

WAM POLSKA - GATEWAY TO EASTERN EUROPE

Fryderyk Jarosz (54) was born in Bolesławiec, a town in western Poland and today home of WAM Polska. After graduating from Wrocław University of Science and Technology with an MSc, he started his professional career with a Polish copper mining company in the trading department. He then worked as a Sales Manager for an international group specialising in drilling machines for the mining industry. In 2002, WAMGROUP® decided to expand its business in Poland, which gave Fryderyk the opportunity to become Sales Manager of a branch office controlled by the Group's German subsidiary. In 2005, WAMGROUP® opened WAM Polska with Fryderyk Jarosz as General Manager, a position he still holds today.

Newsletter How has your market developed since you started?

Jarosz In 2002, we only had a few customers, mostly end-users. Formerly state-owned OEMs were used to manufacturing plant components in-house. Over the years, customers have become increasingly demanding of OEMs in terms of individual project management, which has given us the opportunity to distinguish ourselves as a competent, specialised solution provider

and equipment supplier.

Newsletter What characterises the Polish market in particular?

Jarosz Since the fall of communism, the market has changed fundamentally. Poland has rapidly developed industrialisation of the country. Today, highly skilled engineers and technicians offer state-of-the-art technology projects at comparatively low prices. For foreign investors, production in Poland is therefore highly attractive.

next challenges?

Jarosz Companies are made up of people. Success and failure depend

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“Over the last ten years an efficient team of specialists has been formed at WAM Polska.”

Newsletter Has the scope of business of Polish OEMs changed accordingly?

Jarosz This is actually the case. They have evolved from local producers to international players in various industries such as food, feed, construction, and wastewater, successfully competing with suppliers from all other highly industrialised countries.

Newsletter Where do you see your



on them. Over the last ten years, an efficient and effective team of specialists has been formed at WAM Polska, which has propelled the WAMGROUP® brand to the top of the domestic market in various industries. The challenge now is to achieve this for the entire product range in all industries that are of interest to us.

EDITORIAL



Dear Reader,

In the wake of the disruption caused by Covid-19, WAMGROUP® looks back on a consistently positive double-digit revenue performance so far in 2021.

Thanks to a vaccination programme that is still sluggish in many places, the crippled economy is now getting back on its feet within the scope of local possibilities. Due to the lack of travel, the time at headquarters has been used for the development and intensive testing of new, innovative products.

The test facility for bulk material technology at the WAMGROUP® Technology Centre in Ponte Motta has been expanded several times for this purpose. The aim of each new development is to specialise the respective product for specific industries in applications typical of those industries. The evaluation of the prototypes by competent potential users is essential. Where this has not been possible on site, modern communication technology has provided a welcome alternative.

Best wishes,

Michael Grass

WAMGROUP®
Public Relations Manager

MAKING A VIRTUE OF NECESSITY

WAMGROUP®'s PRODUCT MANAGERS
INCREASINGLY USING WEBINARS FOR TRAINING

Ponte Motta, Italy, Spring 2021

The introduction of social distancing and the limited opportunity to travel have made face-to-face meetings something of a rarity these past 18 months. Webinars in general are nothing new. After all, they



already existed before Covid-19. However, designing webinars to be an attractive online experience from a content and user engagement standpoint has been an interesting challenge, one which requires intensive preparation and a fair amount of imagination on the part of the organisers.

The WAM® VALVES Division took on this challenge (see Issue No.1, 2021). In April and May, first the EXTRAC® Division and then the WAM® AIR Filter Division followed. The formula was a combination of a classic PowerPoint presentation with live commentary and a live feed from both the test lab and the showroom with "hands-on" displays. The consistently positive feedback from the participants gives reason for further events of this kind.



THE STEADY RISE OF WAM POLSKA

Bolesławiec, Poland, Summer 2021

The development of the Polish economy and the change in the country's industrial structure after the end of the Cold War are a perfect case study for marketing seminars to describe the transformation from a state-controlled to a free



market economy. In communist times, financial resources for the development of new high-tech were directed almost exclusively to the military industry. In the civilian sector, on the other hand, funds were largely lacking.

