

WAMGROUP® - A GLOBAL SUPPLIER

Stefano Baraldi (38) started his career with WAM S.p.A. in 1999 as manager of the filter division. Since September 2006 he has been general manager of WAM S.p.A. He is also responsible for WAMGROUP® manufacturing operations worldwide.

Newsletter Mr Baraldi, what is a “global supplier”?

Baraldi To WAMGROUP® this means to be as close as possible to our customers. As long as our customers were based only in Europe, to meet their needs in terms of delivery and service, it was sufficient to manufacture in Italy. Today we have customers all over the world. To assure the same service to customers outside Europe too, we are pursuing a strategy of shifting production to their markets.

Newsletter In which countries are you currently running a manufacturing unit?

Baraldi We have divided the world into four main areas: Europe, the Middle East, the Far East and Oceania, and the Americas. In each of those areas we have set up one or more factories. The natural development of the project will be that each WAMGROUP® Trading Subsidiary will buy from the WAMGROUP® production units located in their area.

Newsletter Buying WAM® means buying industrial products. What are the main benefits for the customers?

Baraldi A constantly high level of product quality thanks to extensively automated manufacturing processes, as well as products that have been developed taking into consideration the requirements of all the users of this type of product.

Newsletter Are there any further benefits?

Baraldi Obviously there is a reduction in costs provided we are able to manufacture large numbers. The risk of errors or delays diminishes drastically. Shorter

delivery time is another advantage that the customer is able to benefit from.

Newsletter Does this concern all WAMGROUP® products?

Baraldi The ex-works delivery time is not the same for all our products. The rule of thumb is that the more standard the product the quicker you will get it. To favour those who make the effort to implement our standard solutions, which usually offer a great variety of options, we have introduced our so-called “fast-lane” production lines. I can assure you that this new system proves to be extremely successful.

Newsletter What about your future projects?

Baraldi We are determined to continue to add further items to the product range of our foreign manufacturing plants. Prior to this we will try to find out what the specific local requirements of each area are to make sure the products are suitable for the markets at issue.



Contents :

- PAGE 2: Editorial ♦ WETMIX® BAGS ♦ BAUMA Report
- PAGE 3: Pressure Relief Valves ♦ CONSEP® Demonstration in Australia
- PAGE 4: SKF on OLI®: “Destined for Excellence”
- PAGE 5: WAM® Atex Dust Collectors ♦ International Media Guests
- PAGE 6: RONCUZZI® Bucket Elevators ♦ TOREX® for Saint Gobain
- PAGE 7: EXTRAC® in Spain ♦ WAMGROUP® wins football cup again
- PAGE 8: POWTECH Report ♦ German Visitors ♦ Obituary



WAMGROUP®

strong ethics

.... winning spirit

EDITORIAL

Dear Reader,

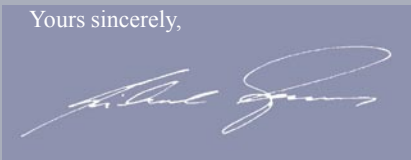
In 1984 WAMGROUP® opened its first foreign subsidiary in France with the aim of better serving the local marketplace. Jacques Demaddelena, who retired in 2003, was the first in a quickly growing family of subsidiary managers who put into practice the marketing strategy of offering machines designed for specific industrial sectors and manufactured from standard modular components.

Today WAMGROUP® Holding controls six manufacturing divisions in Italy and ten outside Italy, as well as twenty-eight trading subsidiaries worldwide, which means that the Group is present in more than ninety countries.

The global marketing strategy has not changed since the early days of pioneer Demaddelena. Meanwhile though, coordination of specific strategies and actions between the Group's Italian headquarters and the global sales network has become a vital necessity.

At WAMGROUP® we believe in operating as a global team. To make this work, we try to keep in close contact with our subsidiary managers during the year by holding regular sales meetings and management conferences. In addition, our area managers pay frequent visits to our subsidiaries. By doing so, we hope to never lose our touch with the market requirements.

Yours sincerely,



Michael Grass
WAMGROUP® Marketing Communications Executive



WETMIX® BAGS

WETMIX® BAGS is a continuous modular building site mixer for dry premixed mortars or plasters, which can be easily handled by one person only. The mixer is equipped with a hopper for manual bag feeding.

