

BREAKING NEWS FROM DOWN UNDER

It is not the first time that Alessandro Bini (48) has appeared on the front page of the WAMGROUP® Newsletter. At the time of the December 2014 issue, he was General Manager of WAM Thailand, from where in 2016 he moved to South Africa as General Manager of the local subsidiary. Five years later, Alessandro relocated to Australia to become Managing Director of WAM Australia including WAM New Zealand. For many years, the subsidiary down under had suffered from long delivery times for order-specific product configurations. Bini recognised the need for action and paved the way for the local manufacture of WAMGROUP® products through the acquisition of BulkNet.

Newsletter Australia is your third assignment as GM in a WAMGROUP® subsidiary after Thailand and South Africa. How does it differ from the other two?

Bini Australia is 15 times larger than Thailand, but it has a third of its population. Thailand consequently requires a different approach to building market presence, not least because of the language barrier and a completely different Asian way of doing trade.

South Africa is at a lower level of social development compared to Australia being still intensively engaged in the enforcement of civil rights, social integration and equality and the fair distribution of wealth. Living and working in different countries and among different cultures has always been an exciting challenge for me and one that has given me enormous pleasure.

Newsletter What is changing for WAM Australia as a result of the acquisition of BulkNet?

Bini Since February 2023, we have doubled our workforce to 52, grow-

the challenges of the years to come.

Newsletter What are your expecta-



tions for the development of WAM Australia?

Bini We are determined to build even stronger bonds with all our customers and expand into new industries. We are committed to supporting Australia's Circular Economy boom with plenty of projects involving customers, associations and research centres. Our new production facility will add value to products and services, and we will keep training our staff and partners to strengthen our market position.

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"Living and working among different cultures has always given me enormous pleasure."

ing knowledge and expertise at WAM Australia. The integration of BulkNet into the WAM Australia operation creates new synergies and opportunities. By August we brought the two businesses under the same roof. With our new facility we are now ready to face

EDITORIAL



Dear Reader,

The fact that WAMGROUP®'s sales turnover in 2022 would scratch the 400-million-euro mark was hardly foreseeable at the end of 2021. The global restart after the Covid pandemic, extensive investments in future-oriented sectors as well as far-reaching sales activities and intensive marketing by all our subsidiaries contributed to the success.

The forecast for the 2023 turnover is significantly less bright. Inflation, global conflicts and an uncertain political situation in many parts of the planet are currently preventing substantial growth. The biggest growth inhibitor in 2023 was China's economy, which has still not picked up the desired momentum after the Covid pandemic, a fact that has also left its mark on WAM China.

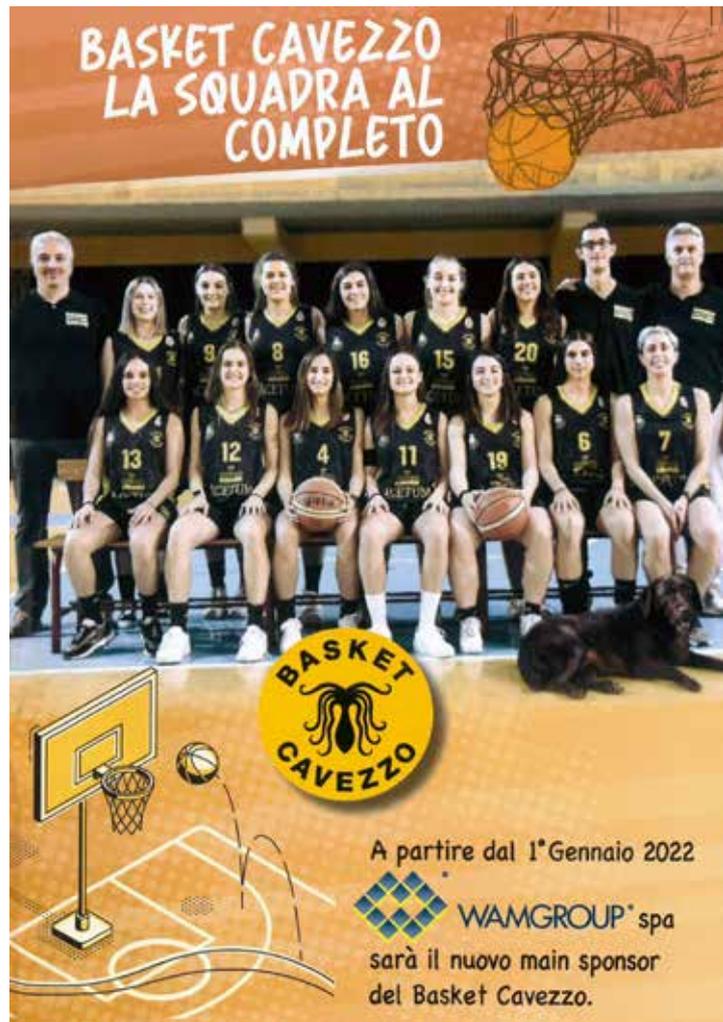
Nevertheless, WAMGROUP® will once again achieve slight growth also in 2023 and will definitely break through that 400-million-euro mark this year.

