

## WAMGROUP® HOLDING - PROVIDER OF SERVICES

Enrico Storchi (40) joined WAMGROUP® in 1998. During his first five years as controller he played an active role in the steadily increasing internationalisation process inside the Group. In 2003 he was appointed Chief Financial Officer of WAMGROUP®.

**Newsletter** Mr Storchi, soon after you joined the Group, a Holding was founded. What was the reason for that step?

**Storchi** WAMGROUP S.p.A. is a company with a board of directors formed by the members of the Marchesini family. A holding was needed to financially control the increasing number of group members.

**Newsletter** How many companies does WAMGROUP S.p.A. control?

**Storchi** Today WAMGROUP S.p.A. is the Holding for the entire Group, which after a reorganization phase, currently controls forty-eight companies.

**Newsletter** Can you tell us more about those companies?

**Storchi** The Group's members are divided into four holding and service companies, seven manufacturing operations in Italy, seven outside Italy, as well as thirty trading companies all over the world.

**Newsletter** What are the tasks of WAMGROUP Holding?

**Storchi** Mainly it has to issue the Group's Consolidated Balance Report which presents the patrimonial, financial and economic situation of each member of the group as if it were a "single company". Furthermore, we support our companies in financial matters.

**Newsletter** So the Holding only deals with financial issues.

**Storchi** Not at all. WAMGROUP S.p.A. provides a number of services to the Group. To name a few examples, there is global cash management to optimize cash flow and the Group's treasury, as well as IAS-compliant financial auditing. Recently we have started an international insurance programme. Corporate Human Resources have been developing global schemes for selection and training of our personnel. Then we support our subsidiaries worldwide in legal affairs. Global marketing is another activity incorporated in the Holding's tasks.



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WAMGROUP®

*strong ethics ....*

*.... winning spirit*

## EDITORIAL



Dear Reader,

Shortly after the turn of the millennium we started a training programme for all WAMGROUP® companies' and senior dealers' staff. The objective then was to provide in a package of three course levels an overview of the Group's history, its product range, the main sectors of application of the products, as well as the corporate mission in terms of sales and marketing.

As one of the "old-timers", I had the pleasure to draw up the course programme, organize the courses, which are held every year, and conduct part of the lectures.

Meanwhile, more than two hundred and fifty people from more than thirty WAMGROUP® Subsidiaries have graduated from one or more levels. Since we first started the programme, various comments that I have received from our long-term customers make me feel confident that the additional knowledge acquired by our staff, today has become a major benefit to our customers all over the world.

Yours sincerely,

Michael Grass

WAMGROUP® Marketing Communications Executive

## EASYSWEEP®

### SCREW FEEDERS IN ATEX-VERSION

*WAM® provides a comprehensive range of Screw Conveyors in the ATEX version that fully meets customers' requirements in terms of feeding, conveying, lifting or dosing potentially explosive materials.*

*Since the ATEX- Directive came into force, WAM® Screw Conveyors have been successfully used in flour milling, for animal feeds, in food processing, confectionery, bakeries,*

*colourings, etc.*

*Among the materials handled one finds products as different as saw dust, sugar, flour, bran and various cereal by-products, starch, sodium bicarbonate, active carbon, ascorbic acid, citric acid, additives and pigments, lactose, chocolate flavours and coke.*



Bakery plant by Austrian plant manufacturer DAXNER

## NEW CHAIN CONVEYOR STANDARD BY RONCUZZI®



In the next issue of WAMGROUP® Newsletter RONCUZZI® will present their new range of Chain Conveyors as the latest product to be included in the Group's product range.

After the implementation of their Bucket Elevators in 2006, Chain (or Drag) Conveyors will complement the Group's vast range of mechanical conveyors for powdery and granular materials.

