

## THE INTERNATIONALISATION OF WAMGROUP®

William Fantini (57) joined the sales department at WAM S.p.A. in 1979 of which he became manager two years later. From 2000 until 2006 he worked as general manager at WAM S.p.A. In September 2006 he was nominated vice president of WAMGROUP®.

**Newsletter** Mr Fantini, when you first joined WAM®, the company had about 30 employees. Today WAMGROUP® employs some 1400 people worldwide. How do you explain such growth in less than forty years?

**Fantini** When Vainer Marchesini set up his first workshop back in 1969 as a one-man-operation, he was determined to turn a traditionally custom-made machine like the screw conveyor into an industrial product. As you can see, he has never lost his determination.

**Newsletter** Is there any secret in achieving such a goal?

**Fantini** First of all, it takes vision. Then, of course, you need some luck to be in the right place at the right time, the rest is hard work and a good team of professionals.

**Newsletter** WAM® started early with their strategy of internationalisation. From today's point of view, would you say that this was a winning move?

**Fantini** Evolution in globalisation in the past few years proves it was a wise move. In fact, we started setting up assembly plants in America and Asia as long ago as in the early 1990s, when the term globalisation had not yet entered the dictionary and very few would see the opportunities and accept the risks involved.

**Newsletter** What made you decide to go into that direction?

**Fantini** If you want to be competitive, you should have something to offer that is better than what your competitors have to offer. One thing is the quality of the product along with a top quality-price ratio, another is the quality of service, a third area I can see is the quality of communication. With our core products we are proud to be able to claim that, today, we are ahead of our competitors anywhere in the world.

**Newsletter** Weren't there great risks involved in investing in countries so far away from your home country, Italy?

**Fantini** The entrepreneurial risk is certainly high and we did not succeed everywhere right from the beginning. However, a pioneering spirit in combination

with dedication by everyone involved in a project is the foundation of success. Besides, you learn from experience. We now know which steps need to be taken at what moment before we start a new project.

**Newsletter** What will the future bring for WAMGROUP®?

**Fantini** I imagine our global production network becoming more flexible and constantly improving in satisfying increasingly global customer requirements.



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**WAMGROUP®**

*strong ethics ....*

*.... winning spirit*

## EDITORIAL



Dear Reader,

After twenty years in export sales, the last ten of my thirty years at WAMGROUP® I have been occupied with marketing and communications. The bigger our organization is growing, the more important it is becoming to provide all kind of information both to the people who work for our Group and to the market.

Today WAMGROUP® manufactures and supplies more than one hundred and fifty products grouped in over twenty product families. These products are destined to a great variety of industries, from building & construction to foods, from chemicals to waste water, from animal feed to plastics, from mining to glass processing, to name but a few.

At present, WAMGROUP® sells their products through their own distribution network of subsidiaries and dealers who cover a territory of over seventy-five countries.

It has been an enormous challenge to get this far in order to offer the most comprehensive product range and to provide the best service to our customers. And we are determined to go further.

I would like to invite you to become a regular reader of this Newsletter as it will keep you updated on the evolution of WAMGROUP®.

Yours sincerely,

Michael Grass  
WAMGROUP® Marketing Communications Executive

## STRIKING RESULTS WITH BUTTERFLY VALVES

2006 ended with a striking two-digit percentage increase in sales of VFS Butterfly Valves for WAM®.

With production figures reaching over half a million units since WAM® first launched this model, the VFS has consolidated its standing as the number-one dustproof butterfly valve in the world.

Automated mass production guarantees an unrivalled product quality and delivery ex-stock from all WAMGROUP® Subsidiaries, a service much appreciated by customers from different industrial sectors worldwide. Construction materials have been carefully selected and tested to ensure top performance and durability.

The modular valve design offers various options in terms of discs, seals and actuators. At the same time, the small number of components keeps the requirement for spare parts storage extremely low. Besides, mass production is the best guarantee for perfectly matching spares.

VFS Butterfly Valves are used in all pressure-free applications for powders or granules, under bins, silos, hoppers, or containers, in air ducts, as



V2FS 250 with pneumatic actuator

well as in various other parts of storage and processing plants. Among the industries figure concrete and asphalt production, air filtration, chemicals and plastics, foodstuffs and milling products, environmental technology and foundries, and many others. Since WAM® manufactures their own drives and actuators, the valve-actuator combination makes the package particularly cost-effective.



