

# WAMGROUP® NEWS

The Best Deal in Bulk Solids Handling & Processing

## WAM® WITH A BIG SMILE

Born in Modena, Italy, Alessandro Bini (39) first joined WAMGROUP® in 2008 as area manager. In 2012 he took over as general manager at WAM Thailand. A previous job with a logistics company specialising in shipping Formula 1 cars across the globe was not only a great experience but also meant plenty of adrenalin. After an MA in logistics and distribution taken in Genoa, Italy, Mr Bini joined a petrochemical logistics service provider in the port of Ravenna, Italy. From 2005 until 2008, before joining WAMGROUP®, he worked as area manager for Eastern Europe for a major Italian ceramics machinery supplier.

**Newsletter** Mr Bini, how is business?

**Bini** In Thailand, after a long string of political turmoil, there seems to be light at the end of the tunnel. Myanmar has become a focal point of global interest. For Cambodia we have already started an expansion plan supported by a local agent, while a market survey will be taking place in Laos in 2015 to set a long-term strategy.

**Newsletter** Where can you see the major challenges?

**Bini** Building & Construction still being our core business, we have to guarantee continuity to our growth, protecting our market share against the pressure from competitors. Both the chemical and the food industry will grow in future which is why we have to adapt our organisation to the requirements of those industries.

**Newsletter** What are the main opportunities in the short and medium term in your area?

**Bini** The ever-increasing demand for energy in the region will see WAM Thailand focusing on renewable energy, especially on biogas plants with



the SEPCOM® Screw Press Separators. Following WAMGROUP®'s recent acquisition of waste water treatment equipment specialists, SAVI, WAM Thailand will start analysing and developing a new dedicated distribution network for clean water and waste water technologies that in time will ensure future growth in this important high potential industrial sector.



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**WAMGROUP®**

*strong ethics ....*

*.... winning spirit*

## EDITORIAL



Dear Reader,

Unfortunately 2014 has seen the worsening of geopolitical tensions. Some emerging markets have experienced stunted growth, while in advanced economies the need for structural reforms to strengthen growth potential or make growth more sustainable is an urgent matter. In such a scenario WAMGROUP® is expecting a slight increase of its aggregate turnover compared to the previous year, which is less than budgeted. The good news is that the Group has succeeded in compensating the drop in sales in the building & construction industry by considerably increasing its presence in industries such as food processing, waste water treatment and renewable energy.

For the next year, the company has set out to further increase its market presence through intensified product promotion and worldwide customer care.

Best wishes,

Michael Grass  
WAMGROUP® Public Relations Manager

## ITALIAN MINISTER OF LABOUR VISITING WAMGROUP® HEADQUARTERS

PONTE MOTTA, ITALY, 1ST SEPTEMBER 2014



Mayor Luppi, Minister Poletti, Vainer Marchesini

On the first day of reopening of WAM Industriale after the summer holidays the WAMGROUP® headquarters were paid a visit by Giuliano Poletti, the Italian Minister of Labour. Prior to his visit Mr Poletti had participated in a panel discussion on employment and reconstruction in front of 150 people in Cavezzo during which he took a strong stance against Italy's entangled bureaucracy. Referring to the alarming unemployment rate among young people, Mr Poletti commented: "Young people will only be able to find a job if the economy takes off again". After his visit at the Ponte Motta plant in the company of Cavezzo's new mayor, Ms Lisa Luppi, the minister complimented Vainer Marchesini on the great efforts in reconstruction made by WAM®.

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

## SEPCOM® STRIKING AT EURO TIER 2014

HANOVER, GERMANY, NOVEMBER 2014

EUROTIER, with nearly 2,400 exhibitors and 156,000 visitors the world's leading trade fair for animal production, was once again the ideal showcase for WAMGROUP®'s Separator Division's unique SEPCOM® range of Screw Press Separators.

Different horizontal and vertical SEPCOM® demonstration units in action

in the outdoor area were followed by numerous German and international visitors who took great interest in watching the machines in operation. A toy SEPCOM® model on a remotely controlled pick-up truck helped attracting the spectators' attention.