# “MTX” ATEX ELECTRIC MOTORS

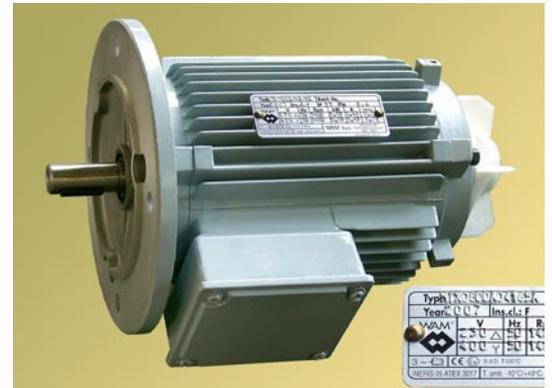
## WAM® ONCE AGAIN AHEAD OF THE COMPETITION

Some years ago WAMGROUP® was among the first manufacturers to comply with the new ATEX Directive, long before it became official. As an additional option to their standard drives, WAM® now offers a range of electric motors marked CE II 3 D T 100°C IP 65. In conformity with the ATEX Directive 94/9 EC, these motors are suitable for operating in potentially explosive environments classified as Zone 22, Group II, Category 3D.

In accordance with the ATEX Directive, WAM® issues a declaration of conformity and applies a CE label.

This is not a simple home-made certification but one issued by the International Certifying Body INERIS No. 05 ATEX 3017.

The range includes sizes from 0.12 to 22 kW having 2 or 4 poles at 220-240/380-420 V, 50 Hz for frames up to size 132, and 380-420/660-690 V, 50 Hz for those up to frame size 160. Further technical details are given in the Technical Catalogue on WAM® Drive Units which is supplied by all WAMGROUP® Subsidiaries on request.



WAM® Electric Motor in ATEX-compliant flange-mounted version

## QUALITY AND SAFETY BY WAM® AS PART OF THE GUIDELINES FOR READY-MIX CONCRETE IN ITALY

The new Italian directives for quality and safety regarding ready-mix concrete now include engineering solutions as recommended by WAM®.

For a long time WAM® has upheld the idea that during pneumatic filling of a powder silo from a tanker it is not only essential to vent and de-dust each silo through its own filter unit but also to equip each silo with its own VCP Pressure Relief Valve.

Following up the introduction of the new guidelines regarding ready-mix concrete, edited by the Central Technical Service of the Superior Council of Italian Public Works, the ATECAP association (Technical and Economic Association of Ready-mix Concrete) has issued the editing instructions for the production processing control manual. The instructions have the objective of sup-

plying the formulation criteria for the manual which reports the activities that the ready-mix concrete manufacturer has to carry out in order to comply with the guidelines.



SILOTOP® Venting Filters installed on top of each silo in a concrete plant

The manual applies to the production process, to transport and quality control, in terms of functional roles, con-

crete specifications, plant and production process, as well as production and product control.

One of the important aspects of the plant specifications concerns the pneumatic filling of the cement silos and cement storage.

The guidelines indicate that **each silo has to contain one type and class of cement only**. Furthermore, to avoid any contamination between cements (and/or other powdery materials used in concrete production) and between one silo and another, the concrete manufacturer has to take care **to de-dust the powders in such a way as to avoid the passage of material from one silo to another even in the case of high pressure at the moment of filling**. The manufacturer also has to place the venting filter unit in such a way as to prevent the collected dust from entering a batch of concrete for which a different type of cement is intended.

# WAMGROUP® IN THE BELGIAN PORT OF GHENT

## CEMENT STORAGE AND HANDLING INSTALLATION

Ghent has not only a commercial port where goods are loaded and unloaded. It is also the location for a great many different industries that use the port of Ghent for importing their raw materials and for exporting their semi-finished or finished products.

These industrial companies produce a wide range of products, such as iron and steel, chemicals, cars, machinery, oil derivatives, foodstuffs, ground minerals and many other bulk solids.

Numerous industries in the port and its hinterland are using Ghent as a supply port for their raw materials, such as ores and coal. For transport to companies situated in the hinterland, good inland naviga-

tion and railway connections are a decisive asset. bulk solids who operate in the port of Ghent. From March until May of this year a new cement handling and storage plant was erected which the port operator had commissioned to the Belgian plant manufacturer GCM.