Food-grade V2FS\_AI

### Adriano Marchesini (\* 4th May 1934 † 6th May 2006)

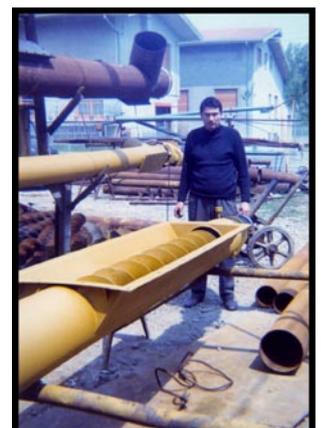
In May 2006 Adriano Marchesini died aged 72 after a long illness. Co-founder of WAMGROUP®, he had been a great support and in many moments a father substitute to Vainer, twelve years his junior, and still a young child when the two brothers lost their father. Until the very end Adriano

would not stay away from the Company. This is an indication of how much he identified with what he and his brother had managed to create together. Vainer Marchesini acknowledges that without Adriano's support, in all these years WAMGROUP® would not have become what it

is today. His contribution as brother and partner will never be forgotten.

Adriano will always be remembered as a very generous person of solid moral values who was always sensitive to everybody's problems.

Adriano Marchesini in 1972



# OLI® VIBRATORS : NEW ATEX-CERTIFICATION

## NEW CERTIFICATION PLACES OLI® IN POLE POSITION

OLI® proudly announce that all their 3-phase MVE External Electric Vibrators from size 20 to 90 have been granted certification in compliance with **ATEX II 2 G, D** by the International Electrotechnical Commission for Explosive Atmospheres **IECEX**. In particular, this means **21 D** category for dusty environment, or **1 G** for gaseous environment.

All vibrators for gaseous

environments are marked **Ex e II T3**, those for dusty ones **Ex tD A21 T150°C IP65**.

It should be underlined that the IECEX certification is the most prestigious worldwide as it is an associated certificate by all the major national standards. In other words, the British BASEEFA, the German TÜV, the U.S.-American UL, the Canadian CSA, among many others, certify under the IECEX rules.

Our readers are kindly invited to visit [www.olivibra.it](http://www.olivibra.it) in order to download the IECEX-certificate or visit [www.ieceex.com](http://www.ieceex.com) for more information on which other national standards are associated with IECEX.



IECEX certificate issued by U.K. certifying body BASEEFA

## DUSTFIX® – Huge Success in Asphalt and Foundries

In functional and economic terms the DUSTFIX® Dust Conditioner is the ideal machine for the evacuation, conditioning and disposal of industrial dust. Due to its particular technical features, the use of innovative SINT® engineering polymers and an extremely short processing time, DUSTFIX® is suitable for continuous heavy-duty use. DUSTFIX® consists of a carbon steel tubular casing with SINT® engineering polymer liner, a combined feeder screw/mixing shaft entirely manufactured in SINT® polymer, a vertical inlet spout and a flush SINT® outlet, a liquid supply point in the conditioning section, and a drive unit with integrated adjustable shaft sealing unit.

These particular technical features make this machine extremely flexible for the conditioning of any kind of dust.

Apart from the asphalt industry, power stations, quarries, fertilizers or production of salt lick stones for cattle, a typical DUSTFIX® application is for filter dust generated in foundries, where a great number of DUSTFIX® units have given proof of being particularly reliable and efficient in conditioning dust collected by the filter, with

clear and substantial benefits both for the users and the environment.

DUSTFIX® can handle up to 50 cubic metres of product per hour and is consequently able to dispose of a large amount of dust in a very short time. This allows foundries to dispose of dust easily without any impact on the environment. In some countries, environmental laws are particularly strict, whereas in others they are about to become more severe. DUSTFIX® is the most economic and efficient answer to this

increasingly growing demand for a dust-free environment.

The major benefits of DUSTFIX® are low maintenance costs due to easy and quick dismantling of the either entirely or only partly replaceable modular mixer shaft. Besides, DUSTFIX® can be easily fitted or retro-fitted in existing plants. During the run-in of the machine the optionally delivered control panel makes setting of the precise liquid flow rate an easier job. Last but not least, the unique self-cleaning non-stick anti-wear SINT® liner reduces maintenance costs even further.



