

WAMGROUP® NEWS

The Best Deal in Bulk Solids Handling & Processing

SWISS PRECISION BY WAM HELVETIA

Born in Offenbach am Main, near Frankfurt, Germany, Florian Seifert (37) took a degree in Economic Engineering at the University of Applied Sciences in Mannheim. During his academic years, he completed an internship at WAM GmbH. Between 2005 and 2014 he gained experience in purchasing, sales and organisation with the German WAMGROUP® subsidiary, before receiving a special training as junior business developer for the Group in South America. Seifert came into contact with the Swiss market for the first time last year. Since June 2015 he has been in charge of WAM Helvetia as general manager.

Newsletter Mr Seifert, how is your Swiss experience?

Seifert The Swiss market is highly developed and technically complex. Swiss engineering companies supply their high performance systems worldwide. Reliability, punctuality, and top quality of the product, along with a perfect finishing are requirements every supplier has to meet.

Newsletter What differences can you see between the Swiss and the German market?

Seifert They have a lot in common, although there are also some differences. Since Switzerland is not an EU member, import and export procedures are complex. To be internationally competitive, Swiss exporters have to be able to rely on safe planning. WAMGROUP®'s global presence is definitely an added value and truly appreciated by our customers. Many global players headquartered in Switzerland, coordinating their international business activities from here, appreciate global cooperation with WAMGROUP®.

Newsletter What are your objectives for the near future?

Seifert Constant product innovation and improvement give us the possibility to provide equipment for new applications, such as food and chemicals, so this will be an area of focus.

Newsletter Where can you see any particular challenges?

Seifert There is an increasing requirement for certificates and documentation which, however, we are able to perfectly satisfy thanks to our international presence.



Florian Seifert at POWTECH 2016

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 **WAMGROUP**
strong ethics
.... winning spirit

EDITORIAL



Dear Reader,

In spite of the macro-economic problems in many parts of the world, the results achieved in terms of global sales turnover in the first three months of 2016 are cause for optimism at WAMGROUP®. At the recent trade shows, BAUMA in Munich and POWTECH in Nuremberg, Germany, exhibitors and visitors from Western Europe confirmed that after years of stagnation the building and construction sector is recovering. Russian customers, who in view of the 2018 football world cup showed great interest in WAMGROUP®'s product range, reported their current difficulties due to the weak ruble.

Though not yet back to former levels, India is showing signs of a comeback, a trend that is shared by a few Southeast Asian countries, while the industrialisation of the food sector in China is offering new opportunities for WAMGROUP®.

Best wishes,

Michael Grass
WAMGROUP® Public Relations Manager

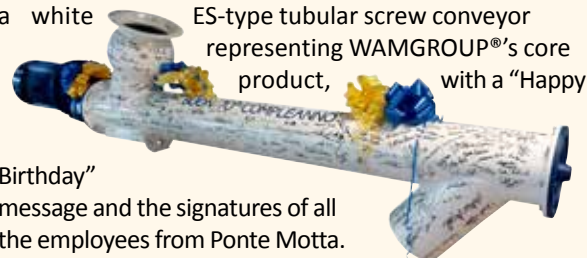
HAPPY BIRTHDAY MR PRESIDENT

PONTE MOTTA, ITALY, FEBRUARY 5TH 2016



WAMGROUP® Chairman & C.E.O., Vainer Marchesini, taking a close look at his birthday present

For his 70th birthday the employees of WAMGROUP® wanted to give Chairman & C.E.O., Vainer Marchesini, a special present. The winning idea was a white ES-type tubular screw conveyor representing WAMGROUP®'s core product, with a "Happy



Birthday" message and the signatures of all the employees from Ponte Motta. Mr Marchesini visibly appreciated the gesture. After a toast with the office staff he paid a visit to the factory for a brief celebration with the workers.