Happy Holidays everyone,

Michael Grass

WAMGROUP®
Senior Public Relations Director

LET'S GO "LE PIOVRE"



Basketball has been played in Cavezzo since 1978. In 1985, a women's team was founded, which made it into the A1 series, Italy's top league. After difficult years marred by the global financial crisis and the 2012 earthquake in the Modenese lowlands, the club has played its way back to the top of Italian women's basketball thanks to intensive youth work and support.

WAMGROUP® has been the proud main sponsor of "Le Piovre" (The Octopuses) since 2022.



A NEW START FOR WAM AUSTRALIA



The WAM Australia BulkNet team

In a strategic move that underscores progress and dedication to excellence, WAM Australia recently acquired BulkNet, a well-established screw conveyor manufacturer based in Melbourne. This acquisition is pivotal in enhancing WAM Australia's position as a local manufacturer and strengthening its ability to deliver superior-quality equipment to the industry.

The geographical remoteness of

Australia from key industrial centres emphasised the need for a local manufacturer capable of offering shorter lead times and exceptional local customer service, a need amplified during unforeseen events such as the Covid-19 lockdowns, highlighting the vulnerability of extended global supply chains.

The acquisition of BulkNet, already a WAM® partner, was perfectly aligned with WAM Australia's vision.

BulkNet's expertise in crafting premium screw conveyors made it an ideal addition to WAMGROUP®, globally recognized as a leading manufacturer of screw conveyors. This strategic move significantly amplified WAM Australia's capabilities, initiating local manufacturing of screw conveyors and components in line with their objective to provide the local market with top-tier, locally manufactured equipment. A state-of-the-art facility in Dandenong South, Melbourne,

covering over 8,000 square metres, is set to become a consolidated hub for WAM Australia, housing BulkNet as a dedicated division. The new facility will boast cutting-edge production lines, advanced equipment, and expanded storage capacities enabling the organisation to meet diverse customer demands efficiently.

Additionally, the facility will host a dedicated service team, reinforcing WAM Australia's commitment to delivering unparalleled customer support.



New WAM Australia premises in Dandenong, Melbourne

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NEW ERA OF SEPTAGE TREATMENT IN NEW ZEALAND



Brown Brothers Engineers from New Zealand first came across "The Beast" when visiting the SAVECO® stand at IFAT in Munich and were impressed by its groundbreaking performance profile. Shortly after the initial contact, Nelson City Council Septic Waste Reveal Project on New Zealand's South Island was envisaged as a pilot project. After "The Beast" had more than demonstrated all its advantages in a three-month field test, Brown Brothers finally placed the order for three machines.

Thanks to its unique technical features, "The Beast" drastically reduces septic waste collection time from a hefty 40 minutes to a time efficient 5 minutes for seven cubic metre trucks. As has been the case for several years now in applications in the United States, "The Beast" can finally also impress customers in New Zealand.

