

## ARGENTINA MEETING SPAIN

*Born 48 years ago in the Argentine capital, Buenos Aires, Gabriel Azzollini emigrated to Spain in 1989. After graduating in civil engineering from the Polytechnic University in Madrid, Azzollini began his professional career in two local companies where he gained experience in costing and budgeting, as well as technical sales. He subsequently worked as Technical and Commercial Manager for a former agent of SPECO® in Spain. In 2005, his five-year experience in the waste water sector qualified Azzollini for the job as General Manager at SPECO Hidrotecnología—a post he still holds to this day.*



Gabriel Azzollini

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**Newsletter** What is the current situation in your market?

**Azzollini** It is complicated right now. The lack of a stable government has a negative effect on public investments. The waste water sector, in particular, is suffering from this situation.

**Newsletter** Any particular characteristics of your market, the mentality of customers, traditions, obstacles and challenges?

*“The main challenge is to maintain SPECO Hidrotecnología’s position as a leading supplier of compact pre-treatment plants and screw screens, which up until now, has been the basis of our growth.”*

**Azzollini** Spain is a mature market in regards to large size waste water treatment plants, but there is still a market for small and medium-size plants, an area in which we are very strong. As for industrial water treatment plants, we have experienced tremendous growth between 2000 and 2010, but with the crisis, private companies have stopped investing locally. They are redirecting their focus abroad. Once the political issue has been solved, I think everything will return to

normal leaving us perfectly prepared and well positioned.

**Newsletter** What are the major challenges for the company and yourself at this moment?

**Azzollini** The main challenge is to maintain SPECO Hidrotecnología’s position as a leading supplier of compact pre-treatment plants and screw screens, which up until now, has been the basis of our growth. We should complement these with the SAVI product range in projects wherever possible. My personal challenge is to help our Latin American subsidiaries develop the SPECO® and SAVI brands. As a native speaker, I feel particularly comfortable with such a task.

**Newsletter** Where can you see major opportunities in the short and medium term?

**Azzollini** The economy needs to be reactivated and environmental regulations be enforced not only in waste water treatment but also in the livestock sector. Here the SEPCOM® Division should be doing well in future once the relevant laws have been passed.

## EDITORIAL



Dear Reader,

After ten years, we believed it was time for a new outfit for the WAMGROUP® Newsletter. When we started our journey back in 2006, we intended to create a common communication platform for customers, suppliers, colleagues and stakeholders alike. A decade later, feedback from all sides has given us evidence that readers with different cultural backgrounds, for the most part share the same interests.

A news mix on topics such as product presentations, market-oriented solutions and product specialisations for various industries, case histories from all over the world, as well as stories about events and people have over the years mostly met the taste of our readers.

Our aim is to continue to be a forum over the next ten years too for all those who are interested in WAMGROUP®.

Best wishes,

Michael Grass

WAMGROUP®  
Public Relations Manager

## NEW AMBULANCE FOR CAVEZZO

Cavezzo, Italy, February 5<sup>th</sup> 2017



WAMGROUP® Vice President, Roberto Marchesini, holding the plaque awarded by Cavezzo's Blue Cross

Last year, the Blue Cross of WAMGROUP®'s home town, Cavezzo, was in desperate need of a new ambulance. WAMGROUP S.p.A. was happy to give a helping hand by becoming key sponsors along with the Municipality of Cavezzo. The Blue Cross, which is made up exclusively of volunteers — some of whom employed by WAMGROUP® — had organised a small celebration to show their gratitude to the Marchesini family for the new vehicle.

## REP TRAINING AT ENVIRO-CARE

Gurnee, Illinois, USA, March 2017



The classic U.S. sales model provides for a countrywide sales organisation, which is made up of Reps who represent the link between the equipment provider and the end user.

WAMGROUP®'s North American subsidiary, ENVIRO-CARE, had

invited all their U.S. and Canadian reps to a two-day training at the company's premises in Gurnee, Illinois.

The participants enjoyed hands-on presentations of the

entire waste water equipment range and detailed insights into applications.





