

# WAMGROUP® NEWS

## WAMGROUP® IN UKRAINE

*Mstislav Shulyupin was born 41 years ago in Pushchino, a town south of the Russian capital, Moscow. In 2005, with a degree in chemistry and a PhD from Moscow State University under his belt, he was looking for a job in technical sales. That same year, Shulyupin responded to a job offer from WAM Moscow and got a position in sales as he had aimed for. In 2007, he moved to the Ukrainian capital Kyiv where he continued his career with WAMGROUP®, first as a sales engineer, before becoming General Manager of WAM Ukraine in 2008.*

**Newsletter** What is the market situation in Ukraine these days?

**Shulyupin** The market is maturing. When I came over here in 2007, our rotary bin level indicator was a novelty to users. Meanwhile, it has become a standard component for bins and silos that you'll find everywhere. Another example are our micro-batch feeders. In the past, micro-ingredients were mostly added by hand. With stricter laws regarding health and safety at the workplace, industrial processes are

becoming increasingly automated, and we have the suitable equipment for this. When the borders were opened after the millennium, many workers saw their chance in Western Europe. The resulting shortage of skilled workers led not only to a greater appreciation of the labour force by the Ukrainian industry but also to faster automation.

**Newsletter** Where are the biggest opportunities for the near future?

**Shulyupin** Our traditional sector, as for most WAMGROUP® subsidiaries, is the building and construction industry with our products for concrete, asphalt and drymix processing plants. In these industries, we need to

**Newsletter** So, you are mainly focused on these industries?



**Shulyupin** Absolutely. Don't forget that Ukraine historically was considered the Eastern European breadbasket because of the fertility of its black soil. Today, the country exports millions of tonnes of grain all over the world. The government is aware that targeted investments must now be made in the processing industry. One example is the production of sunflower oil.

***"We see our biggest opportunities in the food industry. We have the machines and equipment in response to the demand."***

consolidate and secure our position. In addition, we see an extraordinarily broad and interesting potential in various areas of food processing and animal feed production. For these applications, too, we have the appropriate machines and equipment in response to the demand.

### CONTENTS

Editorial	2
Emilia-Romagna Governor, Stefano Bonaccini, visiting WAMGROUP®	2
WAM Ukraine looking for Opportunities	3
Noodles from Ukraine	4
WAM Ukraine - Cement Transshipment	5
Pig Slurry Disposal with SEPCOM®	5
"Beyond-the-Beyond" (part 2)	6
Retirement Wishes to Jim Rogers	6
25th Anniversary of WAM China	7
Reference Hunters Programme	8
Next Issue: WAM Moscow	8

## EDITORIAL



Dear Reader,

**For the most part, the baby boomer generation, to which I belong, led their lives into the silver age without any earth-shattering global events, until 2020. An extreme experience that no one could have remotely imagined in a globalised world where everything seemed possible and doable. Even though the pandemic is far from over, thanks to the vaccines there is justified hope that we will be able to return to normality in the course of the coming year. What kind of normality this will be remains to be seen.**

**For WAMGROUP®, 2020 closes with a global turnover that is only slightly below that of the previous year, no disappointment in times like these. Of course, the rapid, worldwide spread of the virus is due to globalisation. Whereas the 1968 flu pandemic still took weeks to spread around the world, Covid-19 can now do so in just a few days. However, globalisation also means spreading prosperity. So, we're not going to turn back the clock, because our future lies in the joint creation of all rather than in isolation.**

**In this spirit, I wish you a healthy and successful new decade.**

Best wishes,

Michael Grass

**WAMGROUP®**  
Public Relations Manager

## EMILIA-ROMAGNA GOVERNOR, STEFANO BONACCINI VISITING WAMGROUP®

**Ponte Motta, Italy, 25th September 2020**



Vainer Marchesini explaining a model screw pump to Governor Bonaccini

**O**n his tour of selected institutions and companies in the province of Modena, the president of the Emilia-Romagna region, Stefano Bonaccini, accompanied by his entire council, on 25th September 2020, honoured the WAMGROUP® headquarters in Ponte Motta with a most welcome visit. WAMGROUP® president, Vainer Marchesini took the pleasure to be the party's guide on the visit of the Technology Centre.

On his official Instagram profile Governor Bonaccini used the following words: "A typical Emilian miracle: when WAM® was founded more than 50 years ago it started with one worker only. Today the company counts 2,000 employees worldwide, almost 800 in Italy. And there is the determination to continue to invest. Human capital and innovation: our strengths. Thanks for the warm welcome and the beautiful gift. I'll dedicate my next goal to you guys" (Bonaccini referred to a football shirt given to him to remind him of the time when he played in a team together with some WAM® employees that was sponsored by WAMGROUP®).

WAMGROUP® has been reacting vigorously to the challenges of 2020. Thank you, Governor Bonaccini, for an additional injection of energy.