The success of Nelson City Council's Septic Waste Reveal Project is already having an impact beyond its immediate area of operation and has attracted interest from neighbour-

ing sewage treatment plants and regional councils. Enquiries and plans for further "The Beast" contracts are testament to the positive reception of the project and its potential for wider application. The Nelson City Council Septic Waste Reveal Project is an important milestone for SAVECO® Australia together with their colleagues from WAM New Zealand and a step towards a cleaner, more sustainable world setting a precedent for the waste management sector in New Zealand.

www.wamnz.co.nz

THE ANTIPODEAN WAM®



WAM New Zealand has been operating since 2007 and boasts a strong presence in the construction industry. More recently we have also moved into the food and feed sector.

I was initially Business Development Manager at WAM® and have recently been promoted to Sales Manager and Operations Manager of WAM New Zealand. In recent months we have grown our team in the sales and accounting department and have been able to double our turnover in 2023.

WAM New Zealand continues to be the preferred supplier not only in the construction industry, but also in the plastics, chemical, feed, food, heavy

industries as well as in environmental technologies, where we have recently intensified our activities.

Concrete recycling with the innovative CONSEP™ system seems to offer us great opportunities and gives us hope for some interesting orders in 2024.

For almost 20 years now, WAM New Zealand has forged solid partnerships with local OEMs and end users and is in the process of expanding these even further. The focus is on competent consulting, high-quality WAMGROUP® products at attractive prices and reliable customer service.

Sincerely,
Harry Geel

SYMBIOSIS IN BUSINESS

Bomaderry, New South Wales, Australia, 1990s to present day

In the heart of Australia's flourishing agribusiness sector, Manildra, a notable family-owned enterprise, has stood tall for generations. With a legacy spanning 1.2 billion Australian dollars in valuation and over 25 years of history, Manildra has cemented its position as a Makey player in the Australian landscape.



Manildra is a company situated at Bomaderry, two hours south of Sydney, home to the largest flour mill in the southern hemisphere. For the last 25 years, WAMGROUP® has played a pivotal role in Manildra's growth and operational excellence journey, serving as a trusted supplier and partner.

The collaboration has materialised into several key projects, each a testament to the strength of this long-standing partnership:

In 2020, WAMGROUP® demonstrated its commitment by delivering six 304 Stainless Screws, essential components, enhancing operational efficiency at Manildra.

In 2021, building on the previous year's success, WAMGROUP® further advanced Manildra's operations with a delivery of nine 304 Stainless Screws.

The following year marked a significant milestone with the supply of 40 stainless-steel screws with completion still in progress. This project showcases the scale and depth of the partnership, propelling Manildra's operations to new heights. The cooperation with Manildra encapsulates the transaction growth and a partnership, where trust, expertise, and dedication have solidified WAMGROUP®'s position as a trusted collaborator. As WAMGROUP® continues to contribute to the success of Manildra, this partnership stands as a beacon of what enduring relationships can achieve in the dynamic world of agribusiness and industrial partnerships.



DUST MANAGEMENT IN ASPHALT PLANTS

WAM Australia's distributor in Queensland, FILQUIP, recently collaborated with local installation contractors to design and implement an innovative solution for efficient handling of excess stone filler dust at a Benninghoven Asphalt Plant. The primary goal was to develop a system that effectively managed excess dust, ensuring reduced dust emissions during open truck filling for disposal.

The Dust Conditioning system, a crucial element of this solution, utilises a specialised mixing machine to gather and condition the excess filler dust generated during the asphalt production process. Water is added to the dust, effectively mitigating the release of dust particles into the environment during the disposal phase.

The implementation of this system has resulted in a notable reduction in ongoing operational costs for the asphalt plant. A significant advantage is the elimination of the need for vacuum sucker trucks, which were previously essential for the removal of excess dust from the silos.

FILQUIP took pride in supplying a comprehensive range of WAMGROUP® equipment that played a pivotal role in making this innovative system a reality. The key equipment included:



A TOREX® Drop-through Rotary Valve as a fundamental component ensures efficient and precise material flow, facilitating the overall functionality of the system.