Thomas Vollmerhausen from WAM Germany during demonstration of SEPCOM® in action



# CLAUDIA — ALE — ICCO

RAVENNA, ITALY, AUGUST 14TH, 2014

Anyone who has unexpectedly lost a loved one knows what it is like to go through the process of asking questions without an answer, trying to make sense where there is none. If the loved one has lived a full life there might be some “sense”. If the loved one still had a whole life ahead there simply is no “sense”.

What happened to Alfredo Baioni, Managing Director of WAM Moscow, on August 15th 2014 is beyond imagination. As she did every summer, Alfredo’s wife, Claudia, spent the hottest days of the year together with their two sons, Alessandro and Federico, aged 12 and 8, in the family’s holiday home on the seaside near Ravenna. Summer is the time of lightheartedness for children on their school holidays, and the month of August—in Italy especially—is when lightheartedness culminates in *ferragosto*, the Bank Holiday on the 15th of August. Tragically, Claudia, Alessandro and Federico would not see the morning of Ferragosto. A smoulder, possibly triggered by a faulty battery charger, caused them to suffocate in their sleep.

Alfredo was not with them that day, and he would be destined to survive his wife and children and continue living his life. But if there was no sense in what happened, what sense could he now make of the rest of his life? Alfredo decided not to let despair prevail but to take the offensive against fate. Only two days after the tragedy, following a conversation with WAMGROUP® president, Vainer Marchesini, he started working on what should become his



Home page of the association’s website

lifetime achievement: the CLAUDIA, ALE, ICCO Association whose main purpose is the implementation of projects and programmes directed to charity, schools, teacher training, cash donations, equipment, scholarships, aid for children, families and any other project related to child care and education. With the help of a large number of colleagues at WAM Moscow and the WAMGROUP® headquarters in Italy, a website was quickly set up in Italian,

Russian and English. Those who want to share the activities of the association and keep Claudia’s, Alessandro’s and Federico’s memory alive are always welcome at [www.claudiaaleicco.com](http://www.claudiaaleicco.com).

On 22nd November 2014, the association held its first charity event in Filetto, a little village near Ravenna. It was a moving experience to everyone participating since it emphasized Alfredo’s simple message: life must go on, no matter what it holds for us.

## SCREW CONVEYORS COMING HOME

PONTE MOTTA, ITALY, 1ST SEPTEMBER, 2014

Twenty-seven months after the earthquake WAM Industriale celebrated the return of the screw conveyor production to its manufacturing plant in Ponte Motta. While the workers were at last relieved from their strenuous

daily transfer to the temporary facility in Formigine and back, in a brand new factory building the company’s traditional quality standards in terms of paintwork could be finally re-established. The powder coating finish is, in fact, one of the outstanding features of WAM® screw conveyors appreciated by users all over the world.

With the screw conveyors coming home Ponte Motta has reached again its full production capacity.



Powder coating plant in Ponte Motta

# CASE HISTORIES FROM THAILAND



Manual Bag Openers, Bulk Bag Discharger and Screw Conveyors at Dutch Mill

As mentioned by WAM Thailand's general manager, Alessandro Bini, in the front page interview, in recent years other industries than building & construction have become very important to the local business.

The picture at the top and the next



Fish Sauce Processing

one moving clockwise were taken at DUTCH MILL, one of Thailand's largest manufacturers and marketers of dairy products. For the production of dry instant drink mixtures consist-

ing of flavourings, milk powder and chocolate, WAM Thailand supplied three RSM-type manual bag openers, an SBB bulk bag discharger, two TX tubular and one CX trough screw conveyor in stainless steel, a WBH 550 batch-type ploughshare mixer, as well as various valves and accessories.

Two ZQ loading bellows — the largest model manufactured by TOREX® — were fitted under a travelling crane to evenly distribute lignite on a landfill. To limit air pollution the two loaders are connected with a large size WAMAIR® dust collector.

Through AQUA THAI, a local OEM specialising in waste management, WAM Thailand was given the opportunity to provide two MU-type live bin bottoms for sludge extraction from filter presses for Bangkok's first underground waste water treat-

ment plant. The plant will alleviate the waste water pollution issue in the Bangkok Metropolitan area.