After the fall of the Iron Curtain, the

gigantic state cooperatives were gradually dismantled. In-house manufacture of all products proved uneconomical, as did the personnel-intensive planning offices of the state-owned enterprises. However, highly trained engineers and skilled labour were available. What was new was entrepreneurship. New companies mushroomed, specialising in certain sectors and offering a specific portfolio of products and services to clients, most of whom were also new to the market. It was the time of the gold rush and it was the decisive moment for WAMGROUP® to cast its nets.

To build a continuous business with customers, a constant demand for recurring products such as those



The WAM Polska team

manufactured by WAMGROUP® was necessary. Experience shows that such recurring needs are not met by the end users, but by the plant manufacturers, the system integrators, the OEMs.



WAM Polska premises

It was now necessary to act quickly and effectively present the benefits of specialised WAMGROUP® products to the new players compared to in-house production. Looking at the Polish market today, it is amazing what has been achieved in the last 16 years. WAM Polska's tireless pioneering work while fighting against new local competitors has created brand awareness among customers in various industries, thanks to which the company is now the undisputed market leader in Poland.

WAM POLSKA SPICING IT UP

Zawiercie, Silesian Voivodeship, Poland, since 2019



HOPPERJET™ venting filters, RVC drop-through rotary valves and BA bin activators

PROMAR, headquartered in Łomianki, a town in the West District of the Polish capital Warsaw, is a producer of spices and additives for the food industry. The various spices including the supplements are blended in batch mixers and then packed in bags.

As a result of a production expansion,

and in order to meet all customer requirements, PROMAR had to install a new modern warehouse including an automated dosing system in combination with strict incoming quality control for the raw materials used for production. AMRA designed and supplied the silos and a pneumatic conveying system using RVC-type drop-through rotary valves by TOREX®.

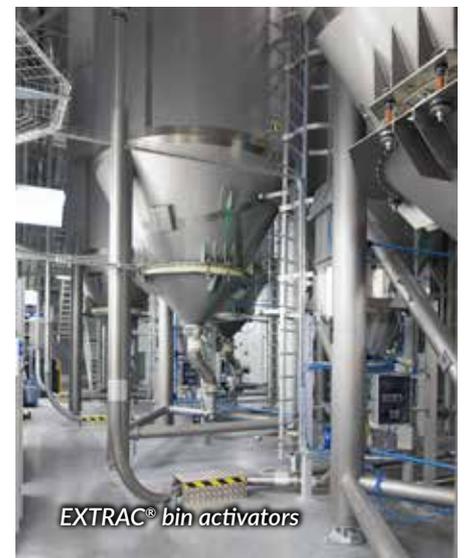
activators, ensuring a continuous flow of material from the silo. AMRA being based near the site ensures timely maintenance of the plant, which was crucial for the customer when choosing a supplier.

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WAMFLO® silo venting filters and VCP pressure relief valves

The customer also uses HOPPERJET™ filters to vent the intermediate hoppers. The silos are equipped with ATEX-certified WAMFLO® venting filters, as well as WAM® pressure relief valves and EXTRAC® bin



EXTRAC® bin activators

PARTNERS FOR DECADES

Brześć Kujawski, Poland, 2019-2020



SILOTOP® ZERO silo venting filters



Feeding into weigh hoppers

RAFIZ has been successfully using WAMGROUP® equipment in its dry premixed building materials plants for over 20 years. Today, RAFIZ is known beyond Poland's borders and supplies plants to countries such as Ukraine, Kazakhstan, and Saudi Arabia. The close connection between RAFIZ and WAM Polska finds its expression in the successful realisation of many joint projects over the years.

vinced KLEIB to award them the contract for its new dry mortar plant. Among others, WAM Polska supplied SILOTOP® ZERO venting filters, pressure relief valves and level indicators. Cement, sand, and gypsum are conveyed with mild-steel tubular screw conveyors, the chemical additives with stainless-steel screws. WAMFLO® filters remove dust from the bagging machine and the bag emptier for the chemical additives.

