge of the machinery they will come in contact with in their future professional career.

Recently DIDASTEL placed an order with WAM France for their fourth 150-litre Ribbon Blender manufactured by MAP®.

What makes cooperation with WAMGROUP® special is that it enables DIDASTEL to offer the Ministry of Education small machines which are identical to scale with the large industrial mixers up to a size of 15,000 litres. In the past equipment used for teaching did not have any connection with real industrial machines. DIDASTEL had been looking for some time for an

industrial equipment supplier present on the international scene. When they came across WAMGROUP® it was this feature together with the company's comprehensive technical literature that convinced them to try to work together.

On the MAP® Ribbon Blender the students learn how to perform maintenance on bearing assemblies, how to replace them or how to disassemble the blending shaft. They are also taught how to dismantle and reassemble a CP101 pneumatic actuator or to adjust the outlet flap valve correctly with the aid of a special tool box.

The four machines have been sup-

plied to academies which, with the support of the WAMGROUP® equipment supplied by DIDASTEL, develop the educational schemes for the training courses.



DIDASTEL catalogue with WAMGROUP® reference

www.wamfrance.fr

A "NEW" APPLICATION FOR DUSTFIX®

Thanks to continuous efforts by WAM France to further penetrate and serve the Animal Feed industry across the country, a new effective application was recently found for DUSTFIX® Dust Conditioners.

NEOLAIT (www.neolait.com) is one of the leading companies in the animal feed industry in France. Part of the PROVIMI group, owning more than 100 plants in 30 countries in the world and long since world leader in animal nutrition, NEOLAIT today covers the whole of France from its two production sites in Saint Brieuc and Chalon. With over 60 years of experience, today the company specializes in the production of milk replacers for all kinds of stockbreeding (cattle, sheep and goats, pigs).

In their plant in Saint Brieuc, NEOLAIT has dedicated a production line exclusively to one of its most popular products for cattle. It is a licking block, the CODIBLOC® Junior, specif-

ic for heifers, used to integrate their diet with a number of essential minerals, such as zinc, manganese, magnesium,

phosphor and sodium. To make the mixture more appetizing, a substantial quantity of molasses is injected and mixed in with the minerals.

Before using the DUSTFIX®, the company was struggling to inject up to 8% of molasses into the recipe; today, thanks to DUSTFIX® they can manage quantities as high as 24%, which results in higher productivity and a wider variety of recipes managed by the same production line.

With over 100 plants across the five continents there are certainly excellent opportunities to be seized worldwide. This "new" application for the DUSTFIX® can and should be reproduced in virtually all the existing PROVIMI plants.



DUSTFIX® installation at NEOLAIT in Saint Brieuc, France

www.wamfrance.fr

THE INTERNATIONALISATION OF OLI®

THE MALTESE MINISTER OF FINANCE, ECONOMY AND INVESTMENT INAUGURATES OLI VIBRA LTD. IN HAL FAR, MALTA ON JUNE 5TH 2008



Container Terminal in Hal Far, Malta

The Minister of Finance, Economy and Investment of the Republic of Malta, Mr Tonio Fenech, gave the newly established OLI Vibra Ltd. the



OLI Vibra Ltd. in Hal Far, Malta

honour of personally inaugurating the new assembly plant in Hal Far on June 5th 2008.

The vicinity of one of Europe's most modern container terminals will

make the factory in Malta OLI®'s hub for the western hemisphere. Container loads of semi-finished vibrators arriving through the Suez Canal from the

OLI Wolong manufacturing plant in Shangyu, China, are custom-cleared and stored on average within 24 hours in the nearby warehouse of OLI Vibra. After final assembly in large batches the vibrators

are reshipped to OLI® Subsidiaries in Europe, as well as to North and South America.

The setting-up of OLI Vibra Ltd. was an important milestone in the

internationalisation and globalisation of OLI® following the corporate strategy of WAMGROUP®.



Minister Tonio Fenech

www.olivibra.com.mt

YOU CAN'T ALWAYS WIN

WAMGROUP® LOSES 2:1 IN 2008 MODENA FOOTBALL CUP FINAL

Saliceta San Giuliano (Modena), 26th June 2008

After winning the 2006 and 2007 editions of the Annual Modenese Companies' Football Tournament, the WAMGROUP® team didn't quite make it this year after dominating the earlier stages of the tournament.