RAYONG FISH SAUCE, "Bringing the Essence of Thai Cuisine to the World", is everyone's favorite in Southeast Asia. On a 500-litre stain-



Mixer Commissioning

less steel continuous WAH-type ploughshare mixer by MAP® the Thai food producer has been successfully mixing small fresh fish with salt since 2012.



Sludge Treatment in Bangkok Underground WWT Plant



Unloading of Lignite



# THE FOCUS ON SOUTHEAST ASIA

*BANGKOK, THAILAND, NOVEMBER 2014*



*WAM Thailand staff in front of the subsidiary's premises in Bangkok*

Ranked number twenty-four among the world's mega-cities, at a population of 14.5 million, Bangkok has developed into one of the main logistic hubs in Southeast Asia. In the past twenty-three years, there has been a large influx of Indians, Pakistanis, Persians, Burmese, Cambodians, Laotians, Indonesians, Malaysians, Nepalis, Filipinos, Chinese and others emigrating to Thailand as well as Bangkok trying to get their fair share of the prosperity produced by the country in the last two decades.

In 1996 WAMGROUP® decided to set up a subsidiary in Bangkok, not only due to the booming domestic economy but also in view of the country's function as an anchor economy for the neighbouring developing economies of Laos, Cambodia, and — especially in recent times — Myanmar. With a population of more than fifty million, Thailand's western neighbour is offering great growth potential after the country's opening following the 2010 general elections. Thailand's

emerging economy has, in fact, become heavily export-dependent, with exports accounting for more than two-thirds of its gross domestic product.

On October 31st, WAMGROUP® Building & Construction Sector Manager, Davide Barotti, supported WAM Thailand's local sales executive by hosting a seminar on cement feeding, flow aiding, silo safety, and aggregate reclaiming in Myanmar's

former capital, Yangon. Some sixty participating Burmese plant manufacturers and concrete producers enjoyed both seminar contents and the opportunity to share some information on products and applications.

By now WAM Thailand employs more than 20 people who ensure extensive coverage of the territory.

[www.wamgroup.co.th](http://www.wamgroup.co.th)



*WAMGROUP® Sector Manager, Davide Barotti, hosting his seminar in Myanmar*

# THE NEW WAMGROUP® WEB PORTAL



In November 2014 the completely renewed WAMGROUP® web portal went online at last. Among its rich features the following stand out in particular: emphasizes affiliation between

corporate and satellite sites; helps user in geo-localisation of subsidiaries; recommends content based on user's navigation; easy search for what you need; attractive success stories, solution

and product pages; vast multimedia content, optimised for mobile devices. Implementation of satellite websites is in progress.

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

## SPECIAL RECOGNITION TO VAINER MARCHESINI

*ROME, ITALY, DECEMBER 2ND, 2014*



*Vainer Marchesini receiving the award*

Associated with the 2014 *Infrastructure Development Award* granted by the *Italian Utilities & Infrastructure Magazine*, a special recognition went to WAMGROUP® Chairman &

C.E.O., Vainer Marchesini, for reconstruction after the 2012 earthquake in the Po Valley and Cavezzo. The award was presented by Mr Andrea Gilardoni, president and founder of CESEF, Research Centre for Energy Efficiency Management and Finance at Agici Finanza d'Impresa, and Mr Pietro Salini, Chief Executive Officer of Salini Impregilo, a leading Italian industrial group specialising in the construction of major complex projects.

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



# SAVI WINS PRESTIGIOUS PUBLIC TENDER

ROME, ITALY, DECEMBER 2014

The ACEA ATO 2 Group is the leading Italian operator in the water sector, supplying 566 million cubic metres of drinking water per year to a population of 8.5 million, performing



over 1.2 million annual checks on drinking water resources, and treating 916 million cubic metres of waste water. The company's investments in 2013 amounted to 202.5 million Euros.

The Group manages the entire water supply and service in Rome and Frosinone, as well as in the respective provincial administrative districts. ACEA ATO 2 is also present in the regions of Lazio, Tuscany, Umbria and Campania. The company completes their services offered through sustainable management of water resources in full respect of the environment.

Thanks to their experience gained over decades, ACEA ATO 2 has developed cutting-edge know-how in the design, construction and management of integrated water systems ranging from spring water to waterworks, from



The SPIRAMATIC VSA 2600 Drum Screen by SAVI

aqueducts to sewerage and waste water treatment.

