



## A NEW START FOR WAM®

The earthquake of May 2012 left the Italian manufacturing plant of WAM® with damage that requires major investments in restructuring. Details on the extent of the destruction were reported in a special issue of the WAMGROUP® Newsletter earlier this year. In his Christmas message, viewed on YouTube, WAMGROUP® Chairman & C.E.O., Vainer Marchesini, gives an outlook on the recovery of the site in Ponte Motta. The following is an excerpt from his speech.

With the ribbon cutting ceremony on December 19th at the office building in Ponte Motta we have managed to keep our promise to enable a large number of our staff return to normality after the Christmas holidays. By August 2013, 50% of the people currently still working in



Formigine have returned to Ponte Motta. The rest of our employees will hopefully be able to return to the site before the end of 2013.

The future Ponte Motta plant will be different. It will be more modern, it will be more efficient from a logistic point of view, and it will be more beautiful. There will be new road access, new administrative buildings and a recreation area including tennis courts. It will take time to complete this project but I am confident that we will manage.

Recently I have been honoured with recognition and

some important awards. As I have publically confirmed on all those occasions, these awards belong to all who work with us. The earthquake made us discover great solidarity, as well as the desire to rebuild. At the ribbon cutting I learned that our people are proud of this recognition. Well, it fills me with pride to see our

employees proud of what we have achieved together and of being part of this company.

In this message of hope I would also like to remember our colleague, Marcello Tromba, who died so young from an incurable illness.

I would like to end this brief message by wishing everyone Happy Holidays and a healthy and prosperous New Year. When the warm season returns we will give our employees and their families during an Open Day the opportunity to see how restructuring of the Ponte Motta plant is proceeding.

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WAMGROUP

*strong ethics ....*

*.... winning spirit*

## EDITORIAL



Dear Reader,

In 2012 WAMGROUP® faced the greatest challenge in its more than forty year long history when a 5.9 earthquake struck the Group's headquarters in Ponte Motta, Italy. The damage to the factory buildings could have been a profound threat to the survival of the company. However, having opted for an internationalisation strategy a long time ago definitely helped WAMGROUP® to overcome the severe problems created by the quake.

2013 will see the renaissance of the site in Ponte Motta with the kick-off of a new development project which aims for completion by the end of 2014.

If anything positive can be gained from natural disasters, it is that they seem to unite people in solidarity action. The extraordinary team spirit among staff in Italy and foreign subsidiaries was more than clear evidence of this.

Best wishes,

Michael Grass  
WAMGROUP® Public Relations Manager

## ACKNOWLEDGEMENT TO JACQUES DEMADDELENA

PONTE MOTTA, ITALY, 28TH OCTOBER 2012



Vainer Marchesini, Jacques Demaddelena, Stefano Baraldi

After retiring in 2003 from his job as Managing Director of WAMGROUP®'s first ever trading subsidiary, WAM France (see Newsletter No. 2, 2008 and No. 1, 2011), Jacques Demaddelena continued to support the subsidiary's new General Manager, Serge Angelosanto, on a regular basis as consultant in his role as Supervisory Board Chairman. In 2012 Mr Demaddelena decided to retire definitely.

As a special acknowledgement for his great achievements, WAMGROUP® Chairman & C.E.O., Vainer Marchesini, invited Jacques Demaddelena to the 2012 Sales & Marketing Meeting followed by a dinner to his honour at the *Accento* restaurant in Ponte Motta.

[www.wamfrance.fr](http://www.wamfrance.fr)

## SOLIDARITY FROM THE MAYOR OF FORMIGINE

FORMIGINE, ITALY, SUMMER 2012



Mayor Richeldi, Marchesini, Councillor Costi

An impressive demonstration of empathy and solidarity with the municipalities struck by the earthquake in general, and WAMGROUP® in particular, was shown by the Mayor and Council of Formigine. Without their quick, unbureaucratic decisions rarely seen in Italy WAMGROUP®

would have been unable to resume production so quickly in their temporary premises rented in the pretty town south of Modena. Shortly after the first screw conveyor was assembled, Mayor Franco Richeldi and Councillor, Maria Costi, paid the plant a most welcome courtesy visit.