In 2006 MAP® has doubled the number of units sold in countries like Italy, Germany and Spain. Based on this positive result, the MAP® Division is convinced that it will be easy to introduce DUSTFIX® in all the other countries in which WAMGROUP® is present too.



DUSTFIX® in GLISENTI foundry (Brescia, Italy)



DUSTFIX® in asphalt mixing plant (Dubai, U.A.E.)

## WAM<sup>®</sup> CEMENT SCREW CONVEYORS – SIMPLY THE BEST

It's true. Since the unique design of the ES-type Cement Screw Conveyor developed by WAM<sup>®</sup> between 1977 and 1980 first hit the market, many have tried to jump on the bandwagon by copying its features ruthlessly. Admittedly it has become more difficult to distinguish the original from the copy, since design registration and patents for the universal ball-jointed inlet and outlet spouts and for the single-stage gear reduction units with integrated end bearing assembly have expired.

But WAM<sup>®</sup>, as the market leader, has moved on to add new innovative features to the ES that certainly widen the gap between them and the notorious copycats.

### *Fabricated Parts (Conveyor Casing)*

The tubular "bodywork" of the ES undergoes an almost entirely automatic manufacturing process. Cutting of pipe, openings for inlet and outlet spouts, as well as for inspection hatches are robot-aided; so is the welding of flanges, spouts and hatches. Pipe alignment and concentricity, as well as squareness of end flanges are absolutely guaranteed. The latest inspection hatch design offers wider access to the internal conveyor components than its predecessor.

### *Screw (Worm-On-Pipe)*

WAM<sup>®</sup> takes special care over high quality of the heart of the conveyor: the screw, or if you prefer, auger, or worm-on-pipe. In a highly innovative fully automatic process the splined bushes for coupling the screw

to the splined drive and end shafts are integrated into the centre pipe of the screw. The result is a virtually indestructible, perfectly aligned coupling bush. The new coupling bush will be presented for the first time to the public during the upcoming BAUMA exhibition in Munich, Germany, next April.

### *Bearing Assemblies & Shaft Seals*

WAM<sup>®</sup> end bearing assemblies and the maintenance-free intermediate bearings excel through their industrial design and reliability in time. The mass-produced shaft seals are considered more durable than those of any competitor.

### *M-Series Gear Reduction Units*

The M-series, first introduced in 1977, has recently been completely re-designed. The result is a gear reducer with a more industrial design, higher torque, lower operation noise, better cooling properties, and a longer life.

### *Surface Treatment*

All tubular WAM<sup>®</sup> Screw Conveyors are steel bead shot-blasted and powder-coated. The quality of such a surface treatment is second to none and compares to that of the bodies of motor cars. While WAM<sup>®</sup> offers a selection of colour hues compliant with the international RAL-standards, drive units and end bearing assemblies are always painted gentian-blue (ref. RAL 5010).

### *Spare Parts Supply & Service*

WAM<sup>®</sup> customers can rely on the supply of matching spares even after twenty years. The most common spare parts for ES Screw Conveyors are kept in stock by more than 40 subsidiaries and dealers all over the world. Not forgetting that the customer is able to refer to professional and competent WAM<sup>®</sup> staff in his or her mother tongue.



*ES Cement Screw Feeders in precast concrete plant by ACT-WIGGERT in Houston, Texas*

### *Price-Quality Ratio*

Last but not least, WAM<sup>®</sup> customers enjoy a price-quality ratio that cannot be beaten by anyone anywhere in the world.

# WAMGROUP® EQUIPMENT FOR BOSCH TEST PLANT

From time to time there is the opportunity for a slightly more unusual application of WAMGROUP® equipment. This occurred last year in Switzerland.

The BOSCH Division for hand-held electric tools designed a test plant for their laboratory in Solothurn, where the switches of power drills and hack saws are subjected to continuous endurance tests. The switches are sprinkled with standard drilling meal while cyclically activated by pneumatic cylinders. At the same time the entire tools are subjected to vibration in order to simulate building site conditions in

the most realistic fashion.