The heart of the machine, i.e. the mixing chamber and the combined screw/mixing shaft, are manufactured from SINT® engineering polymer. The mixing chamber liner is protected by an external carbon steel casing. Thanks to the modular design, each section of the mixer is extremely lightweight and easy to handle. The entire unassembled unit can be transported in a normal size car boot. Dry premixed material is extracted from bags and transferred by the feeder screw into the mixing zone where water is

added to produce the wet mortar or plaster mixture ready for use. Thanks to the SINT® engineering polymer, daily self-cleaning with water of the inside of the mixer can be carried out in less than



WETMIX® BAGS

two minutes.

The other way to use WETMIX® BAGS, is to connect it to BLOBOY® (Pneumatic Conveying System for Dry Mortar; see WAMGROUP® Newsletter No.0; December 2006) through a hood equipped with a level sensor and a filter element. The use of this system avoids transport of heavy bags to upper floors and facilitates clean operation.

WAMGROUP® AT BAUMA 2007

In April BAUMA 2007, the 28th International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines and Construction Equipment was held again in Munich, Germany. In seven days more than 500,000 visitors attended the show. WAM GmbH put the focus on the re-engineered ver-



sion of the ES Cement Screw Conveyor, Dust Filters, WETMIX® Mortar Mixers

and BLOBOY® Dry Mortar Pneumatic Conveying System. OLI GmbH presented the entire OLI® range of External and Internal Vibrators and Flow Aids. Both companies enjoyed an unexpectedly high number of visitors who mostly came from eastern European countries, the Middle East and the Far East.



PRESSURE RELIEF FOR BINS AND SILOS

EXTENSION OF THE VCP PRESSURE RELIEF VALVE RANGE

Thanks to a particularly favourable price-performance ratio, WAM®'s



Pressure Relief Valves on top of pigment silos

VCP-type spring-loaded Pressure Relief Valves have become one of WAMGROUP®'s most industrialised products so far. The installation of VCP valve on top of a silo or bin considerably increases operation safety within the plant in conditions of both nega-

tive and excess pressure. VCP valves can be used in concrete production, animal feed milling, for foodstuffs and chemicals and for a variety of other materials. In recent years, legislation has become more severe (e.g. HSE in the UK).

This has led WAM® to extending their range in July 2006 adding a 375mm model in both mild and stainless steel reaching an air volume capacity of 13,000 m³/h. The new VCP 375 has been successfully installed in various cement mills in the Middle East,

the UK and Spain. Further applications can be found in the chemical and the food industry in the UK. The current range is available in the ATEX version too.



VCP 375 Pressure Relief Valve

WAM Australia Demonstrates CONSEP® Concrete Reclaimer

In a canny marketing move, WAM Australia hosted a demonstration day in late 2006 to showcase its CONSEP® Concrete Reclaimer in operation at Concrete's Batching Plant at Moorebank in New South Wales, Australia. With conservation and recycling increasingly topping corporate and government agendas, concrete reclaiming is becoming ever more prevalent.

WAM Australia has seven CONSEP® systems in use in New South Wales and Victoria, with ambitious plans for a broader, national rollout. "With the broad trend to recycling, we're keen to push the CONSEP® system's environmental credentials," explained Mark Thompson, sales manager of WAM Australia. "We hope to get it into every state in Australia."

According to Mr Thompson, the CONSEP® Reclaimer at Concrete's batching plant has demonstrated very favourable project economics. "It's paid for itself in 18 months," he said. "It's got an excellent price to performance ratio, is easy to use and has a compact footprint."

The CONSEP® Concrete Reclaimer is designed for use in ready-mixed concrete

batching plants for recycling the sand and aggregate from concrete washed out from returned truck mixers, and in pre-cast concrete batching plants for recovery of concrete from moulds. Solid aggregate particles of sand and gravel, having a particle size

larger than 0.3mm (0.01 in), are separated from the waste water by an inclined heavy-duty screw. The aggregates and cement-rich water can be reused, after separation.

The CONSEP® Reclaimer is manufactured from sturdy heavy-duty galvanised carbon steel and is capable of handling up to 15m³/h of diluted concrete, while the maximum size of the aggregate handled is 40mm. The CONSEP® receives returned concrete and wash water directly from the truck mixer, with the incoming flow directed towards a hopper. The latter item prevents sedimentation of mud while the heavy-duty ribbon flight screw feeder conveys the aggregates through an inclined trough, thus ensuring efficient washing of reclaimed particles.