[www.wamgroup.com](http://www.wamgroup.com)

# CONCRETE PRODUCTION EQUIPMENT

WAMGROUP® CONTINUES WITH SECTOR SPECIALISATION STRATEGY



In the beginning there was an idea and a vision: turning concrete batching plant components into industrial products. Back in 1969, WAMGROUP® Chairman & C.E.O., Vainer Marchesini, started his business with this ambitious project in mind. It all began with cement screw conveyors, later followed by butterfly valves and silo venting filters. Marchesini knew about the industry's requirements in a fast developing domestic market. The knowledge of the market needs was of fundamen-

tal importance in order to develop a specialised product range. The new standardisation specific for concrete batching plant was characterised by a considerable number of innovative features. WAM® screw conveyors had a smaller cross section, ran at high r.p.m. but reached feed rates higher than those of their bulky competitors. The young entrepreneur was aware of the risk of approaching a deeply conservative market with such new ideas; and Marchesini did not stop there. Staying ahead of the competition required total control over the technology. This led to the decision to develop and manufacture all fabricated and mechanical components in house. Research & Development and production facilities became the main areas of reinvestment of the company's profit.

Taking a big leap from the late 1970s when WAM® had already earned itself a position of leading supplier to international concrete plant manufacturers to the present, we see a scenario of worldwide leadership of

WAMGROUP® in the industry. The more than half a million cement screw conveyors manufactured so far could form a chain reaching from the French capital, Paris, to Novosibirsk in Siberia. Over 850,000 butterfly valves piled on each other would reach the height of one hundred Burj Khalifa, the world's currently tallest building in Dubai. Last but not least, the filter surface of all dust filters supplied so far would cover more than 1,200 football pitches. No competitor anywhere in the world could match such breathtaking figures.

The recently completed "Concrete Sector Kit" is a comprehensive collection of promotional tools featuring the WAMGROUP® plant components specialised for the concrete industry. This tool will help WAMGROUP® staff from all countries to promote and present the specialised product range, while customers will be able to easily identify WAMGROUP® products and their technical features.

[www.wamgroup.com](http://www.wamgroup.com)



# SLUDGE TREATMENT IN FRENCH ABATTOIR

FORGES-LES-EAUX, NORTHERN FRANCE, SUCCESSFUL SINCE 2003

The enquiry for a plant for treatment of biological sludge from a cattle abattoir in Forges-Les-Eaux, northern France, goes back to 2003. The main request for this special application was to find a technical solution that would avoid any civil works and help reduce the volume of sludge, as well as providing a solution for odours in the environment. Moreover, there was a need to reuse the sludge as fertilizer. The flow rate was estimated to be approx. 1.2 m<sup>3</sup>/h, while its dry solids content, after being processed in a centrifuge, was supposed to be increased from 18 to 30%.

For this special application, the solution proposed was a complete lime discharging and dosing plant including a mixer. The scope of WAMGROUP<sup>®</sup>'s supply mainly consisted in a Bin Activator by EXTRAC<sup>®</sup>, a stainless steel Screw Feeder, a Micro-Batch Feeder both by WAM<sup>®</sup>, a Continuous Ploughshare Mixer with a capacity of 1.2 m<sup>3</sup>/h by MAP<sup>®</sup>,



Shaftless Screw Conveyor and Micro-Batch Feeder feeding into Continuous Ploughshare Mixer

Screw Conveyor which is installed beneath the outlet of the centrifuge. For problem-free discharge of the lime from a storage silo, a vibrating Bin Activator is fitted to its outlet

indicator ensures control of the discharging system. From the Micro-Batch Feeder the lime is fed into the Continuous Ploughshare Mixer where lime and sludge are perfectly blended until the desired value of dryness has been achieved. The mixer discharges into another Shaftless Screw Conveyor which conveys the conditioned sludge to an external disposal tank.

As a final result of the technical solution proposed, the installation of the complete sludge treatment line ensures the desired dryness of the sludge with a convenient reduction of the volume and a subsequent cost reduction for disposal. Moreover, the automatic system avoids the risk of dust pollution, prevents leakages and ensures odour-free operation. As envisaged, the treated sludge is suitable for being used as fertilizer.



WAH-type Continuous Ploughshare Mixer by MAP<sup>®</sup> employed as Sludge Conditioner

and two Shaftless Screw Conveyors, again by WAM<sup>®</sup>.

The sludge is fed directly into the mixer by means of a Shaftless

cone. Subsequently, the lime is fed by means of a stainless steel Tubular Screw Feeder into a Micro-Batch Feeder. Inside its feed hopper a level

[www.wamgroup.com](http://www.wamgroup.com)

# PERSISTENCE IN INNOVATION

MODENA, ITALY, NOVEMBER 30TH 2012

**O**fficina Emilia (Emilia Workshop) is an initiative of the University of Modena and Reggio Emilia, which promotes active knowledge of the local socio-economic and technological context, with particular regard to the mechanical industrial district of the Emilia-Romagna region.

The multi-functional interactive museum-workshop of *Officina Emilia* offers an opportunity for students of all age groups to visit, research and experience *Officina Emilia's* hands-on laboratories. The aim is to promote a better understanding of the local industry, as well as to involve and motivate people in the study of science and technology as an essential support for promoting economic and social growth.