For the waste water treatment plant of Rome South, thanks to various worldwide references of similar pre-treatment plants, new WAMGROUP® member, SAVI, was proud to win a public tender contract for designing and implementing the complete pre-treatment system. For the first stage six SPIRAMATIC drum-type fine screens, two WAM® shaftless screw conveyors, twelve sluice gates (penstocks), a service water pressurization system for

screen washing, control panels, maintenance facilities for screening equipment — all to be retrofitted on the existing pre-treatment line — were ready for delivery in December.

An extension phase will be implemented by 2016 with a similar fine screening line embedded in the works of the new pre-treatment stage currently under construction. After installing and starting their system, for a period of nine years, SAVI will see to its maintenance too.

[www.savi.mn.it](http://www.savi.mn.it)

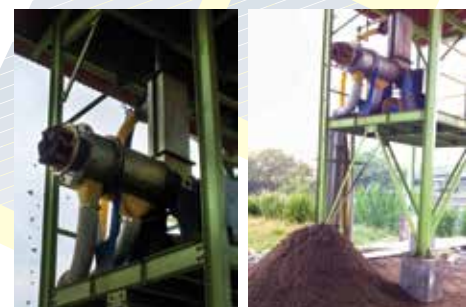
## SEPCOM® SUCCESS

WEST JAVA, INDONESIA, SEPTEMBER 2014

Less than two hours by car from downtown Jakarta, in Cariu, West Java, in 2011 Mr Abimanyu Suyoso opened a 50 acre cattle farm, starting with 3,000 cows. By 2013 the number had grown to 8,000. Growth

in the number of animals inevitably has brought along a continuously huge amount of manure. To solve the problem efficiently with the bonus of natural fertilizer production, the same year a SEPCOM® FARM Separator was installed by WAM Indonesia which has been operating since to the customer's satisfaction.

[www.wam.co.id](http://www.wam.co.id)



# WAM GERMANY'S HELPING HAND

ALTLUSSHEIM, GERMANY, NOVEMBER 2014

They have pulled the sports shirts over their fingertips, the woolly hats over their ears. Fitted out like this, they do their laps on the running track of the local football club. "It's very cold here, we are not used to this", says Mohammed (24), even though he should have warmed up by now. Where he comes from temperatures rarely drop below fifteen degrees Celsius. Life on the streets of The Gambia takes place outdoors, in the sun.

Along with about another thirty asylum seeking men and women from the West African country, Mohammed made his way to Germany after a risky crossing of the Mediterranean Sea, from Libya to Sicily. Football helps to distract them from homesickness and the fear of an uncertain future. Nothing unites people as much as sports. For WAM Germany it went without a saying to provide the African players with complimentary WAM® football kit.



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

## Federico Lugli (\* 9<sup>th</sup> March 1967 † 15<sup>th</sup> November 2014)

Federico Lugli started to work for TOREX® in 1998. The size of the company at that time made it necessary for the staff to act in different scenarios, something that Federico managed to do in an excellent way. He had a profound knowledge of the products following them from design stage to production, from sales to troubleshooting, in the domestic market in Italy first, then also abroad.



In 2003, despite his health problems, he started an experience with WAM USA as a product specialist and sales engineer who was always prepared to share his knowledge with his American colleagues.

The gradual deterioration of his health, in 2007 forced him to return to Italy where he continued to work for TOREX® until the autumn of this year. His friends and colleagues will always honour his memory.

## Next Issue Preview

With only about fifty percent of its land exceeding one metre above sea level the Netherlands have been fighting a battle against the sea in living memory. Reclaiming land from the North Sea is a practice that has become more and more sophisticated in recent times, since this activity first started in the late 16th century.

Engineering capabilities are, therefore, highly developed in

Holland. It was only logical for WAMGROUP® to open a trading subsidiary in a country with so much potential in a variety of industries.

Since 1999 the Dutch branch has been taking care of a vast customer base in the Netherlands covering various industrial sectors.



Scenic windmill in Maasdiijk

## 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](mailto:info@wamgroup.com)  
[www.wamgroup.com](http://www.wamgroup.com)



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