

WAM LATIN - FROM THE ANDES TO THE CARIBBEAN

Born and raised in Buenos Aires, Argentina, David Ongini (63) took a degree in Mechanical and Electromechanical Engineering at the local university before starting his career at Unilever in 1974. When he joined WAM USA in 1998, he looked back on a quarter of a century of experience in managing engineering departments in different companies. At WAM[®], Ongini was able to use his skills in providing state-of-the-art solutions to a vast customer base in Central and South America. Since 2011, he has held the position of general manager at WAM Latin.

Newsletter Mr Ongini, what is the market situation in your territory since you have been in charge?

Ongini In the last five years, as a consequence of the crisis in Europe and China, globalisation has reached Central and South America, too. With more offers on the table, customers have become more price-sensitive, in particular in the building and construction sector. In addition, the global crisis has slowed down the GDP in almost all our countries. This is having a tremendous impact on investments and is obviously affecting our turnover.

Newsletter What would you say is particular about your market?

Ongini We are serving a very heterogeneous market with different languages, cultures and influences, but with one thing in common: high appreciation of service and support, and in many cases that's a real need. For us it has been a great opportunity. Our clientele mainly consists of end users. Most of them in our core business, as well as in the "next" sectors, are big players. There are two sides to that: on one hand, we have to deal with single projects without any hope for direct follow-up orders. On the other hand, customers will value a reference for projects elsewhere.

Newsletter What are the major challenges now?

Ongini We still depend too much on building and construction, with customers becoming more price-sensitive. Therefore, we need to diversify with particular attention to the mining industries, but also to other new sectors. As a small team, in the past we mainly focused on big opportunities. Nowadays, we are investing basically everywhere. Training a new generation of salespeople is becoming now my major task. The better I train people, the earlier I can retire (*laughs*).

Newsletter Finally, what are the opportunities in the short and medium term?

Ongini In the last three years we have heavily invested in feed and food, SEPCOM[®] and waste water treatment.

These sectors are technically very demanding, requiring to meet both local and international specifications, asking for certificates and documentation, as well as service and support. This requires a specialised sales force, and more work considering that projects extend over long periods. However, satisfied customers will become even more loyal than in other sectors. Furthermore, sales are more predictable and, as long-term projects, less sensitive to political and economic changes.



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WAMGROUP[®]

strong ethics

.... winning spirit

EDITORIAL

Dear Reader,

With this issue of the WAMGROUP® Newsletter we have come full circle of a period of ten years of WAMGROUP® history. A fifth of the soon fifty years since Vainer Marchesini founded his first workshop, this is the end of an era and the beginning of a new one.

We thought that the future generations of WAMGROUP® stakeholders will appreciate to be able to look back on what made the Company what it is today, on its happy and its sad moments, as well as on those people who made their mark. In conclusion, we decided to capture the ten years from 2006 until 2016 as a newsletter collection in book format, which will be issued shortly.

Looking back on the last decade, I can say that it passed a lot faster than expected, but this is probably also due to the fact that excitement and satisfaction at WAMGROUP® have never been missing.

So let's toast to the next decade wishing all of us a great start in 2017.

Best wishes,



Michael Grass
WAMGROUP® Public Relations Manager



SMART FARMS



Make your farm become “smart” is an innovative way of understanding the agro-business. It means to be open to the many opportunities offered by the context in which the farm operates and, at the same time, pursue four specific goals: to produce quality food, maintain the natural fertility of the soil, reduce polluted emissions, and generate renewable energy.

In close collaboration with the Italian Biogas Consortium, CIB, and WAMGROUP®'s SEPCOM® Division, Alessandro Ragazzoni, Associate Professor at the Department of Agricultural Sciences of the University of Bologna, and his fellow researcher, Dr Lucia Devenuto, capture the results of their recent research in a book whose title translates to “From Agro-Livestock Business to Smart Farm”.



Alessandro Ragazzoni

NEW TEST LAB

SÃO JOSÉ DOS CAMPOS, BRAZIL, SUMMER 2016

Following the example of their European sister companies (see Newsletter No.1, 2016), this summer WAM do Brasil inaugurated its own test laboratory at the company's premises in São José dos Campos, near the metropolis of São Paulo. The Brazilian subsidiary's management is confident that especially mixer sales figures will benefit from the new test facility.