*Officina Emilia* is not simply a museum with exhibits featuring hands-on experiments, but a workshop to provide an understanding of the functioning of technologies, of the organizational models of production, and of the social relationships that underpin the production and innovation processes in the light engineering industry. The focus on this branch of industry is due to its importance for technological convergences, transversal to the industrial



Public discussion at Officina Emilia

structure of the region, as well as for its importance in economic terms, on a regional, national and international level.

In November 2012 WAMGROUP® Chairman and C.E.O., Vainer Marchesini, was invited to a public meeting at *Officina Emilia* entitled *ostinata mente*—a play on words which translates with “persistence” but also “stubborn mind”. Testimony was to be given to how passion, expertise and

innovation are the foundations of making a vision of the future become reality. The success story of WAMGROUP® was a perfect example of how creativity of research firmly rooted in a specific territory can become a powerful tool to react to the adversities of our times. This may represent a precious resource to continue practicing an innovative vision of the future of the Modenese territory.

[www.wamgroup.com](http://www.wamgroup.com)

## FLITECH® MOVING INTO NEW PREMISES



**A**fter a little more than two years of construction time, in April 2012, WAMGROUP® associates, FLITECH®, inaugurated their new factory in Poggio Rusco, in the province of Mantua.

The entire area covers 11½ acres 1.6 of which are currently roofed. The new production facility gives the company the possibility to invest in large-scale production and to expand their actual product range. The main challenge for FLITECH® in the coming years will be to develop an extensive distribution network worldwide.

[www.flitech.it](http://www.flitech.it)

## GRADUALLY BACK TO NORMALITY

**After seven months' stay in an unfamiliar environment, WAMGROUP® is moving back to usual office. The headquarters building in Ponte Motta has been reinforced after the earthquake in May 2012.**



*Office building with reinforced structure*

Seven months after the devastating earthquake in Cavezzo, the WAMGROUP® Management thought it was time to thank the employees of WAM Industriale, TECNO CM, TOREX® and OLI® for their efforts, their solidarity and identification with the company in the months that followed the natural disaster.

Among the businesses struck by the quake, WAMGROUP® proved to

be one of the most efficient in resuming production. WAMGROUP® Chairman & C.E.O., Vainer Marchesini, felt it was his duty to thank the company's workers and staff who at all

times showed exemplary team spirit.

On December 18th Mr Marchesini talked in front of employees in the company's temporary manufacturing facilities in Formigine. This was followed by a ribbon cutting ceremony on December 19th at the restructured WAMGROUP® office building in Ponte Motta.

[www.wamgroup.com](http://www.wamgroup.com)



*Ribbon cutting in Ponte Motta*



*Christmas message in Formigine*

## “FERMO CORNI” AWARD TO VAINER MARCHESINI

*MODENA, ITALY, DECEMBER 1ST, 2012*



*The Mayor of Modena, Giorgio Pighi, and Vainer Marchesini*

The ITS Fermo Corni, Modena's foremost technical high school, can be defined as the cradle of local engineering. The city's most renowned developers and entrepreneurs received their education there making the school known far beyond Italy's borders.

In the presence of the Mayor of Modena, Giorgio Pighi, former Corni

student, WAMGROUP® Chairman & C.E.O., Vainer Marchesini, was honoured with the 2012 *Fermo Corni Award* given to ex-alumni who particularly distinguished themselves in the fields of industry, science, social responsibility and economics.

Vainer Marchesini was praised for his high entrepreneurial skills and strong ethic values as the main foundations of the development of an artisan workshop into a global company.

[www.wamgroup.com](http://www.wamgroup.com)

# SEPCOM® BIOGAS VERTICAL AT HOHENHEIM UNIVERSITY

ENINGEN UNTER ACHALM, GERMANY, SEPTEMBER 2012

TRANSCRIPT OF A VIDEO INTERVIEW WITH DR. HANS OECHSNER, DIRECTOR OF THE STATE INSTITUTE OF AGRICULTURAL ENGINEERING & BIOENERGY AT THE UNIVERSITY OF HOHENHEIM, SOUTHERN GERMANY

“At the experimental farm “Unterer Lindenhof“ of Hohenheim University researchers have the possibility to carry out studies on animal husbandry and renewable energy.

The plant belongs to the Faculty of Agricultural Sciences of Hohenheim University. The university institutes come to the farm to find answers to specific questions. The plant provides opportunities to carry out experiments that do not necessarily produce instant profit.

The plant is designed for research by both public institutions and private industry. Its purpose is to support the development of technologies, to find and create new ones, to develop and, ultimately, convert them swiftly into practice.

Last September a machine was installed that separates the digestate from the anaerobic digester into solid and liquid components. The separator made by the Italian WAMGROUP® has the objective to achieve an optimum solids-liquid separation.