The cement supplied by rail or road tankers is stored in silos on the quay which are vented by WAMAIR® Dust Collectors equipped with pocket-type filter elements. Twice a week cement has to be transferred from the silos to a ship via air-slides. At the transfer points of the air slides de-dusting is taken care of by WAMAIR® Polygonal Dust Collectors. At the discharge point of the last air slide a ZX-type Loading Spout by TOREX® is fitted. The extra-long bellows is de-dusted during ship loading again through a WAMAIR® Dust Collector.

The high throughput requirement of up to 550 tons per hour along with frequent adverse weather conditions make this an ideal installation for high-quality, high-performance WAMGROUP® products.



*Air-slide De-dusting by WAMAIR® Dust Collectors*



*Cement storage and transfer installation*

tion and railway connections are a decisive asset.

In this sector various modern and specialised terminals are active for the handling, storage and transport of a large variety of bulk goods: ores, solid fuels, fertilizers, minerals, sand and gravel, ferrous alloys, etc.

ENSAGENT is one of the main logistics companies specialising in

All together the plant includes 4 off 54m<sup>2</sup> WAMAIR®, 8 off 36m<sup>2</sup> WAMAIR®, 1 off 28m<sup>2</sup> WAMAIR®, 5 off RV.10.20 Rotary Valves by TOREX®, 1 off ZX-type Telescopic Ship Loader and 1 off BELLOJET® ZA-type Tanker Loading Spout, both by TOREX®.



*Telescopic Loading Spout by TOREX®*

# EXTRAC® BIN ACTIVATORS MADE IN CHINA

## FOR RAW MATERIALS PROCESSING IN THE GLASS INDUSTRY

The Group's Chinese Subsidiary, WAM Shanghai, started production of EXTRAC® Bin Activators in May 2007.

Apart from the chemical and the steel industry, as well as pneumatic conveying installations, a considerable number of the seventy units that were manufactured in the first six months went to the Chinese subsidi-

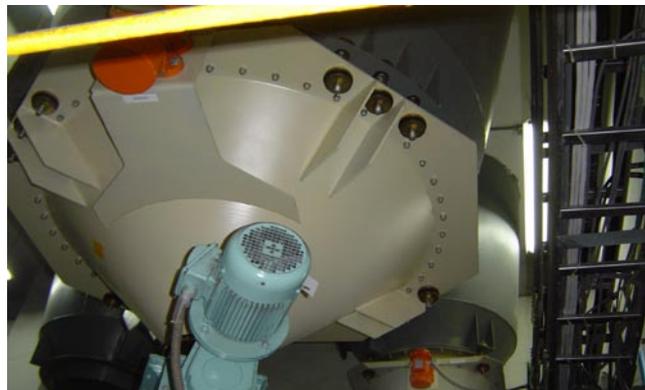
ary of Lahti, a renowned Finnish manufacturer of glass processing plants.

The global glass supplier Pilkington had commissioned to the Shanghai-based company the extension of a factory for floating glass in the city of Chang Shu, an hour by car from Shanghai.

Twelve BA-type Bin Activators in sizes from 1,500 to 2,350mm for

normally poorly flowing raw materials are now oper-

ating to the total satisfaction of the customer.



Bin Activators by WAM Shanghai

# PRECISION FEEDING WITH WAM® And TOREX®

## EXCELLENCE IN ACCURACY

High precision feeding of powders or granular materials has become an increasingly important objective in various industrial processes in recent times.

Air purification, waste water treatment, varnish production, the food, or the plastics industry are only a few examples of

where efficient and economic volumetric feeding and dosing have become a constant requirement. Materials handled range from additives, pigments and reagents to virtually all powdery ingredients that need to be added in small quantities to a process in the most precise and accurate way possible.

Both model ranges, MBF and MBW, supplied by WAM® offer high feeding precision reaching tolerances up to 1% depending on the specific material properties.

The importance of high precision feeding becomes particularly

evident in the manufacture of varnishes where even a subtle difference in quantity of a dosed pigment will lead to

a completely different colour shade of the final product. To be able to satisfy even such advanced requirements, a combination of an MBF

Micro-batch Feeder with a TOREX® weighing system made up of a BE500-type scales combined with the ANSY 8010 microprocessor control unit, is a more than valuable offer.