# WAM UKRAINE ON THE LOOKOUT FOR OPPORTUNITIES

*Kyiv, Ukraine, Winter 2020 - 2021*



*The WAM Ukraine team*

Located in the heart of Europe, Ukraine is the second largest country on the continent by area and the eighth largest by population. Ukraine is rich in natural resources and has large agricultural areas, which

makes the country a major agricultural player internationally. Industrial production has been waiting for years for far-reaching investments and innovation pushes. Outdated production facilities offer low efficiency, so local production is not really competitive on international markets. The country's large territory requires constant road rehabilitation, which makes the asphalt sector very important for WAM Ukraine. On the one hand, the country's population is getting older

and on the other hand, people are looking for better living conditions in the main cities, which is currently leading to booming housing construction.

WAM Ukraine was founded in 2006. A small, yet devoted team has been working during the last fifteen years to bring innovative high-quality WAMGROUP® solutions to Ukrainian companies. Building a strong partnership with key customers, constant search for opportunities in growing sectors and a great team spirit are predominant factors for being successful despite the numerous challenges and crises that the country has been facing on a regular basis.



and on the other hand, people are looking for better living conditions in the main cities, which is currently leading to booming housing construction.

## NOODLES FROM UKRAINE

*Bila Tserkva, Ukraine, since 2011*



EXTRAC® bin activator



Tanker loading bellows by TOREX®

**B**ila Tserkva is located on the Ros River approximately 80 kilometres south of Kyiv. The name of the city, literally translated, is “White Church” and may refer to the no longer existing white-painted cathedral of medieval Yuriiv. During its more recent history, Bila Tserkva became a large industrial hub for machine building and construction industry.

For a local food manufacturer specialising in the production of noodles, WAM Ukraine supplied back in 2010 a number of EXTRAC® bin activators, blow-through rotary valves and diverter valves by TOREX® as well as WAMFLO® dust collectors.

Flour as the main ingredient for noodle production is stored outside in

seven silos. To ease discharging of the material the silos are equipped with vibrating bin activators on their outlet cones. Beneath the bin activators, the blow-through rotary valves feed the material into a pneumatic conveying system, through which the flour is transferred into the heart of the plant. There, the WAMFLO® dust collectors provide for efficient dedusting of the system before the flour is weighed in batches for further processing.

Excess flour is stored in silos outside for sale. Road tankers are loaded by means of ZG-type loading bellows by TOREX® with a solid connection to a centralised filter unit ensuring dust-free operation.

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



## WAM UKRAINE - CEMENT TRANSHIPMENT INSTALLATION

*Kyiv, Ukraine, June 2020*



TU-type screw conveyor system

In times of Corona virus, it is occasionally necessary to be creative in solving problems. In March 2020, a first strict lockdown took place in Italy affecting national production and logistics. In order to be able to supply WAM Ukraine's customer on time, WAM Eurasia in Turkey stepped in at short notice delivering the required tubular screw conveyors and

SILOTOP® venting filters.

The cement transhipment plant in question is located in the Kyiv region. The material arrives in railway waggons from a cement mill situated 500 kilometres away from the capital. On arrival, cement is unloaded by gravity into hoppers beneath the railway tracks. The hoppers are discharged

by screw conveyors. It was important to achieve a feed rate of 130 tons per hour on two lines in order to unload two waggons simultaneously. The cement is then transferred via a pneumatic conveying system from an intermediate bin to storage silos for bulk distribution.

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

## PIG SLURRY DISPOSAL WITH SEPCOM®

*Zhovti Vody, Ukraine, since 2009*

For eleven years now, a pig fattening farm near Zhovti Vodi in south-central Ukraine has been working successfully with a SEPCOM® Horizontal Screw Press Separator, size 065, for solids-liquid separation of the slurry produced by the animals.

The farm with just under three hundred sows, which started operations in 2000, experienced increasing problems with manure disposal over time. The SEPCOM® Horizontal Screw Press Separator brought a solution to the problem in the long run.

The Promagro Group, to which the Dnipro-Hibryd fattening farm belongs, advertise on their website pig breeding systems using state-of-the-art technology. This includes solids-liquid separation, the end products of which can be profitably reused in the context of a circular economy.

Thus, as is well known, both the separated, odourless solids and the liquid phase can be used as high-quality fertilizer. Surpluses can be marketed at a profit.

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



SEPCOM® Horizontal Pig

## “BEYOND-THE-BEYOND” (PART 2)

*Ponte Motta, Italy, Autumn 2020*



Following the winter camp in December 2019 (see WAMGROUP® Newsletter Issue No. 2-2020) various similar events sponsored by WAMGROUP® had been planned for 2020. Unfortunately, the Corona virus threw a spanner in the project's works.

Despite the pandemic, it was only natural for WAMGROUP® to continue its cooperation with FISPES, the Italian Federation of Paralympic and Experimental Sports, in anticipation of better days.

What even the children are already

capable of, the numerous spectators were able to admire in December 2019. And seeing them enjoy the gifts from the sponsor is heart-warming. They absolutely love their backpacks, thermos bottles and K-way jackets.

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

## RETIREMENT WISHES TO JIM ROGERS

*Fort Worth, Texas, USA, September 2020*



Jim Rogers

Jim Rogers, native of Ann Arbor, a city west of Detroit, Michigan, is a veteran employee of WAMGROUP® companies in the United States.