In this Biogas plant the digestate is a by-product which contains nutrients such as Nitrogen, Phosphor and Potash. These nutrients must be returned to the natural cycle to be reused as fertilizer. As such, the digestate is not always suitable in its original structure. It therefore makes sense to separate it into a solid and a liquid form. The solid phase can be either transported over longer distances or it can be supplied as compost for gardens. The liquid state can be used for fertigation.



Dr. Hans Oechsner in front of the SEPCOM® Biogas Vertical Separator

Biogas has increased very much in importance in recent years. Currently in Germany there are between 7,000 and 8,000 agricultural Biogas plants in use. These Biogas plants produce an installed capacity of approximately 2.8 gigawatt. Using these plants would allow shutting down three nuclear power plants. We can ferment sewage, manure, waste products and plant matter which is precisely what is done on farms. Plant matter for example: crops are grown for Biogas plants on about 6.6% of the German agricultural land. Through these plants approximately 3% of the electricity consumed today in Germany is produced.

There will certainly be an increase in German Biogas production in the future. However, we can already see the limits. We cannot arbitrarily expand the acreage withdrawing agricultural land for food production in favour of Biogas production.

More Biogas plants will be built. Production will increase, but not as it did over the last eight years. In the near future we have to focus on new developments to increase the

efficiency of German Biogas plants in order to obtain more gas out of these limited sources of organic matter. This includes new technical solutions. It also includes a better use of the nutrients, which is one of the functions of separators as the SEPCOM®.

In future the use of a wider variety of raw materials can definitely be expected. There are a lot of materials that can be composted or used as a source of energy—raw materials that are not yet used at the moment, although they could be. To the same purpose it is essential employing or developing optimised technologies. We have to focus on the fact that it makes sense to exploit these materials. Take horse manure, grape marc or olive pomace. These are materials that should be reused from an energetic point of view. The remaining digestate—rich in nutrients—can be used as fertilizer.”

Two weeks after the successful commissioning of the SEPCOM® Biogas Separator, the University welcomed some 2,000 visitors during an Open Day at the farm. The event was a unique opportunity for WAMGROUP® to showcase their innovative machine.



Open Day at the experimental farm “Unterer Lindenhof”

[www.wamgroup.com](http://www.wamgroup.com)

# NEW PREMISES FOR OLI SPAIN

SANTA MARGARIDA I ELS MONJOS, SPAIN, SEPTEMBER 2012

Established in 2006, OLI Spain is rated as a competent supplier of Industrial Electric and Pneumatic Vibrators, as well as Frequency Inverters and Vibrators for the building industry.

It is the philosophy of OLI Spain to offer a vast clientele high quality standard mass-produced products at an attractive price. Customer satisfaction through competent advice, comprehensive service and constant availability backed up by a vast stock of equipment

are an expectation OLI Spain is ready to fulfil day by day.

For OLI Spain, an affiliate of the other two Spanish WAMGROUP® subsidiaries, WAM Spain and SPECOS Hidrotecnología, in the autumn of 2012 it had become necessary to move their offices and warehouse to more spacious premises. OLI Spain is evidence that in spite of the deep crisis the country is suffering from there can be business growth.



*New premises of OLI Spain*

[www.olispain.es](http://www.olispain.es)

## Marcello Tromba (\* 26<sup>th</sup> December 1979 † 11<sup>th</sup> December 2012)

Marcello Tromba started to work for WAM® in July 2004. That year—after graduating in computer engineering—he achieved excellent grades with his thesis on the implementation of the S5 ERP which he had prepared during an internship at WAM® prior to his employment.

His activities with WAM® ranged from production planning to logistics, encoding and implementation of the new global ERP.



A colleague and friend describes him as someone who had everything that can be defined as nice in a person: always helpful to others, cheerful even in the worst moments of his illness, always with a word of comfort and a smile for everyone—the ill-fated supporting the healthy ones.

His WAM® colleagues express their deep sympathy to Marcello's parents and younger brother. He will always stay in everyone's memory.

## Next Issue Preview

The year 2012 saw a major reorganization of WAMGROUP®'s Chinese production facilities with the manufacturing plant in Wuxi becoming the most important manufacturing hub in the Far East.

To manage the two companies in Shanghai and Wuxi will require all the experience of Giovanni Tacchi (53) who took charge earlier this year. Backed up by Paolo Carnelli, now in charge of WAM Shanghai

Trading, Luca Cancian, responsible for production and Carlo Villari, who manages factory layout and logistics in both plants, Mr Tacchi is ready for the challenge.

The next issue of the WAMGROUP® Newsletter will include more in-depth information on WAMGROUP® in China.



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*.... winning spirit*

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