SPECO HIDROTECNOLOGÍA TEAMING UP WITH WAM EURASIA

TOLEDO, SPAIN, OCTOBER 2015

WAM Eurasia relied on the expertise of Gabriel Azzollini, general manager at SPECO Hidrotecnología from Spain, when it came to convincing one of their customers of the quality and reliability of SPECO®'s compact pre-treatment plant, WASTEMASTER® TSF. The Turkish plant manufacturer had been awarded an effluent treatment project in Senegal, the first installation of its kind

for the TSF in the African country.

Both OEM and end user were happy to be shown some reference installations in Spain, receiving some on-site training by Mr Azzollini at the same time.



Azzollini (3rd from left) with customers from Turkey and Senegal

WAMGROUP® IN SWITZERLAND

ALTISHOFEN, LUCERNE, SWITZERLAND, SPRING 2016



In 1999 WAMGROUP® decided to establish themselves in Switzerland with their own trading subsidiary. At first glance, the decision could raise doubts, given Switzerland's relatively short distance from the Group's head-

The strong presence of global players in the Food, Chemical, and Pharmaceutical industries, which continually provide engineering projects for numerous both domestic and international plant manufacturers and

constant availability backed up by a vast stock of equipment and spare parts are an expectation WAM Helvetia is meeting day by day.

A couple of years ago WAM Helvetia moved to the headquarters of



quarters in Italy. So why not deal with the Swiss market directly from there? There was more than one reason why a local presence was important. In business terms, the Italian speaking part of Switzerland, the canton Ticino, is the least prominent, while the French and, above all, the Swiss German speaking cantons offer greater opportunities for sales of the Group's product range.

system suppliers, make Switzerland an important base for WAMGROUP®.

To fulfil the requirements of their customers, it is essential for WAM Helvetia to provide attractively priced products in industrial quality, specifically tailored to the different needs of a variety of industries. Moreover, customer satisfaction through professional advice, comprehensive service and

Swiss Logistics provider, Galliker, in Altishofen. The location right next to motorway A2 — the country's principal north-south connection — has brought a significant improvement in terms of warehouse management and custom clearance, an important aspect in Switzerland, not being an EU member.

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WOOD HEATING SYSTEMS FROM SWITZERLAND

ESCHLIKON, SWITZERLAND, JANUARY 2016



RWN Rotary Feeder by TOREX®

The RWN Rotary Feeders by TOREX® are designed for controlled discharge and feeding of pellets or wood chips from silos, hoppers or similar containers. The excellent cutting performance by the Hardox® rotor and feed rates of 2, 5, 10 and 20 litres per revolution, in combination with the available speeds of 20 and 30 revolutions per minute, make the RWN the ideal rotary feeder for use in solids combustion plants. For the SCHMID Group, a Swiss family-owned business, which since 1936 has been specialising in wood energy solutions for heating systems, these were the main reasons for the deployment of the RWN in their plants. Another convincing aspect was certification as back-burn protection



SCHMID wood chip heating system

according to TRVB H 118. A further plus was ex-stock availability from the WAM Helvetia warehouse in Altishofen. SCHMID, who deliver their heating systems worldwide, have been relying for years on the high quality standards of TOREX®' RWN-type Rotary Valves.

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WAMGROUP® - HOME OF HIDDEN TALENTS

PONTE MOTTA, ITALY, APRIL 2016



Paolo Menini with a SEP COM® pick-up truck model

At the age of six WAM Industriale's Quality Assurance Manager, Paolo Menini (53), built his first miniature model, a plane. Aged 14, he had com-

pleted his first remote-controlled Ferrari F1, which won him a prize.

Miniature model-making has been his passion to this date. In 2012, shortly after the earthquake, Menini put his talent to the test when he created a fully operational SEP COM® separator model to a scale of

1/10. Mounted on the load surface of a remote-controlled model pick-up truck, it was not only great fun to watch the whole assembly in action, but it soon

became a marketing tool that perfectly explained to dealers and installers how to promote the real SEP COM® with pig and cattle farmers.

Menini gained great popularity with his colleagues when he sent up his camera drones during the Family Day in June 2013, taking pictures and video footage of the event dedicated to the reconstruction of the Ponte Motta plant.