WAM® LATIN - BLENDING CULTURES

MIAMI, FLORIDA, USA, AUTUMN 2016

The first one to be established in the new millennium, in 2000, WAM Latin distinguishes itself from the other WAMGROUP® subsidiaries for being the only branch not headquartered in its assigned territory. It is also the trading subsidiary with the largest number of countries covered. For this reason, being multi-lingual and multi-cultured is indispensable for WAM Latin's core team in Miami. Their territory stretching from the northern parts of South America, across Central America (Mexico excluded) to the countless islands of the Caribbean, requires frequent travelling to manage their widely ramified dealer network.

A constant investment in training regional salespeople has proved to be a wise choice by WAM Latin's general manager, David Ongini (see front-page interview). In a territory where



The WAM Latin team at the company's headquarters in Miami, Florida, USA

plant manufacturers are almost absent, becoming not only the end users' equipment supplier but also competent consultant on what is the best solution to a problem is of paramount importance. Pursuing this strategy means to lay the foundations to brand recognition, an

objective that has been already successfully achieved in WAMGROUP®'s core business, building and construction. In other industries, Ongini and his team have already set the course.

www.wamlatin.com

PROBLEM SOLVED FOR CARIBBEAN CEMENT

KINGSTON, JAMAICA, SUMMER 2015



CARIBBEAN CEMENT is Jamaica's principal cement producer. For their storage and ship loading operations in Kingston harbour,

a thorough analysis of the challenging conditions in the company's rather dated plant, WAM Latin offered a solution that would not only dramatically

they desperately needed to replace their old screw conveyors to cut down vessel loading time from the current 8-9 days. Following

increase the performance of the installation but also take environmental and maintenance aspects into account.

Ultimately, WAM Latin's solution mainly consisted in the supply of heavy-duty CEMA screw conveyors manufactured by WAM Texas. Compared to the old units, the throughput rate was now twice as much, which brought down ship loading time to less than two days – a company record.

The screws have been running perfectly ever since to the customer's total satisfaction.

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ON THE SHORES OF THE STRAITS OF MALACCA

KUALA LUMPUR, MALAYSIA, SUMMER 2015



From left to right: Jimmy Ng Nichi, Michael Grass, Angelo Vincenzi, Shamsun (Sam) Hizam, Michelle Ng, at NICHI's "Buffalo Saloon"

Through the Malaysian plant manufacturer, NICHI, in 2011 WAM Malaysia supplied: a RONCUZZI® Bucket Elevator, TU Screw Conveyors, WAMFLO® Venting Filters and WAMAIR® Dust Collectors, VFS Butterfly Valves, VHS Pressure Relief Valves,

TOREX® Silo Safety equipment, an EXTRAC® Manual Bag Opener, VB Vibrating Bin Aerators by OLI®, as well as a MAP® Bomb-bay Discharge Ploughshare Mixer for a premixed building materials processing plant destination DAVCO Australia in Melbourne.

Since then frequent collaboration between WAM Malaysia and NICHI has developed into a successful partnership in terms of providing technologically advanced solutions and approved high quality equipment to customers in the building and construction industry across South East Asia.

www.wamgroup.my



DAVCO plant preassembled at NICHI factory in KL

Along with the Australian specialised construction brands Ormonoid and Lanko, DAVCO is part of the international ParexGroup. DAVCO is Australia's market leader in the development and manufacture of tile installation products. Their extensive range includes primers, waterproofing membranes, adhesives, grouts and sealants for both new build and renovation projects.