A DUSTFIX™ Dust Conditioner, a high-performance mixer with a capacity of 20m³/h plays a vital role in effectively conditioning the excess dust, preparing it for controlled disposal.

A TCF-type Tubular Screw Conveyor transports the cold filler dust from the silo to the DUSTFIX™ unit. Constructed from powder-coated mild steel and powered by a 5.5kW electric motor, it has been demonstrating robustness and efficiency in the handling process.

This collaborative effort between FILQUIP and the local installation contractors showcased the effectiveness of specialised solutions by WAMGROUP® in addressing challenges within the asphalt production

domain. The successful deployment of this dust conditioning system stands as a testament to innovation and the potential for significant cost savings and operational efficiency in similar industrial settings.

www.wamaust.com.au



A NEW START FOR WAM AUSTRALIA

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WAMGROUP®'s products span a variety of industries, including construction, food, plastics, chemicals, renewable energy, environmental technology, and heavy industries. The AU\$ 8 million investment in the new production facility responds to the market's needs.

By investing in this advanced production facility, WAM Australia aims to become the primary local reference point for bulk solids handling and processing solutions. The integration of WAMGROUP®'s global synergies positions the organisation to deliver unparalleled equipment to the market, marking an exciting and promising era for both the leadership and the dedicated team at WAM Australia.

In a journey that spans over 55 years of bulk handling expertise and 70 subsidiaries worldwide, WAMGROUP® remains committed to delivering specialised equipment and solutions, meeting the evolving needs of the industry. The acquisition



First screw conveyor manufactured in the new factory

of BulkNet and the establishment of this new production plant stand as a testament to their dedication to innovation, growth, and exceptional customer service, heralding an era of unmatched advancements in the bulk handling solutions domain.

Furthermore, the solutions provided by WAM® bring the company into a

prominent position of sustainability, aligning with recycling and circular economy objectives. These solutions are poised to shape the future of local manufacturing, optimising Australia's status in this market and propelling the nation towards a more sustainable and eco-conscious industrial landscape.

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LUCA MALAGOLI * 13th May 1976 † 25th April 2023

The news of Luca Malagoli's sudden death on the day of Italy's Liberation Day shook everyone who knew him to the core.

Luca started his professional career at WAMGROUP® in June 1998 in the Technical Office. The experience he gained there over the following ten years ultimately enabled him to move to the WAM® Screw Conveyor Division. One of his main tasks consisted in supporting his colleagues from the Group's foreign subsidiaries in finding solutions to their customers' problems and working out the



most suitable screw conveyor or feeder configuration to solve the problem.

Luca was seriously committed to his job and always gave those seeking help the impression that he would not leave them alone until he had solved the problem.

Elena Cappelli, Luca's long-time colleague from the WAM® Screw Conveyor Division, said she was particularly touched by the many colleagues from around the world who called to express their heartfelt condolences.

“WAMBINOPOLI” CHILDREN’S SPORTS DAY

Ponte Motta, Italy, 16th September 2023

On a hot late summer's day, a special event on the subject of sports and inclusion took place on the Ponte Motta playing field. An event with the children of WAM® employees as the protagonists.

The kids were able to explore and

try out different sports such as football, tennis, volleyball and basketball coached by adults. They also had the opportunity to take part in other activities such as a biscuit making workshop.

At the end, there was a well-deserved meal as a reward for all participants.



NEXT ISSUE PREVIEW



Hassan II Mosque, Casablanca

The Moroccan port city of Casablanca is the country's most important trading hub and Africa's largest financial centre.

Around a quarter of Morocco's GDP is accounted for by industry, which is made up of mining, construction and manufacturing. In view of the stable economic development in the 2000s, WAMGROUP® decided to open its own trading subsidiary in 2010. More about WAM Maroc in our next issue.



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IMPRINT

Published by:
WAMGROUP®
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C.F. e P.IVA 03017030366
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