Ever since Paolo Menini created a model of the CONSEP® concrete recycling system displayed at BAUMA 2013, a transparent, fully operational WASTEMASTER® TSF compact plant model and TSB septic receiving station put on show at various exhibitions. One thing's for sure: Menini is prepared to pick up new challenges in the future.

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HIGH PERFORMANCE BRAKE PAD PRODUCTION

MENDRISIO, SWITZERLAND, SPRING 2016

The MLH Laboratory Mixer is an extremely efficient, versatile mixer that finds its application in a number of fields, thanks to its outstanding price-performance ratio. The MLH is used in both private and university research laboratories, as well as in testing facilities of various industries and service providers.

The advantages of the MLH induced REX SA from Mendrisio, in the Swiss canton of Ticino, to purchase a model with a 12-litre mixing chamber for their laboratory. REX is a renowned Swiss family-owned business, which produces components manufactured from elastomers and thermoplastics for different applications. Vibration dampers and gaskets for industrial applications are part of their portfolio, as well as components for the food industry. Under the brand name SWISSTOP, REX produces



The REX test laboratory with the MLH lab mixer in action

premium brake pads for bicycles, even used in professional racing.

The MLH 12 Lab Mixer now provides the possibility to develop and accurately perform new mixtures leading to precise conclusions about future series production. Likewise, with the

MLH small quantities can be mixed in industrial quality. Consequently, the MLH Laboratory Mixer helps assure the high demands on quality of the products offered by REX.

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DUSTFIX® FOR SLAG DUST CONDITIONING IN LANDFILL

TEUFTAL, SWITZERLAND: SUCCESSFUL OPERATION SINCE 2005



Conditioned slag dust

The DUSTFIX® Dust Conditioner was developed to condition industrial dust in an economical manner, considerably simplifying handling and disposal operations. Innovative SINT™ engineering polymer components make the DUSTFIX® Conditioner suitable for continuous duty. In a particularly short mixing time throughput rates ranging from 20 to 80 m³/h are achieved.

The reactor landfill in Teuftal, near the Swiss capital, Bern, has to recycle industrial dusts and slag from incineration plants before the residual material can be worked into the surrounding

soil. For this continuous process, in 2005 the company purchased a DUSTFIX® 40 Dust Conditioner.

Slag dust is fed from a silo through a rotary valve and then conditioned inside the DUSTFIX® using water. Prior to being blended and compressed together with the soil, a downstream belt conveyor transports the conditioned material to an intermediate outdoor storage.



DUSTFIX® installation



Conditioned dust is worked into the soil

The initially available empty volume of the landfill for conditioned slag dust amounted to approximately one million cubic metres. When in 2012 the capacity for the treatment of recycled slag had become insufficient, a second silo with another DUSTFIX® was put into operation.

Continuous trouble-free operation made the DUSTFIX® for this customer the most economical, yet eco-friendly solution.

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MAP® Division test laboratory at WAM France, Paris



Test lab at WAM Holland, Rotterdam



Test lab at MAP® Germany, Heidelberg

TEST LABS +++ TEST LABS +++

PONTE MOTTA, MODENA, ITALY

Almost exactly a year ago, WAMGROUP® launched an ambitious project: setting up a series of test laboratories in various countries at the premises of their subsidiaries. Driven by the aim of offering the Group's customers the opportunity to verify process feasibility and to carry out tests close to their home, the project took shape. To ensure equal conditions everywhere WAMGROUP® Corporate issued specifications on laboratory equipment and test procedures, as well as safety instructions regarding both handling of materials to be tested and the different trial arrangements.



Test lab at WAM Poland, Bolesławiec





++ TEST LABS +++ TEST LABS

SPRING 2016

In putting the procedures in place, particular attention had to be paid to shared reporting of the test results. To make sure that the Corporate Divisions interested in those results would be able to obtain immediate access to the reports, WAMGROUP® uses software shared by all their test labs worldwide, enabling uploading of the reports by a simple mouse click. The test results from all the test laboratories are published by the Corporate Divisions in a monthly *Newsflash*, which is sent to related staff at the WAMGROUP® subsidiaries.