The CONSEP® is always started before the unloading of diluted concrete into the hopper begins. This can be done either automatically, or by an operator starting the

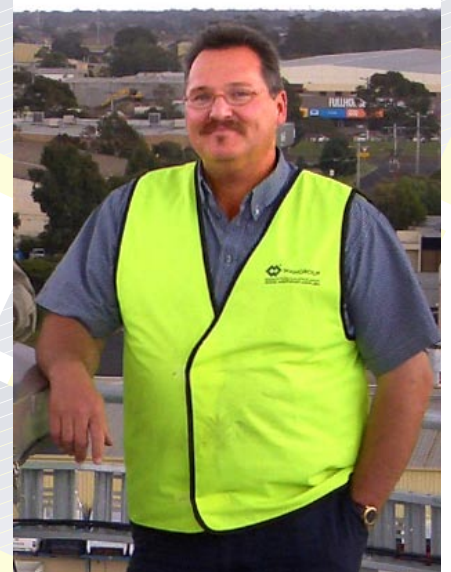
machine before each unload. As concrete is unloaded, clean water is supplied to nozzles located in the conveyor area along the trough, while recycled water is supplied to the hopper. The latter prevents the excessive increase of suspended solids and consequent formation of sludge.

WAM® predicts a long life for the CONSEP® Concrete Reclaimer provided it is maintained properly.

Present at WAM®'s demonstration day, in addition to potential customers and representatives of the broader concrete industry, were service and repair companies that can assist with installation of reclaimers.



Visitors at WAM®'s CONSEP® demonstration day



Mark Thompson

THE FOLLOWING IS A REPRINT OF AN ARTICLE FIRST PUBLISHED IN ISSUE 1/2007 OF **EVOLUTION**, THE QUARTERLY JOURNAL OF **SKF**, THE LEADING GLOBAL SUPPLIER OF PRODUCTS, SOLUTIONS AND SERVICES IN THE AREA COMPRISING ROLLING BEARINGS, SEALS, MECHATRONICS, SERVICES AND LUBRICATION SYSTEMS.

DESTINED FOR EXCELLENCE

THE TECHNICAL CONTRIBUTION OF SKF FOR ALL OPERATING CONDITIONS OF ELECTRIC VIBRATORS

Good vibrations for OLI S.p.A., an Italian manufacturer of electric vibrators belonging to WAMGROUP®. This is the impression of the international markets towards which OLI® directs over 70% of its production.

Since 1961, when the Company was founded, it has built up its success by offering the market a comprehensive range of electric and pneumatic vibrators for industry and building construction.

After closing the year 2005 with a turnover of 8.5 million € and 25 employees, OLI® expects to grow by 20% in the next two years, and hopes to obtain most of its new job orders from new markets.

OLI® is an integral part of WAMGROUP®, a brilliant example of a “global supplier”.

Thanks to synergy between the vari-

ous Companies, the Group is in a position to supply a complete range of “market



oriented” solutions, including machines for bulk handling of solids, dust filtration, separation of solids from liquids, mixing, as well as vibration technology.

A strong research tradition is the basis for the development of a large range of products which has led OLI® to the design and construction of standard equipment for a great variety of applications.

The large range of products on offer amply satisfies the requirements of the various industrial sectors: building construction, mining, petrochemicals, chemicals, pharmaceuticals and the food industry; a single contact who can satisfy the vast and varying operating and production needs. The Quality System certified in compliance with ISO9000:VISION 2000 further ensures reliability in each phase of the production process.

SKF OFFERS ITS EXPERIENCE IN THE DEVELOPMENT OF “CUSTOMER ORIENTED” SOLUTIONS

In this context, the SKF Group integrates its experience as a knowledge engineering company matured in over 100 years of history and the new organization in strategic platforms divided into areas of competence, by offering solutions with high added value and close customer contact.

SKF had offered to study the correct execution of bearings for the electric vibrators produced by OLI®.

Thanks to the use of advanced software, SKF was able to calculate the operating temperature of the fully operational bearings on the basis of the load, the various speeds at which the shaft can rotate (which may change according to the supply frequency and on the basis of the number of pairs of electric motor poles) and on the basis of the lubricant chosen. In this case, the maximum temperature value reached is important for the choice of the cage. For example, SKF cylindrical roller bearings are available in “standard” execution, with 6.6 polyamide cage reinforced with fibre-glass, or with metal cages (pressed steel or

solid bronze) for operating temperatures greater than 120° C (250° F) and heavy-duty conditions of use.

