

## THE OPTIMISATION OF OPTIMISM

*In a television interview shortly after the 2012 earthquake, WAMGROUP® Chairman and CEO, Vainer Marchesini responded to the question of what he had learned from the disaster by saying that we are all only provisional and that nature is stronger than we are—a lesson in humility. Nevertheless, without hesitation he had already given the order to rebuild the site the day after the quake. In Marchesini's long entrepreneurial career, there was never a moment when he lost his optimism, his confidence in his company's capacity for renewal and his firm belief in the common values of humanity.*

**Newsletter** In the speeches you delivered at the recent inauguration of the new TOREX® and WAM Product plants, optimism was the main focus in both cases. Why?

**Marchesini** Our world has always been in a state of constant change. Many people are afraid of change, even though it has brought them progress overall. I firmly believe that humanity is intelligent enough to solve the present and future problems of our planet. Besides, the large WAMGROUP® family has a



Vainer Marchesini

right to know how things are going in the company. You know, the older you get, the more you realise how beautiful the world is. Elderly people often make the mistake of thinking that everything was better in the past. In

***“I firmly believe that humanity is intelligent enough to solve the present and future problems of our planet.”***

my grandparents' time, people in Italy were certainly worse off, just think of incurable diseases, birth mortality, poverty, environmental pollution, to name but a few examples. Of course, more people than ever populate the planet today, people who need to provide for themselves, need a home....

**Newsletter** That means we have to trust in our capabilities?

**Marchesini** Absolutely. If we are wise enough, we will be able to do extraordinary things, I'm sure.

**Newsletter** How does WAMGROUP® deal with the current global issues?

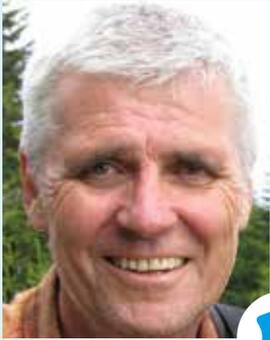
**Marchesini** WAMGROUP® has growth in its DNA. The solutions to the problems in this world, to which we are trying to make our modest contribution, can only be found through constant innovation. We invest in the development of new products, new technologies, new production processes. We put a lot of work into the environment, i.e., water and air purification. These are all investments not for today, but for the future. Because I am an optimist, I believe that people will need in the future the products and technologies we are currently developing: dust collection filters, wastewater micro-filters, soil fertilisation systems, recycling of waste into resources, equipment and devices for health and safety on job sites including anti-sabotage systems.

*cont'd on page 3*

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## EDITORIAL



Dear Reader,

**What times are we living in? Although I grew up during the Cold War, I was always confident that the world would soon be a better place and that thank goodness I found myself on the right side. And indeed, in 1989 it finally happened. The Berlin Wall came down and the world embraced one another.**

**Some thirty years later, the same world is waking up from this dream looking into deep abysses where numerous dangers lurk: the pandemic, war, climate change, division of society.**

**What to do? Well, the same as back then, namely to tackle undauntedly, with unshakeable optimism, the task that every generation is set again and again—to make the world a better place.**

**Never before have the values that WAMGROUP® has taken as its banner been more important than they are today. We see our role as fulfilling our mission in line with our values and continue to promote the togetherness that has brought success and prosperity to our global family. To mark the current occasion, we are therefore dedicating this issue to our corporate values.**

Best wishes,

Michael Grass

WAMGROUP®  
Public Relations Manager

## “KIDS ON BOARD”

**Ponte Motta, Italy, 7<sup>th</sup> May 2022**

In spring, on the initiative of WAMGROUP®'s management, an open day was held for employees' children in the showroom of the Technology Centre. The purpose of the event, which included a variety of fun activities for different age groups, was to show the children where their parents work and what the company produces.

“A big thank you goes out to colleagues and their families for participating in large numbers in the ‘KIDS ON BOARD’ event. It was exciting to share these moments together with your families..., we will certainly organise more events like this one in the future,” commented the Management.



# THE OPTIMISATION OF OPTIMISM

CONT'D FROM PAGE 1



*Inauguration of WAM Product factory extension, Croatia, 9<sup>th</sup> June 2022*

**Newsletter** What advice would you like to give to young people today?

**Marchesini** Recently, a 25-year-old young man told me that he has studied until now and felt ready for a job. That's all very well, but I replied that one should never stop learning throughout one's life. Success comes through non-ignorance. Success means the ability to do things better.

**Newsletter** Life as an ongoing school?

**Marchesini** Yes, as continuous learning. Everyone then goes deeper in their own way. The most important thing is not to remain ignorant. Ignorance must not triumph.

**Newsletter** Where would you like to see WAMGROUP® in 5 and 10 years?

**Marchesini** Old age wisdom: life is not infinite. Our life will end sooner or later, but the life of the company mustn't. The task of the seniors is to help the younger generation to remain successful. Since growth is in our DNA, today's investments in research and development serve the products that will dominate the market in 5, 10 and 15 years with a long life cycle. For those who will be there after us, I think a fine road has been prepared.