The test plant comprises the following WAMGROUP® equipment: an AT Tubular Screw Feeder linked to a VE Vertical Screw Conveyor to re-introduce reclaimed drilling meal into an oscillating conveyor, an MVE External Electric Vibrator for distribution of the meal from inside the oscillating conveyor channel into the five MBW Micro-batch Feeders that feed the drilling meal onto the switches. Last but not least, there are five linear K-type Pneumatic Vibrators fitted to the electric tools for the simulation of operating conditions.

BOSCH has been operating the test plant for more than a year now. Thanks to the positive results achieved, they are

planning to install further test plants of the same type in other BOSCH branches and with some of their switch suppliers.



BOSCH test plant including WAMGROUP® equipment

## HAPPY ANNIVERSARY TO TOREX®

October 2007 marks the 20th anniversary of TOREX®, one of the manufacturing companies belonging to WAMGROUP®.

In 1990 the new General Manager, Nino Ratti, decided to start production of Telescopic Loading Bellows that would later become the company's main product along with Rotary Valves.

In 1997 the company moves to new premises some 30 kilometres north of the Italian town of Modena, in Medolla, occupying a total of 2,500 square metres of factory buildings which are used exclusively for the final assembly of the products.

In early 1998, Microprocessor-Controlled Weigh-Feeding and Metering Devices are added to the existing product range.



TOREX® team in March 2007

In 1999 the new TOREX® logo is introduced.

In 2003 TOREX® moves a few kilometres down the road to former SPECO® premises in San Prospero. The total factory area is now 10,000 square metres.

The standardization of formerly custom-made items has been the secret of TOREX®'s success for two decades now, and is a philosophy which will most probably be extended to more powder handling system components in the future.

One of the main strengths of TOREX® is the company's team spirit.

It is thanks to the team that stands behind the products and to the excellent cooperation with their customers, that TOREX® has achieved a leading position amongst manufacturers of Loading Bellows and Rotary Valves worldwide.



BELLOJET®  
Tanker  
Loading Bellows

## WAM® FILTERS FOR A CLEANER ENVIRONMENT

Environmental dust control and limitation of dust emission, as well as dust removal from production processes, in context with global climatic changes, are becoming a more and more important issue all over the world. Original Equipment Manufacturers have to take the environmental impact of their plants right from the design phase in consideration to make sure the plant will comply

of total commitment to quality, with the aim of satisfying the dust control requirements of virtually all industries.

Highly efficient in low emission levels in time, safe maintenance operation, an extremely high level of functionality and low operation noise are all in compliance with top environmental requirements worldwide.

Since in 1969 WAM® went into busi-



SILOTOP® - WAMECO® - DRYBATCH® - HOPPERJET® - DUSTSHAKE

with today's and tomorrow's severest environmental standards.

The business strategies and activities of the WAM® Filter Division are based on the concern for the environment. The basic idea is to promote clean air rather than dust collectors.

The comprehensive range of WAM® Dust Collectors is the result of a constant effort in terms of research and development, as well as the expression

of all information on powders and dust has been collected in a huge database enabling the Filter Division, today, to offer a professional solution for virtually any demand from the market.

WAM® has the experience and the knowledge of dust control necessary to provide their customers with solutions that help to make the world a cleaner place.

## HUMAN RESOURCES CAREER PROGRAMMES FOR PRODUCTION PERSONNEL

*Some time ago the management of WAM S.p.A. started discussions with the Italian trade unions about possible procedures, techniques and methodology in professionally developing the company's production personnel.*

*Later a project was drafted together focusing on different issues to be evaluated regarding career programmes for workers. All this should follow an internal standard managed by special software.*

*As soon as the project is approved by all parties, it will be experimented by WAM S.p.A. in Italy to be later exported to the Group's production units abroad. The intention is to create a standard for Human Resources common to all production employees that takes into particular consideration differences in local legislation and culture.*

*In case of approval the scheme will be applied to all Italian factory workers. WAM S.p.A. is confident that the implementation of such a scheme will lead to higher efficiency and effectiveness in the entire organization.*

## New Trial Area for SPECO® Equipment

In the last few months a dedicated area inside the WAM® premises in Italy has been set up to test the solids-liquid separator range. SPECO® products will benefit from this area before all the other WAM® equipment. In fact, the test facility has been specifically designed for the separators working in the waste water sector.