A dedicated section of each subsidiary's website on their test lab provides information to their local customers showing pictures and a video-clip of the test facility. In addition, it is possible to find various test profiles and a test enquiry form, along with references on machines supplied so far, divided by industry and application.

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Test lab at WAM Belgium, Ghent



Test lab in Modena, Italy



Test lab at WAM Spain, Barcelona

TOREX® DIVERTER VALVES IN HOLLAND

SLIEDRECHT, THE NETHERLANDS, JANUARY 2016



Installation of pneumatic conveying system including TOREX® Diverter Valves

PLASTIROL from the Dutch town of Sliedrecht is a manufacturer of plastic foil produced in large rolls. For their raw materials, which are recycled

bag handling using forklift trucks, materials are now transferred via a pneumatic conveying system, from the shredder directly into the mixing silo. From the

from production waste, in the past they used bulk bags. This usually caused many storage, handling, discharge and replacement issues in their internal logistics system. The move towards larger storage silos linked to a vast duct network became mandatory.

Rather than through bulk

mixing silo the plastic flakes are conveyed throughout a network of 150 mm diameter duct pipes into eight storage silos. To divert the material inside the duct network, PLASTIROL chose pneumatically operated VAB-type Diverter Valves by TOREX®. Due to rather awkward accessibility inside the building, the customer preferred an outdoor installation of the duct network on the roof of the building.

Thanks to the VAB Diverter Valves, silo filling operation has become fully automatic. For PLASTIROL this means reduced costs for storage, handling and labour.



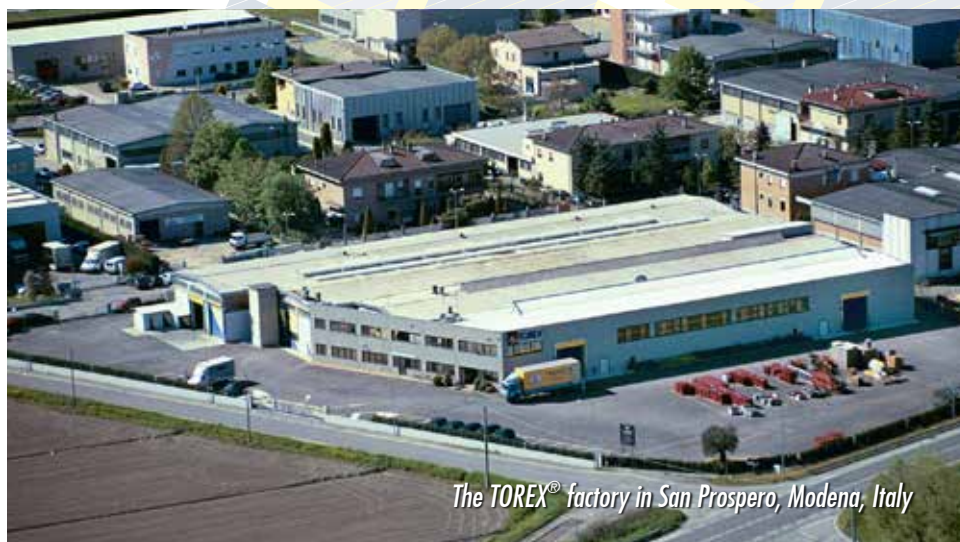
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Next Issue Preview

Next year WAMGROUP® member, TOREX®, will celebrate its 30th anniversary.

What TOREX® has accomplished in those thirty years, will be reported in detail in the next issue of the WAMGROUP® Newsletter.

The company's managing director, Nino Ratti — man of the first hour — will take the reader on a journey through the history of TOREX® highlighting the milestones and focussing on how some of the company's products have become a global benchmark in designing and manufacturing bulk solids handling equipment.



The TOREX® factory in San Prospero, Modena, Italy

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