# SILOTOP® - THE NEW GENERATION

*Ponte Motta, Italy, Winter 2016 - 2017*

In twenty years from its introduction, SILOTOP® has become the global benchmark for silo venting and de-dusting applications. To keep pace with ever-stricter laws on environmental protection in many countries, WAMGROUP® has recently introduced the SILOTOP® ZERO.

This new silo venting filter is not just an evolution of its predecessor. With its new 'ABSOLUTE' filter media, SILOTOP® ZERO makes silo venting in concrete plants and other installations even more eco-friendly, reducing dust emission to less than 1mg/Nm<sup>3</sup>.

Thanks to the new ABSOLUTE filter technology, SILOTOP® ZERO provides top performance features on a much smaller filter surface area than the previous model, SILOTOP® R03, i.e. 14m<sup>2</sup> versus 24.5m<sup>2</sup>.

SILOTOP® ZERO offers its users a diverse range of benefits that cannot be matched by any conventional silo venting filter. The collector is equipped with four ABSOLUTE, EPA-class



**SILOTOP® zero**



POLYPLEAT® filter elements entirely manufactured by WAM®. The SILOTOP® ZERO is able to handle peak flow rates of 1,600 Nm<sup>3</sup>/h at low can velocity. The special design of the highly efficient air jet cleaning system, which is integrated into the hinged weather protection top cover, ensures low air consumption of merely 1.8 Nm<sup>3</sup>/h. The total weight of the collector of only 72 kg facilitates installation, while its body rim height of just one metre makes filter element replacement particularly comfortable for main-

tenance personnel.

An industrially manufactured dust collector with a stainless steel housing, SILOTOP® ZERO is interchangeable as a whole with its predecessor, SILOTOP® R03. All components are manufactured in house on state-of-the-art production machines. Mass-produced in advanced automated processes, the SILOTOP® ZERO offers customers not only top quality but also a particularly attractive price-performance ratio.

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

## EFFICIENT SLUDGE DISCHARGING & LOADING

Wiefelstede-Dringenburg, Germany, Autumn 2016



For their customer, Ammerland Dairy, situated in Wiefelstede near the German North Sea coast, plant manufacturer, EnviroChemie, needed an efficient system to discharge, convey and distribute biological sludge de-watered by a screw press and mixed with proteinaceous flotat sludge from the waste water treatment plant of the dairy. The SPECO® Division of the German WAMGROUP® subsidiary, WAM GmbH, supplied three Live Bin Bottoms equipped with two shaft-less screws and two rectangular slide gates each. Only the two central ones of the four outlet spouts of each twin discharger are equipped with pneumatic actuators, while each outlet carries an ultrasonic measurement device detecting the height of the bulk cone on the truck trough.

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

## POLYMER GRANULES ON THE BANKS OF THE DNIEPER

Smolensk, Russia, since 2011



To upgrade their twenty-year old plant, in 2011, KONKORD from the Russian city of Smolensk on the Dnieper River, decided to invest

into a polymer granules processing system, the company's main product being copper-core electric cables. Previously to the invest-

ment, KONKORD had to purchase cable insulation from the market. WAMGROUP®'s Russian subsidiary, WAM Moscow, was able to provide the equipment the customer needed to process from now the raw materials necessary for the production of their own polymer granules: screw feeders and conveyors both in carbon and stainless steel, bin activators, butterfly and ball segment valves, silo monitoring instruments and flow aids. All the powdery ingredients go into an extruder which provides the granules, only part of which is intended for their own production. The rest is sold to the market.

Thanks to the investment, the company has been able to enter the public sector and industries all over the Russian Federation.

[www.wammoscow.ru](http://www.wammoscow.ru)



# WAM FRANCE: ANIMAL FEED ADDITIVES

*Laissac-Sévérac-l'Église, France, Spring 2017*



In 2011, LACADEE from the small town of Laissac in the southern French region of Occitanie, commissioned a new animal feed mash processing plant. The French engineering company, CART, who designed the plant, relied on WAM France for the supply of a variety of WAMGROUP® equipment worth a six-digit amount. The supply consisted of more than thirty WAM® screw conveyors and feeders of different types and sizes, five chain conveyors, four bucket elevators by RONCUZZI®, a 10,500-litre batch mixer by MAP®, five WAM®

dust collectors, as well as a large number of slide gates, pressure relief valves and vibrating bin aerators by



*Laissac*

OLI®, along with a rotary valve and a double-dump valve by TOREX® and

an FIBC discharger by EXTRAC®.