A forty-six-metre long ring shape channel with trapezoidal cross section of 1.2 square metres, filled with clear water, will host in-channel screw screens of the GCP or GE type, or tank screw screens (GCPC or GEC). Water will be pumped continuously by a WAM® screw system (NAUTILUS) formed by a couple of twin-shafted 250mm diameter screws turning at 300 r.p.m. They will create a water flow inside the channel. In this way it will be possible to verify the real head loss and throughput rate of a screw screen like, for example, the GCP.

At first the test unit will handle just only clear water. This means that initially performance will be an estimate only. Since for health and safety reasons it will not be possible to fill the channel with sewage water, inorganic particles (e.g. polystyrene) will be added to simulate conditions as close as possible to real ones.

Following the screw screens, all the other SPECO® machines will undergo a series of tests, such as sand extraction capacity with GRITSEP®, or throughput rates of CPS-type Screw Compactors. Last but not least, the new area will give birth to the new WASTEMASTER® Compact



SPECO® trial area in Ponte Motta, Italy

Plant, formerly known as TSF.

The SPECO® Division is sure that this facility will add value and increase reliability of all WAM® products that will have to pass the exam.

# EXCELLENCE IN QUALITY, AN OBJECTIVE OF WAMGROUP®

## THE CHALLENGE LIES IN CONSOLIDATING LEADERSHIP IN THE SECTOR

As in many other industries, in Bulk Solids Handling & Processing too, the scenario is rapidly changing in terms of quality awareness.

The request for higher quality products and service is rapidly increasing and has, by now, become one of the most significant elements in global market competitiveness.

For this reason, in view of a global evolution of their business, WAMGROUP® started a profound transformation of their quality management some years ago.

This highly ambitious long-term project covers three main areas: product, service and communication.

### THE PRODUCT

WAM® identifies with WAM® products, and the world identifies the name WAM® by its products. WAM® products can be easily recognized and represent the standard in many countries. This is a feature that needs to be further promoted or consolidated.

The challenge lies in increasing reliability of the equipment through innovation in design, the study of materials, as well as the optimisation and modernisation of manufacturing processes.



### THE SERVICE

Inside the Group, quality is considered a service department that supports salespeople from the subsidiaries in providing for their customers correct and updated literature in compliance with standards.

Furthermore, the Quality Department coordinates activities linked to customer claims in order to guarantee quick and satisfactory answers to the customers' requests. The Quality Department also assists production to ensure that the same standards are

followed by all the manufacturing plants belonging to the Group.

### COMMUNICATION

In a constantly growing Group the ability to communicate is a vital necessity which needs to be maintained and strengthened. Consequently, using all the potential provided by Information Technology today, the main effort goes into implementation of new forms of communication

addressed to both people inside the Group, as well as to suppliers and customers.

### TÜV SÜD, A "GLOBAL" PARTNER

Such ambitious goals require a partner of excellence. Two years ago the research

resulted in an agreement with German TÜV SÜD as the only global partner for certification of (not only) the Quality System of all the Group's members. This choice was ambitious but the prestige and worldwide recognition TÜV SÜD is enjoying enables WAMGROUP® to present themselves everywhere as people who are taking Quality Management seri-

ously and with the conviction that effort and determination will lead to tangible and durable results. The Italian WAM S.p.A. is certified UNI EN ISO 9001:2000, as are many other manufacturing subsidiaries. As part of a global strategy, the certifying process will be completed within the next three years including certification of all manufacturing Group members.

For the Quality Service Department this is not just only an objective but also one of the most powerful tools at the Group's disposal to provide increased competitiveness and total global customer satisfaction.



## NEW WAM® EQUIPMENT FOR BELGIAN ANIMAL FEED PRODUCER

The Belgian SOPRACO Group, who ranges among Europe's leading meat suppliers, delivers meat to wholesale distributors, supermarket chains, butchers and restaurants. Veal and beef come mainly from the Belgian "White-Blue" breed of

cattle, known around the world for its rich carcasses with tender and lean meat. With BEPRO NV the group has its own producer of animal feeds destined for integrated use and third parties.