The final certainly saw with BOSCH Oil Control and WAMGROUP® the two strongest sides fighting the final battle. And a battle it was. After an impeccable first half for the BOSCH team crowned by an early goal in the third and a second one in the fourteenth minute, WAMGROUP® did not give up and managed to come back strong in

the second half. Unfortunately the goal scored in the 29th minute once again by the indomitable Nsiah Collins was not enough to force the teams to extra time. In the end it was their solid defence strategy that secured the BOSCH side this year's victory.

After the match the WAMGROUP® coach promised: "We'll get the cup back next year".

Winner and runner-up in the local "Gazzetta di Modena" the day after the final



www.wam.it

AN *ICON* FOR THE NEXT DECADE

On July 30th 2008, *iCON*, the new WAMGROUP® Configuration Software — *iCON* stands for *Intelligent Configurator* — was given "clearance for take-off". WAMGROUP Holding had invited representatives from different subsidiaries not only to share the strategic views of the Corporate Management on standard equipment configuration but to actually test the *iCON* configurator thoroughly under "field conditions".

One of the important milestones on the Group's road to global software integration, *iCON* will become operational with all WAMGROUP® Subsidiaries shortly.

The iCON test team

www.wamgroup.com



RUGBY TOURNAMENT DEDICATED TO ADRIANO MARCHESINI

On May 11th 2008 Modena Junior Rugby Club organized the 1st Junior Rugby Tournament in memory of WAMGROUP® co-founder, Adriano Marchesini, who passed away in 2006 after a long illness (see WAMGROUP® Newsletter No.1, April 2007).

With the participation of U9, U11 and U13-category teams of Modena Junior Rugby Club, joined by other teams from Reggio Emilia and Bologna, the event counted more than seventy players. The invitation was extended to

elementary schools from Mirandola and some nearby villages in order to introduce the children to a sport which is characterized by strong moral values.



www.wam.it



SPECO® PRODUCTS FOR POLISH WASTE WATER SECTOR

The Polish market is fairly new to SPECO® Waste Water Equipment. After exhibiting for the first time at the 2006 edition of WOD-KAN, the country's foremost event for the water and waste water industry, WAM Polska attended again this year with their own stand from May 29th until 31st in Bydgoszcz. A large number of visitors from the sector who came to visit the



WAM Polska at WOD-KAN

stand showed great interest in GCV Vertical Screw Screens and the WASTEMASTER® TSF Compact Pre-Separation Plant.

Following the show, staff from WAM Polska went on a fact finding tour to visit the key customers together with the SPECO® Product Manager. Their aim was to collect more in-depth information on the Polish market which is expected to show considerable growth over the next few years.

www.wam.pl

OLI® FURTHER EXPANDING

In 2008 WAMGROUP® member OLI® has been further expanding the company's sales & distribution network in various countries. First OLI Spain



OLI Spain

moved to new premises across the road from WAM Spain. Then OLI Vibra in Malta was set up. OLI Romania followed where customizations and a spe-



OLI South Africa

cial series of concrete vibrators (pokers) are assembled for distribution through the global OLI® organization. Next was OLI India, for the time being a division of WAM Bombay. The Indian branch takes particular interest in the mining industry where large-size external elec-



OLI India staff at 'Sugar Asia' in New Delhi

tric vibrators are required. An interest that is shared by other countries like Australia, Russia, as well as South Africa where OLI®'s latest subsidiary has been recently set up.

www.olivibra.com

Next Issue Preview



New RONCUZZI® factory in Ravenna, Italy

In August 2008 WAMGROUP® associates RONCUZZI® moved to new premises outside Ravenna, a town situated on the Adriatic Sea which once served as the seat of the Western Roman Empire and later the Ostrogothic kingdom. In their third Ravenna location since the foun-

dation of the company's first workshop in 1898, they now occupy 26,800 square metres of factory grounds 11,000 of which are covered by buildings.

Start of operation of the new factory has been scheduled for September 1st 2008.

www.roncuZZi.com

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Published by:
WAMGROUP®
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