Asked during a recent sales & marketing meeting what his satisfied customer after more than five years of successful plant operation was most impressed with, Didier Maséra of WAM France answered without hesitation: "Reliability of our specialised equipment over time and the competence and expertise of both our staff in France and our colleagues in Italy."

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







Viseu, Portugal



Tarancón, Spain



Fresno de la Ribera, Spain

## SPAIN + + + WWT + + + PORT

### Casarrubios del Monte, Toledo, Spain, Spring 2017

In 2005, WAMGROUP® decided to establish SPECO Hidrotecnología near the historic city of Toledo in order to satisfy a steadily growing demand for machines and equipment for waste water treatment plants by municipalities on the Iberian Peninsula. Gabriel Azzollini, who was already familiar with the WAMGROUP® product range at that time, became general manager of the company. Thanks to his experience and skills, success was just a matter of time (see front page interview).

The Spanish real estate bubble of 2007, followed by the global financial crisis, left deep scars in the economies of both Spain and Portugal. Private and public investments have been stagnating since, although there seems to be light at the end of the tunnel, as recent sales reports of SPECO Hidrotecnología show.



Fresno de la Ribera, Spain





Tarancón, Spain

## UGAL + + + WWT + + + SPAIN

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



In late 2015, the Municipality of Fresno de la Ribera in Castile and León, passed an order for a SAVI Bar Screen and four Penstocks, as well as a WASTEMASTER® TSF Compact Plant. At the same time, three Bar Screens by SAVI, a WASTECOM® CLE Washer-Compactor and five SSC Shaftless Screw Conveyors were supplied to the Portuguese town of Viseu. In early 2016, ten years after their first installation including SPECO® equipment, a pig

abattoir in Tarancón, Province of Cuenca, was ready for an extension, commissioning to SPECO Hidrotecnología some additional Screw Screens along with a GRITSEP® DS Sand Separator, as well as a Shaftless Screw Conveyor.



Viseu, Portugal



Viseu, Portugal



Tarancón, Spain

# POPE FRANCIS VISITING CARPI AND MIRANDOLA

*Carpi / Mirandola, Italy, April 2nd, 2017*



*Pope Francis in front of the memorial of the earthquake victims in San Giacomo Roncole, Mirandola*



*Walkabout in Carpi*

**A**lmost five years after the earthquake that devastated large parts of the Modenese low-lands (see special Newsletter editions 7-2012 and 7-2013), Pope Francis paid the tormented lands a visit.

Starting in Carpi, the Pope was greeted by a crowd of seventy-five thousand, some of whom had

reached the magnificent town square the night before to get as close as possible to the itinerary of the Popemobile. Carpi cathedral, which suffered some severe damage from the quake, presented itself in a new splendour and enjoyed a worthy reopening by the illustrious guest.

The Pope's next stop was the

earthquake victims' memorial in San Giacomo Roncole, before arriving in Mirandola where he visited the church of Santa Maria Maggiore where restoration has not yet been fully accomplished.

The Pope's visit was of historical importance both for Catholics and for all those who were left scarred by the events of 2012.

## NEXT ISSUE PREVIEW



*WAM Finland's first and former General Manager, Timo Haarala*

**H**ome of Father Christmas or Santa Claus, Finland is a country of many facets. When in 2010, the U.S. magazine, Newsweek, ranked the countries of the world along a large number of criteria linked to quality of life, they declared Finland to be the global top scorer. It's definitely worth figuring out why. At least, that is what WAM Finland's general manager, Mikko Tuomala, claims in traditionally minimalistic Finnish emphasis.

Find out more about WAMGROUP®'s northernmost subsidiary in the next issue of the WAMGROUP® Newsletter.

## IMPRINT

Published by:  
WAMGROUP®  
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