After identifying the operating temperature, the difference in temperature between



OLI® Electric Vibrator Model MVE 1800 2

the inner and outer ring of the bearings was estimated to provide the most suitable radial play class (CN, C3, C4,...), in order to prevent preloading and loss of performance of the vibrator.

Technical collaboration between OLI® and SKF goes far beyond the choice

of bearings. SKF is able to recommend the most suitable lubricant and the correct maintenance schedule for ensuring ideal operating conditions to achieve the theoretical duration under fatigue calculated for the bearing in the machine design phase.

The choice of equipping its applications with SKF bearings once again confirms the clear intention of OLI S.p.A. to aim for the top of the quality scale.

A collaboration marked by excellence, both OLI® and SKF compete on international markets by aiming for high quality standards.



Davide Pandolfo
Carlo Torelli
SKF, Industrial Division

WAM® ATEX DUST COLLECTORS: RUNNING COST KILLERS

The ATEX (94/9/CE) directive establishes the requirements concerning equipment and protec-

tive systems intended for use in potentially explosive atmospheres. This directive was developed to ensure that precautions are taken to both prevent potential explosions and mitigate the effects if an explosion occurs.

Within a manufacturing plant with a potentially explosive atmosphere, any provider or operator of equipment will be required to evaluate current equipment for ATEX compliance.

Hazardous areas are divided into zones that relate to

the predicted occurrence of when an explosive atmosphere may be present in the area.



Explosion tests with German DMT in 2002

For functional reasons dust filters belong to the category of machines that bear the highest risk of explosion.

The WAM® ATEX dust

collector range fully complies with the requirements of the directive. Mathematical modelling has been carried out and the results have been confirmed through

tests with DMT in Germany back in 2002.

WAM®'s ATEX filters are certified as a complete separate machine.

With ATEX, the equipment either complies with the essential safety requirements or it simply is not suitable. Those products placed on the market that include only certain components that are ATEX-marked do not comply with ATEX.

BENEFITS

One critical point for the engineer when it comes to sizing of a de-dusting system in a potentially explosive area is the proper definition of the protection system.

Certainly the Pred value has



WAMFLO® ATEX

a relevant role in that decision because the higher it is the smaller the area of the explosion panel.

The robust design of the WAM® dust collector range guarantees for a Pred of 1 bar.

The benefits of this important point is not only the reduced cost of the explosion panel but also the minimum space required on top of the silo.

Equipment for surface installations						
Group II						
Zones	0	20	1	21	2	22
	G	D	G	D	G	D
Nature of atmosphere	gas		gas		gas	
	dust		dust		dust	
Explosive atmosphere	Continuously present		Not likely to be present		Accidentally present	
Category of equipment which may be used following 94/9/CE directive	1		2		3	

WAMGROUP® Welcomes International Guests from the World of Media

The idea for a get-together came up some time ago at trade fairs in Chicago and Shanghai. On June 11th 2007 time had come.

WAMGROUP® Communications Director, Michael Grass, had the pleasure of welcoming at last international guests from the world of media at the Italian headquarters of WAMGROUP® in Ponte Motta.

The group of guests was formed by representatives of three different types of media oriented organizations: Exhibitions, Trade Magazines and an Internet Portal. Ms Claudia Hauser, senior project consultant at the world's foremost powder handling and processing exhibition, POWTECH, joined the party coming from Nuremberg,

Germany. Mr Rich Cress, publisher of Powder and Bulk Engineering, the leading journal in the industry in the U.S.A., was

accompanied by his wife, Mrs Maggie Johnson-Cress, who is sales manager of their publishing house based in Minneapolis, Minnesota. Mr Matthew Knopp, managing editor

of the U.S. magazine Tablets & Capsules, was happy to meet his old friends, Mrs Ute Wöhlbier and her husband Dr. Reinhard Wöhlbier, owners of the globally renowned Powder/Bulk Portal www.bulk-online.com, who had travelled to Italy by car from their new home in Bavaria, Germany.



Welcome at WAMGROUP® headquarters

After watching a video and receiving some more in-depth information on WAMGROUP®'s vision and mission, the group was invited to a short guided tour of the manufacturing plants of WAM S.p.A., OLI S.p.A. and TOREX S.p.A.

The day ended with a visit of the medieval town centre of Modena and a most enjoyable taste of the culinary specialties of the Emilia-Romagna region.