This combination enables precision levels of up to 99.5% and more.

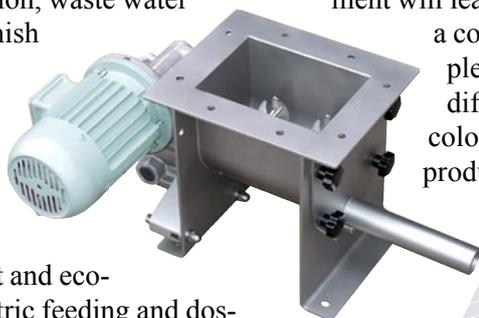
During tests with materials typically used in varnish production (titanium



Micro-batch Feeder battery

dioxide, calcium carbonate, potassium carbonate, various pigments) the error percentage in both continuous and batch feeding processes was always below 0.4 to 0.5%.

The use of WAM® Micro-batch Feeders in combination with TOREX® weighing equipment, considerably increases the possibility of application where a volumetric feeder alone will not be sufficient.



## ANIMAL FEED FOR BAVARIA

NEW COMPLETE PRODUCTION LINE FOR ANIMAL FEED FROM RAW MATERIAL RECEPTION TO FINISHED PRODUCT SUPPLY

Nowadays occasions for building a green field installation for animal feed production have become rare in Germany. INTERQUELL from the Bavarian city of Augsburg, supplier of premium pet food brands like Happy Dog and Happy Cat, offered



MBF - Micro-batch Feeders

such an opportunity to German flour milling plant manufacturer KASTENMÜLLER. Along with an upgrade of their existing processing plant in Wehringen, INTERQUELL

ordered a complete new production line from KASTENMÜLLER which was inaugurated in early 2006 after twelve months of construction works.

WAM GmbH were granted an order for a total of twenty-one MU Live Bin Bottoms fitted at the bottom of silo cells especially designed for extremely poor-flowing materials such as bran and other milling by-products. WAM GmbH have supplied a total of twenty-four vertically insertable polygonal dust collectors WAMAIR® Atex, nineteen WAMFLO® Atex silo venting filters, eight MBF 073 and eight MBW 017 micro-batch Atex feeders for secret additives, seventeen BA Atex bin activators, various pinch valves, butterfly, slide and pressure relief valves, as well as electric vibrators by OLI®.

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



## BIG INVESTMENT BY OLI®

*Development Project OLI Vibra Ltd. in Malta*

The Maltese Government, through Malta Enterprise, has recently reached an agreement with OLI S.p.A. through which they will set up a manufacturing plant and distribution centre in Malta. The company in Malta will produce and distribute OLI® products. It will start operations in March 2008 and is expected to employ at least 30 employees within the third year of operations.



Malta's capital La Valetta

WAMGROUP® Chairman and C.E.O., Vainer Marchesini, was in Malta in October for a meeting with Dr. Austin Gatt, Minister for Investment, Industry and Information Technology.

The island of Malta offers a combination of strategic location and trained human resources which will make OLI® competitive on a global level. OLI S.p.A. will be using Malta as a centre from which products coming from the Far East will be modified and re-distributed. Around 60% of the production will be EU-bound, 20% will be marketed in the USA and the rest in Asia and the Middle East countries. OLI S.p.A. will be investing in a computerised warehouse system operated by a robot to be installed in the factory allocated to them in Hal Far, a former military airfield during World War II, which has been an important industrial development area since the 1970s.



OLI® factory location in Hal Far

## WAM ROMANIA EXPANDING

Earlier this year WAM Romania has added new premises not far away from the present one in Dumbravesti.



Inside view of new factory

On a total surface area of 93,000 square metres (23 acres), 4,000 square metres

(43,000 sq ft) of workshop sheds and 3,000 square metres (32,300 sq ft) of office space are currently undergoing renovation.

A long-term development plan foresees setting-up of manufacturing lines for WAM® equipment of the heavy-duty type in both mild and stainless steel. The objective is to make WAM Romania one of the main manufacturing centres for the Europe zone.

Parts of the offices are destined to corporate IT services.