**Newsletter** That is if the new generation knows how to treasure our values.

**Marchesini** Continuing to learn what the present has to offer and perceive the future. That, in my opinion, is the secret of success.



# WAMGROUP® FACTORY EXTENSIONS

*Italy - Croatia, Spring-Summer 2022*



*Inauguration of new TOREX® premises in San Prospero, Modena*

In troubled times, WAMGROUP® shows optimism by inaugurating factory extensions and new production sites.

First there was the expansion of the FLITECH® plant in Poggio Rusco, Mantua, with now 17,000 square metres of roofed area, followed by the relocation of TOREX® to the new site in San Prospero, Modena. The new gas-free, state-of-the-art factory was festively opened at the end of May in the presence of the President of the Emilia-Romagna Region, Stefano Bonaccini.

Less than two weeks later, the expansion of the WAM Product plant in Breznički Hum, Varaždin County, Croatia, was inaugurated with the much-appreciated participation of Ljiljana Zajc from the Croatian Ministry of Economy and Sustainable Development and the Italian Ambassador.

Finally, in August CHIOR® moved from Suzzara to San Prospero to the former TOREX® plant.

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



*Extension of FLITECH®*



*Extension of WAM Product*



*New CHIOR®*

## WAM NEW ZEALAND - GREETINGS FROM THE ANTIPODES

*Auckland, New Zealand, July 2022*



**W**AMGROUP® has been represented in New Zealand by WAM New Zealand, a branch of WAM Australia, since 2007. Based in Auckland, WAM New Zealand is responsible for distribution of the WAMGROUP® product range in the Land of the Long White Cloud.

A year earlier, Jim Fairlie had initially set up the business from Australia as a home office, supplying the New Zealand market with WAMGROUP®'s

bulk handling equipment.

in 2008, Jim moved to the current 150 square-metre premises to complement the growing business mainly in the Auckland region. Over the next few years, Jim continued to cover the North and South Islands with the help of his “top gun” salesman, Paul Huntley. “We are looking forward to expanding to a larger building to enable us to carry more stock and offer an even better service to the market.

These are exciting times for us Kiwis”, says Jim.

“The expansion of WAM New Zealand is part of a comprehensive restructuring project of WAMGROUP® in Australasia in the near future,” adds WAM Australia’s Managing Director, Alessandro Bini. “We will report in detail on this project in terms of assembly and distribution next year.”

[www.wamgroup.co.nz](http://www.wamgroup.co.nz)

## ISO 14001 CERTIFICATE TO WAM INDUSTRIALE

*Ponte Motta, 19<sup>th</sup> May 2022*

**A**s communicated in the previous issue of the WAMGROUP® Newsletter, WAM Industriale has recently been certified according to ISO 14001. As a reminder, ISO 14001 is an internationally agreed standard that sets out the requirements for an environmental management system. It helps organisations improve their environmental performance through more efficient use of resources and waste reduction, gaining a competitive advantage and the trust of stakeholders. WAMGROUP® Vice President, Marcello Marchesini now proudly accepted the certificate.



Presentation of the ISO 14001 certificate at the WAMGROUP® Technology Centre

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

## THE “GIRO D’ITALIA” IN TRANSIT

**Ponte Motta, Italy, 18<sup>th</sup> May 2022**



**A**fter the Tour de France, the Giro d'Italia is the second biggest cycling event in the world.

On its 105th edition, the 11th stage led from Santarcangelo di Romagna at the gates of Rimini over 203 kilometres

to Reggio Emilia.

To the great delight of all the residents of Ponte Motta and the WAMGROUP® employees, our village was on the route 45 kilometres before the stage finish, a probably

unique opportunity to experience the pack at speed at close quarters. To celebrate, WAM Industriale had displayed a pink screw conveyor in the style of the leader's jersey.

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

## “SLIDEOUT” ROTARY VALVES BY TOREX®



*RES-type SlideOut Rotary Valve*

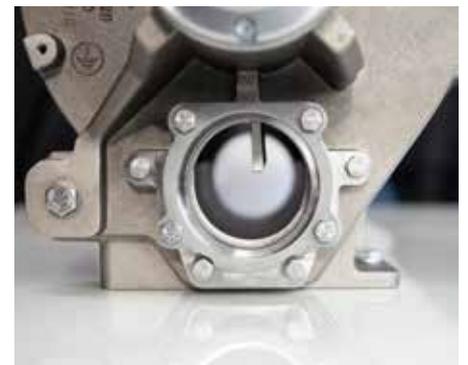


**S**lideOut Rotary Valves RES (Blow-through type) and REC (Drop-through type) by TOREX® are the ideal solution for feeding powdery or granular materials in applications that require frequent cleaning of the internal casing and rotor. Thanks to the easy-to-open slide rail device, which allows the end bearing shield including the rotor to be pulled out, all internal surfaces that come into contact with the material being handled can be easily cleaned. RES/REC SlideOut Rotary Valves are suitable for applications with high hygiene standards as required in the food, chemical and plastics industries.