Jim travelled worldwide for an Ohio-based bulk material handling components supplier from 1980 until 2001

before coming across WAMGROUP® for the first time in the 1990s during a business trip to Australia. When the WAM® plant in Fort Worth, Texas, opened in 2002, Jim began his career as sales and territory manager for WAM Texas, a job he performed to the great satisfaction of the management of WAM Inc. until his well-deserved retirement in 2020.

Like few, Jim knew how to gain the trust of his customers, spread over a wide area, in his company's

products. In recognition of his service to the company, Enrico Vincenti, CEO of WAM Inc. presented him with a plaque.

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





# 25TH ANNIVERSARY OF WAM CHINA

*Wuxi, People's Republic of China, November 2020*



The WAM China manufacturing plant in Wuxi in 2020

When Vainer Marchesini decided to invest in a manufacturing plant in the People's Republic of China in 1995, there were still more bicycles than cars in the streets of Shanghai.

25 years have passed since then, and Shanghai car traffic is now equal to that of any other mega-city in the world. During this period, China has made a gigantic leap from an emerging country to a global economic power, a development that is still continuing.

WAM China can look back on analo-

gous growth in relative terms. What started in a small dark workshop in Shanghai-Pudong has developed into a factory at the current location in Wuxi, where WAMGROUP® products like screw conveyors, dust collectors, mixers and others are manufactured industrially in large numbers on a total roofed production area of more than 50,000 square metres.

WAM China proudly celebrates its anniversary and declares itself ready for the challenges of the next 25 years.

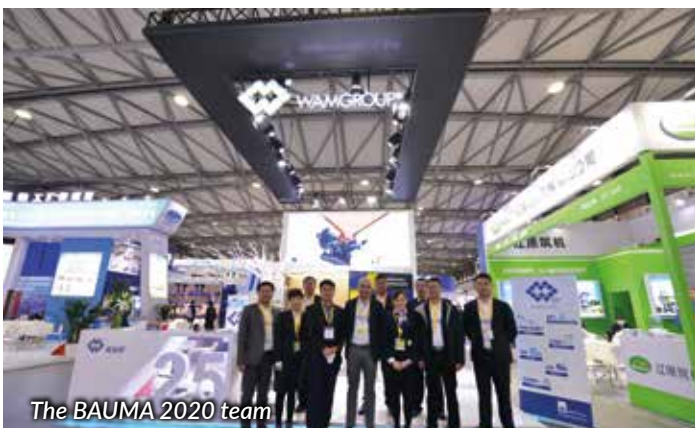
[www.wamgroup.com.cn](http://www.wamgroup.com.cn)



WAM Shanghai in 1995



WAM Shanghai in 2005



The BAUMA 2020 team

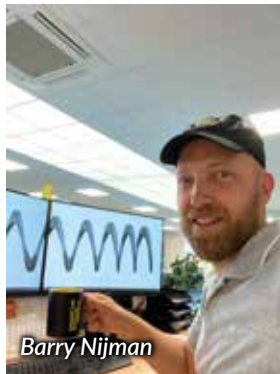


BAUMA China 2020

# WAMGROUP®'S REFERENCE HUNTERS PROGRAMME

*Ponte Motta, Italy, Summer 2020*

For a global player like WAMGROUP®, with over forty of its own trading subsidiaries worldwide, references are indispensable. The branches often have to deal with customers who also have their own international distribution network and may therefore already be using WAMGROUP® products through some of their sister companies. In this context, the WAMGROUP® parent company has launched a competition this year that allows its sales staff to win prizes for reference descriptions of particular value according to a points system.



Barry Nijman



David Prieto



Warren Deighton

The rules stipulate that participants can reach different levels up to becoming "Grandmaster" as their score increases.

2020. Congratulations went to Barry Nijman from WAM Holland, David Prieto from WAM Spain and Warren Deighton from WAM Engineering in the UK.



For achieving the "Scout" level, three employees received the coveted Reference Hunter baseball cap and the heat-sensitive colour-changing Reference Hunter coffee mug in the summer of

But this should only be the beginning. The programme will continue throughout 2021. More prizes await both those already involved and newcomers.

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

## NEXT ISSUE PREVIEW

With a population of over 20 million in its metropolitan area, Moscow is the largest city on the European continent alongside Istanbul. In 2005, WAMGROUP® decided to open its own trading subsidiary in the world's largest country by area and with the world's largest mineral and energy reserves. It took a lot of WAMGROUP®'s pioneering spirit to become successful in a market whose roots lay in a state-planned economy and only a few years ago had turned to capitalism.

Read about WAM Moscow in the next issue.



Moscow, Red Square



**WAMGROUP®**  
www.wamgroup.com

### IMPRINT

Published by:  
WAMGROUP®  
Communications Centre

Via Cavour, 338  
41032 Ponte Motta  
Cavezzo (MO) - ITALY

Tel.: +39 0535 61 81 11  
Fax: +39 0535 61 83 43  
info@wamgroup.com

C.F. e P.IVA 03017030366  
R.E.A. 350973 (MO)  
Cap. Soc. € 10,000,000.00 i.v.