In September 2006 the company extended an existing feed mill in Olen near Antwerp, famous in Belgium for the legend of emperor Karl V and the pot of Olen.

The new processing plant was engineered by

PATRIKASO from Dendermonde. For this job they ordered various pieces of equip-

ment from the Belgian WAM® Subsidiary. 10 WAMFLO® Atex Filters for venting of the new polyester silos replacing three old silos equipped with WAMECO® Filters. For better material discharge from the silos WAM B.H.M. supplied 10 Atex-compliant 1500mm-diameter Bin Activators complete with manually operated VLX0300 Slide Valves. For venting of a twin shafted paddle mixer a WAMAIR® Atex FPXHT Dust Collector was installed on top of the mixer.



New WAMFLO® Atex and old WAMECO® silo venting filters



WAMAIR® Atex on top of mixer

## WAMGROUP® ON-LINE

When in September 2005 the new WAMGROUP® web portal went on-line, it was the kick-off for one of the most ambitious corporate web promotion projects in the world of powder & bulk solids handling.

While browsing through the website [www.wamgroup.com](http://www.wamgroup.com), the visitor is currently able to link up to 41 satellite websites in 16 different languages. When entering one of those websites through the satellite site's own internet domain, the user is welcomed in the local mother tongue.

If, for example, you enter [www.wamfrance.fr](http://www.wamfrance.fr) you will be greeted in French. Not only is the French WAMGROUP® Subsidiary's homepage in French, but so are almost 90% of their website's contents; and the same applies to all the other satellite sites. By providing such an extensive service to their customers, WAMGROUP® apply their global marketing strategy to the web too, as local search engine domains are being fed with the relevant keywords by the specific foreign language websites.

Each satellite website includes information on the Group and the Subsidiary concerned. In many cases the detailed

description of each single product that belongs to the wide range is supported by streamed online video footage. Project and sales engineers can find valuable information both in the "Technologies" and "Applications"



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

section, the latter offering more than 40 schematic drawings that represent the most common plant designs which include WAMGROUP® equipment. Other sections show events worldwide in which the Group is partici-

pating this year, as well as latest world and local news. You may help yourself to the free publication or the literature download section. Should you be interested in the latest job opportunities offered, or in route directions to come and visit one of the WAMGROUP® members, you will find all the information you need.

During the next stage of the WAMGROUP® web portal project the Group's Communications Centre intends to turn the websites into an even more interactive web marketing tool. To keep updated on the project subscribe to the WAMGROUP® Newsletter.

## BELGIAN MARKETING PROJECT

At the beginning of February two marketing students started training in WAMGROUP®'s Belgian subsidiary. The two students (Nick Van Overbeke and Mathieu Verbrugge) are both 21 years old and live in Flanders. They started their business management studies, option marketing, three years ago at the University of Ghent. The pilot case that Nick and Mathieu started is about creating inter-activity between direct e-mails, which are sent to both active and potential customers, and the website. The goal of this



Mathieu Verbrugge

case study is to create synergies between the different marketing tools. These synergies should lead people to the website and activate them more to search information on WAMGROUP® products and the company. It is not the first time that WAM Belgium has entered a cooperation with the University of Ghent. A few years ago a market study was conducted in a joint effort which had the objective of getting a better overview of the Belgian market situation. A second goal of the study was to assess the knowledge and awareness of the WAM® brand name on the market. The case study conducted by Nick and Mathieu will take about twelve weeks and will be completed by the end of May 2007. The two students are highly motivated and look forward to obtaining positive results with the assistance from WAM®. They hope that WAMGROUP® will be able to benefit from their marketing activities.



Nick Van Overbeke

## Next Issue Preview



In September 2006 Bucket Elevators manufactured by WAMGROUP® associates, RONCUZZI®, were included in the corporate product range. This was the beginning of an integration process that will see the step-by-step inclusion of other RONCUZZI® products such as chain conveyors, belt

conveyors, heavy-duty rotary valves, slide gates, as well as building site silos for dry mortars and plasters along with suitable lifting systems for silo carrier trucks.

The next issue of the WAMGROUP® Newsletter will provide a brief presentation of the RONCUZZI® Bucket Elevator range.

## IMPRESSUM

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**WAMGROUP®**

*strong ethics ....*

*.... winning spirit*

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