The advantages of this equipment are the easy-to-open slide-rail system for extraction of the rotor, which significantly reduces cleaning operations, the inclined inlet profile enabling optimal filling of rotor pockets preserving the physical characteristics of the powdery or granular material, the small footprint for applications where space is limited, as well as the easy cleaning enhancing operator safety. The valves come in sizes of 5, 10, 20, 35 dm<sup>3</sup> per revolution for 2", 3", 4" and 5" conveying pipes enabling feed rates range from 3 to 63 m<sup>3</sup>/h. Flanges are compliant with EN 1092-1 PN 10 (DIN 2576). In addition, REC

and RES SlideOut Rotary Valves are certified ATEX zone 20/22 and food-grade according to EC 1935/2004.

[www.torex.it](http://www.torex.it)



# EVENT REVIEWS +++ EVENT REVIEWS +++ EVENT REVIEWS

## Exhibitions 2021 - 2022



Anuga FoodTec, Cologne, Germany, 2022

While the pandemic in Europe and America is slowly losing its original scare thanks to successful vaccination campaigns, trade fair organisers in the western hemisphere are trying with all their energy to make up for lost ground and catch up on events that in some cases have been postponed several times. This leads to a certain congestion at some subsidiaries with regard to the fact that several events have to be held almost at the same time. Fortunately, feedback after the first completed events has been encouragingly positive. We all hope that we can get back to business as usual soon.

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



Powder & Bulk Solids, Chicago, Illinois, USA, 2021



Key Energy, Rimini, Italy, 2021



Ecomondo, Rimini, Italy, 2021

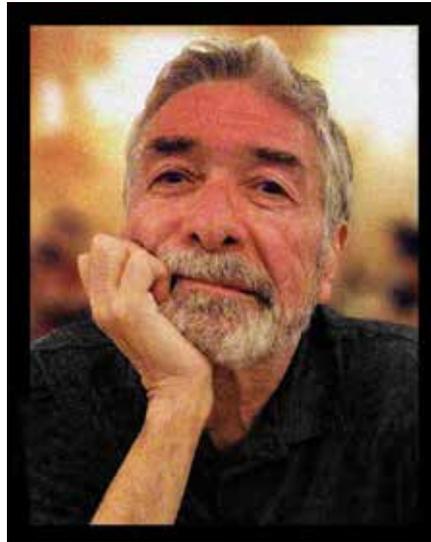


AGROS, Moscow, Russia, 2022

# JUAN CARLOS SOUTO \* 10<sup>th</sup> June 1952 † 6<sup>th</sup> May 2022

Juan Carlos Souto was born in Buenos Aires on 10<sup>th</sup> June 1952, the son of immigrants from Galicia in Spain. He began helping around the house as a child and knew the meaning of family cohesion and effort. Juan Carlos' life was always marked by love of family and a spirituality based on simplicity and faith. A prodigious mind, a generous heart. A man of few words and many deeds. Avid plane pilot and excellent carpenter. He studied electronic engineering at the National Technological University, got an MBA at the University of Belgrano and specialised in business at the Thunderbird School of Global Management. In 1975, he joined the National Telecommunications Company of Argentina. In 1980, he joined Ericsson Argentina as Project Leader reaching the position of Director for New Operators. Among other things, he managed the Argentine part of the fibre optic project that crosses the Andes. He was part of the global and digital telecommunications revolution in the 1990s. He contin-

ued his specialisation in new businesses and total quality management with courses in the United States, Spain, the United Kingdom, Sweden, and Norway. In 2000, he



joined EXi Telecoms as Program Director. In 2002, he emigrated with his family to Guadalajara, Mexico, where he worked as a senior consultant for Argentine companies and established SOINPRO, a company dedicated to the mar-

keting of machinery for the plastics industry.

In 2009, Juan Carlos began his story with WAMGROUP®, which would lead to the founding of WAM Mexico in 2011. Until his last days, he remained committed to his work, thinking of new ideas to take the company to the next level. His greatest talent was problem solving; he didn't like to dodge around issues, he would always say: "Let's see how we can solve the problem." He stood up for his team, through thick and thin. He didn't like excuses of any kind, he detested improvisation and informality.

Work was his passion, and a way to honour life and improve his community. He married the love of his life, Marlene, in 1980 and had three beautiful children, Verónica, Sebastián and Jimena. He is now with Sebastián in heaven, watching over his family. That was the greatest project of his life.

*Verónica Souto*

## NEXT ISSUE PREVIEW

Traveller, when you come to Asia Minor, you will find witnesses to the earliest human cultures. Hittites, Phrygians, Persians, Macedonians, Romans, Byzantines, Armenians, Greeks, and Ottomans settled the area around Kütahya in the course of the millennia, where WAMGROUP® has been operating its Turkish production plant since 2008.

At roughly the same distance from Istanbul, Ankara and Izmir, Kütahya is the ideal logistics hub for destinations in Turkey and the neighbouring countries served by WAM Eurasia.



*Aizanoi, Temple of Zeus*

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