INDONESIAN PAINT PRODUCTION

JAKARTA, INDONESIA, SEPTEMBER 2015

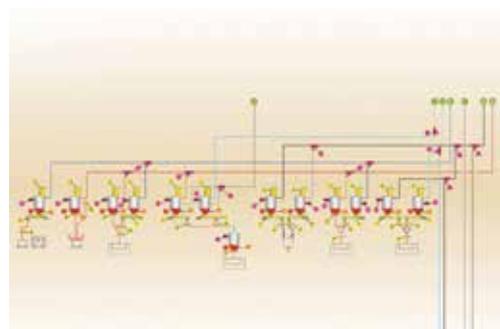
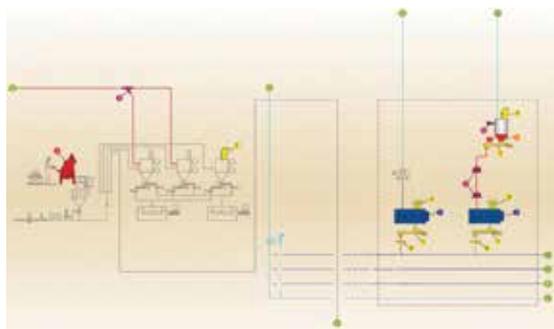
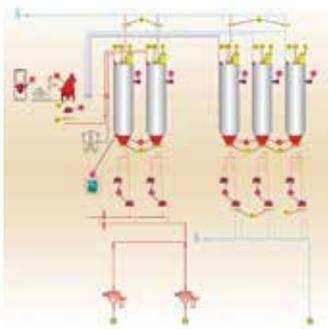


In 2015, DANAPAIN from the Indonesian capital, Jakarta, commissioned a powder handling and processing system for paint production to a local system integrator. The customer's main concern was to eliminate dispersion of dust during loading, which used to be a major issue in the old setup of the plant. Improved flow control and high weighing accuracy were further demands.

The system engineers relied on WAMGROUP® equipment to solve the end user's problems: TX-type Screw Conveyors, SBB Bulk Bag Discharger, VFS Butterfly Valves, as well as an RSM Bag Dump Station including a COM Waste Bag Compactor—all in stainless steel—form the core of the system, which has been running smoothly ever since.

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BISCUIT PROCESSING SECTOR SPECIALISATION



Biscuit Processing plant layout from WAMGROUP® website

In recent years, WAMGROUP® has continued its efforts in adapting the Group's products to specific industries and applications. Amongst the numerous industrial sectors in which WAMGROUP® equipment comes to use, food processing in its various forms has increasingly gained importance.

Big reference projects like the CAROZZI plant in Santiago de Chile (see Newsletter No.1, 2014) became

milestones in the task of product specialisation since a close direct contact with the end users brings to light which product features and benefits are crucial to them in use. As a result, equipment could be engineered or re-engineered in the most market-oriented way.

The challenge for the Group's product managers was to create a sector and application-oriented standard, which provides flexible options meeting the varying requirements of both plant

engineering companies and end users. In Europe the EC 1935/2004 on materials and articles intended to come into contact with food has made the job more complicated, since implementation of the directive does not seem to proceed at the same pace in all countries and in all branches of the industry. Sector specialisation done so far can be considered an important contribution towards it.

www.wamgroup.com

PEAT MOISTENING WITH DUSTFIX®

PISTOIA, ITALY, SPRING, 2016



The task: finding a solution for moistening floriculture and garden use peat. The reason: after extended storage in the heat of summer, the peat loses all its humidity and, consequently, weighs less, which is why before being used, it needs to be moistened.

MAP®'s solution to the problem is a DUSTFIX® 20, which significantly reduces downtime. Prior to the installation of the DUSTFIX®, it was necessary to manually moisten the material – a particularly time consuming operation. Now water consumption has been

considerably diminished, as the amount of water injected into the DUSTFIX® Conditioner is always controlled remaining within a percentage of no more than 5% on the total volume. At the time when water was still manually added, the moisture content would vary extremely, never being less than 15%.

With the DUSTFIX® Conditioner the final product easily reaches the desired consistency and moisture, which is what the customer has been looking for.

mixer.wamgroup.it

SEPCOM[®] CONQUERING THE CARIBBEAN

SANTO DOMINGO, DOMINICAN REPUBLIC, DECEMBER 2015



SEPCOM[®] Vertical during installation in La Vega

SEPCOM[®] was introduced to the Dominican Republic at the Congress of Pig Farming in September 2015 where WAMGROUP[®]'s Solids-Liquid Separator Press caught the interest of the event's main sponsor, SONAPEC, a supplier of equipment and drugs for pig, poultry and livestock farming with offices, warehouses and repair shops in the country's main cities, Santo Domingo and Santiago de los Caballeros. In col-

laboration with SONAPEC, whose nationwide service network makes them the ideal local SEPCOM[®] partner, the first SEPCOM[®] Pig Vertical was delivered soon after the congress.