The factory location in Campina, some 70 km north of the country's capital, Bucharest, and only 12 km from the

present plant, offers great advantages in terms of infrastructure development and logistics.

The WAMGROUP® Newsletter will keep you informed on how work is progressing.



WAM Romania locations

## WAM FRANCE AT SPACE 2007

In September 2007 the capital of Brittany, Rennes, hosted again France's foremost exhibition for the animal feed industry. Apart from livestock and various feed products, the show reserves a section for suppliers of animal feed processing machinery and plant. Mixing of animal feed ingredients is a domain where WAM France has supplied impressive machines in the recent past. Continuing the tradition, this year too they put on display a 15,000-litre batch-type horizontal single shaft mixer sold to a renowned French feed producer.

On the same day that SPACE 2007 was opened by the French presi-

dent Nicolas Sarkozy, WAM France was proud to welcome the minister of

agriculture, Michel Barnier, on a brief visit to their stand.

Minister Barnier (left) with WAM customer M. Brochard of SABE and Catherine Simon Tomasso of WAM France



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

## WAM POLSKA AT POLAGRA TECH

Since 2001 WAMGROUP® have participated at each edition of Poland's



WAM Polska general manager, Fryderyk Jarosz, talking to a customer

foremost exhibition for the food industry, POLAGRA FOOD, traditionally taking place in the city of Poznan. A constantly increasing number of exhibitors and visitors, however, called for further specialisation. Consequently, 2007 saw the first edition of a separate show for machines and equipment for the food industry, POLAGRA TECH.

WAM Polska was delighted to welcome numerous visitors from

various branches of the food industry at their stand, such as flour milling, milk production and sugar processing, to name but a few. WAM Polska's general manager, Fryderyk Jarosz, reported that he could see an increasing demand for high-quality equipment in line with the current European standards, a demand that, especially in the domain of material handling, de-dusting and mixing, is perfectly met by WAMGROUP®.

[www.wam.pl](http://www.wam.pl)

# OBITUARY

## Dietmar Czekaj (\* 18<sup>th</sup> June 1943 † 27<sup>th</sup> April 2007)

When he joined the newly established WAMGROUP® member EMT back in 1993, Dietmar Czekaj already looked back on twenty years of experience in selling mixers in the German market-place.

Thanks to his profound knowledge of various industrial sectors, EMT soon managed to reach a leading position amongst the suppliers of mixing machines.

At the beginning of 2007 Dietmar Czekaj agreed with the company's management a well-deserved early retirement. For some time he had been looking forward to buying another camper and doing what he had always liked best: getting on the road with his wife and stop-

ping somewhere they liked. Their first journey was to take them to Croatia. The evening of their arrival



Dietmar Czekaj

Dietmar mentioned that he did not feel very well. How could his wife imagine that those would have been her husband's last words. The same night Dietmar Czekaj died in his sleep from a heart attack.

From the window of his camper he could see dusk fall over the Adriatic sea before he closed his eyes.

Those who knew him will sorely miss him. For those who never met him he will live on through his unforgotten leading role in the educational WAMGROUP® film "A Day in the Life of a Mixer Salesman".

## SEASON'S GREETINGS

*2007 has not yet ended. Nevertheless we can already confirm that it has been a very successful year for WAMGROUP®. With the world economy on a high, we have been able to increase the Group's sales once again in a double-figure percentage. We are aware that this has only been possible thanks to our Customers' trust in our products and services.*

*We would like to take the opportunity to thank all our Customers, dealers, agents and our own sales force for working with WAMGROUP®.*

*To all of you go our best wishes for the upcoming Holidays and a healthy, happy and prosperous New Year.*



## Next Issue Preview

The WAM Product manufacturing plant, set up in 2003 right next to the Breznički Hum exit on motorway E71 to Budapest, approximately 50 km north of Croatia's capital Zagreb, currently occupies a total area of 22,000 square metres, 2100 square metres of which are covered by factory units and offices.

In 2007 an extension plan was approved by the corporate management.

Since 2003 WAM Product has added new production lines every year increasing their range considerably.

The next issue of the WAMGROUP® Newsletter will include a more detailed description of the extension project.



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