RAFIZ's numerous references con-

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Bin activators and screw feeders



WAMFLO® dust collector



Silo filling station



Raw material and additive screw feeders

FROM RAIL TO ROAD

PKP Railway Terminal, Zamosc, Poland, September 2020



enquiries about transshipment systems using mechanical conveying equipment are frequent. Last year, EKOMTECH, a customer of WAM Polska, supplied a system using a RONCUZZI® chain conveyor and bucket elevator as well as a TOREX® telescopic loading bellows including WAM®'s SILOTOP® ZERO dedusting venting

Bulk solids delivered as raw materials from Russia and neighbouring countries to Poland in railway trucks have to be transhipped for onward transport into the European Union because of the different track gauge. Accordingly,

filter. The outlet of the loading spout is equipped with a cone and apron so that both tankers and open trucks can be loaded. The system is controlled from remote.

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COMPACT SOLUTIONS THE POLISH WAY

Szczecin, Poland, May 2020



to integrate a new production line into the existing 8-metre-high shed. The goal was to arrange all machines in a compact layout providing easy access. As specifically requested by the customer, the solution presented

Plant manufacturer HORENHEP from Łódź had a tough nut to crack for its customer, the gypsum mortar manufacturer MEGARON from Szczecin.

Due to limited expansion possibilities on the site, the customer did not have the option of constructing a new building and consequently decided

by HORENREP's project engineers even left room for additional silos in the future. The extremely compact layout of the plant requires pneumatic feeding of the mixer with low bulk density materials such as perlite or other chemical additives. The silos, equipped with KCS silo safety components from TOREX® and VHS-type membrane pressure relief valves from

WAM®, are filled via road tankers. From the silos, the raw materials are discharged by screw feeders and conveyed to a bucket elevator. Via intermediate hoppers and downstream screw conveyors, the products reach a weigh hopper, which discharges directly into the core of the plant, a 3,000-litre MAP® batch mixer with bomb-bay discharge. The bottom flap door, which extends over the entire length of the machine, ensures minimum residue inside the mixing chamber in addition to instantaneous emptying. The chemical additives are also metered by screw feeders into two weighing bins, at the outlets of which a pneumatic conveying system takes over the direct transfer into the mixer. A WAMAIR® polygonal stand-up dust collector sees to efficient mixer dedusting.

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FRESH AIR FROM POLAND



WAMAIR® dust collectors at UNILEVER Polska

Deodorizer blocks for toilets and urinals have been the core business of POLHUN from Kolutzki in central Poland, a company established in 1990 specialising in cleaning products of various kinds.

Since 1991, the former household chemicals plant “Pollena” in Bydgoszcz has been owned by UNILEVER Polska, who produces detergents and cosmetics there.

For both companies, WAM Polska’s customer, the planning company HORENHEP, successfully designed pneumatic conveying systems and dosing stations using WAMGROUP® components in 2015 and 2020.

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Hopper venting with WAMFLO®



Pneumatic conveying system



Feeding station at POLHUN



Bin activator, slide gate valve and screw feeder



WAMFLO® dust collectors

WAM CHINA BACK ON TRACK



IPB, Shanghai

One of the sectors hardest hit by the pandemic worldwide is probably that of exhibition organisers and trade fair-related service companies. Streaming events offered as



China Dairy, Hefei



CIBF, Shenzhen

a substitute could not successfully replicate the networking opportunities that stem from direct contact with customers, while virtual product presentations could not give the impression of a live demo. Of course, such events are synonymous with crowds to the delight of the exhibitors, in times of Covid-19 a valid reason to cancel them.

China's tough lockdown, however, had a strong effect and enabled the revival of various exhibitions in the land of the dragon. As the market leader in bulk solids technology, WAM China did not miss the opportunity to participate in a few events.

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NEXT ISSUE PREVIEW

A visit to the historic city centre of Tallinn, the capital of Estonia, will show you just how beautiful Europe can be. Exploring the winding streets, you will see the signs of international embassies on the façades of the medieval buildings, all several sizes smaller than in other European capitals. However, Tallinn has also the highest number of start-ups per inhabitant of any European country and is the birthplace of many international high-tech companies, including brands like Skype.

Since 2006, Tallinn has been home to a WAMGROUP® subsidiary serving the Baltic States. Read more about WAM Baltic in the next issue of the WAMGROUP® Newsletter.



Tallinn Old Town



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