AVICOLA MARCANO is a family business from the municipal district of El Naranjal, La Vega, in the Dominican Republic. Founded more than 40 years ago by Don Miguel Marcano, the company dedicates itself to pig, poultry and cat-

le farming. AVICOLA MARCANO needed to separate solids from pig manure to optimise its waste management by reducing cleaning time for their anaerobic digester of the farm's biogas plant. As an option, the company also intended to use the separated daily solid residue as an animal feed and fertiliser supplement. Thanks to the SEPCOM[®] Solids-Liquid Separator Press, an output of 3,000 kg of dry pig manure per day, used as an additive for cattle feed, in the meantime, has allowed for an increase of the farm's cow population by 150.

AVICOLA MARCANO had tried other systems in the past, but with no positive results. The extraordinary performance of the SEPCOM[®] Pig Vertical provided a return on the investment in less than a year.

Meanwhile, WAM Latin's reference has led to the delivery of four SEPCOM[®] Pig Vertical Solids-Liquid Separator Presses with another three machines on order.



Bird's eye view of the entire installation

le farming. AVICOLA MARCANO needed to separate solids from pig manure to optimise its waste management by reducing cleaning

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CONCRETE RECYCLING WITH CONSEP® 5000

LOTTSTETTEN, GERMANY, SPRING 2016



CONSEP® 5000 Concrete Reclaimers

Founded as a three-man business over fifty years ago, the REHM Gravel and Concrete Production Company in Lottstetten, Germany, today counts over one hundred employees. Thirty-five own truck mixers and other vehicles are in operation every day to transport fresh concrete from the company's three concrete plants to their customers. An existing aggregate reclaiming system could no longer cope with the volume of residual concrete washed out from the vehicles.

At last, in 2015 the plant had to be adapted to current requirements. The company was then on the lookout for

a reliable system that would ensure constant operational availability and trouble-free separation of the residual concrete from the washed out vehicles. During their search, REHM became aware of WAM's CONSEP® 5000 Aggregate Reclaimer, which seemed to be a viable solution due to its hard-wearing components manufactured from tack-free SINT™ engineering polymer – features that offered considerable advantages over conventional systems.

In July 2015, the old system was replaced by two CONSEP® 5000 units whose recycling screws separate the

aggregates such as sand and gravel for re-use in production of fresh concrete. REHM purifies the wash water on an existing filter press, which enables them to use the filtered water for washing the vehicles, as well as the preparation of fresh concrete.

Since its commissioning, the system has been running smoothly, providing sufficient reserves for increased capacity, which is why REHM is convinced to have made the right choice by installing the CONSEP® 5000 Concrete Reclaimers.

www.wamgroup.de



SINT™ engineering polymer screw



SINT™ engineering polymer batcher sink

WAM ITALIA RELOCATION

PONTE MOTTA, ITALY, NOVEMBER, 2016



New WAM Italia premises in Ponte Motta

In November 2016, it was finally time for WAMGROUP®'s Italian trading subsidiary, WAM Italia, to move literally around the corner to their new premises in Ponte Motta.

Following the earthquake in 2012,

the old WAM Italia building withstood all the aftershocks without any damage, to everyone's amazement. With the corporate office building inaccessible, it became the Group's headquarters for a short period.

The new premises with a roofed surface area of 2,300 square metres offer ample space for warehouse and offices.

Next to WAM Italia, construction of the new Corporate Technology Centre started in December.

Next Issue Preview

In 2005, WAMGROUP® established a trading subsidiary in Casarrubios del Monte, half way between Madrid and Toledo, exclusively dedicated to the waste water treatment sector. The Spanish market was booming at the time and no-one could have guessed what crisis the country's economy was heading towards.

The company named SPECO Hidrotecnología is managed by Gabriel Azzollini, an Argentine whose vast experience and expertise over time has become a valuable asset to WAMGROUP®'s Water Division on an international



The Alcázar of Toledo, Spain

level.

In the first issue of the WAMGROUP® Newsletter in 2017,

Azzollini will illustrate how the Group's Water Division has been able to identify new opportunities in the crisis.

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