Visiting TOREX®

RONCUZZI® ELEVATED TO SUCCESS

BUCKET ELEVATORS FOR A VARIETY OF APPLICATIONS

Since 1998, when RONCUZZI® became member of WAMGROUP®, the company's Conveyors and Components Division has been gradually transforming their vast knowledge into a particularly user-friendly, cost-effective standard which includes a variety of options and accessories.

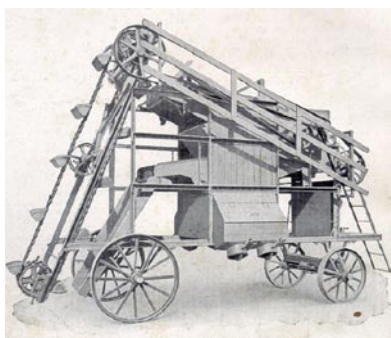
The history of RONCUZZI® is closely linked to that of the industrialisation of the commercial port of Ravenna, a historical town on the Adriatic coast in northern Italy. As early as 1898 RONCUZZI® became a contractor to provide machinery and equipment for the automation of bulk handling activities in the harbour, starting with rock and gravel handling.

The foundations of the Company's vast expertise and know-how in designing and manufacturing machines for bulk solids handling were laid in those days.

Today the company's unique know-how represents the foundation of a com-

prehensive Bucket Elevator range that is able to meet each and every user's requirements in terms of problem solution and reliability in time.

By completing standardization of their range of Bucket Elevators, RONCUZZI® has fallen into line with the other WAMGROUP® members in terms of corporate sales and marketing strategy. The modular design of the RONCUZZI® Bucket Elevators currently distinguishes between three differ-



1922 crushing machine by RONCUZZI® with incorporated bucket elevator

ent elevator types:

- ▶ EC, suitable for dry, free flowing, non-packing materials with small particle size and at maximum moderately abrasive properties and bulk density between 0.3 and 0.9 kg/dm³;
- ▶ EF in food-grade design for flour milling, animal feed milling and similar applications;
- ▶ EI for grain size smaller than 5mm and bulk density between 0.4 and 1.8 kg/dm³.

The standard provides for discharge heights up to 44 metres and throughput rates up to 400 cubic metres per hour.

All models can be executed in stainless steel or be ATEX-compliant on request.

The EC version of bucket elevators has been specifically developed for vertical elevation of cereals and similar materials. Designed for the application in areas subject to the European explosion protection directive, ATEX, these bucket elevators are manufactured from extra-thick, hot galvanised carbon steel.

The EF version is suitable for flour and similar materials.

The EI version is mainly used for fine aggregates and minerals. Its special design particularly suits low-speed operation.



RONCUZZI® Bucket Elevator for cereals in Venice, Italy

TOREX® SILO SAFETY

FOR SAINT GOBAIN WEBER



After four months of tests in the Torriana plant in Forlì, Italy, the technicians of Saint Gobain Weber have come to the conclusion that KCS by TOREX® is the ideal safety system for silo protection during filling from tankers. As a result Saint Gobain Weber will equip all their silos in Italy with the KCS system.

In Italy Saint Gobain runs five production facilities and four distribution centres including, in total, one hundred and thirty-

five silos. As a global player Saint Gobain Weber is present in twenty-two countries boasting a leading position among manufacturers of building materials such as plasters, mortars and adhesives.



EXTRAC® BIN ACTIVATORS FOR SPANISH MARKET

THE IMPORTANCE OF FACT FINDING

In the autumn of 2006 the EXTRAC® Division Manager went on a fact finding mission to visit key customers in Spain. Organized by WAM Spain, he had the opportunity to talk to a number of customers (OEMs and engineering companies) from sectors as different as construction, food, foundry, plastics and waste water. The tour was focused mainly on bin activators, and, in particular, on the assessment of customer satisfaction for this product. Customer feedback on applications, as well as suggestions for possible technical improvements within the existing activator range as a result of specific market requirements were recurrent themes.



The EXTRAC® Division Manager was glad to hear there were no technical claims regarding the performance of the BA-type Bin Activators. On the contrary, the general feedback indicated they were performing even better than any competitor's product.

The following comments particularly

reassured the EXTRAC® Division Manager:

The cone manufactured from a single sheet without any welding provides a seamless internal surface for constant and even material flow, a feature which is of special interest in the food industry.

The seamless flanged elastomer seal is highly appreciated by all customers because of its great resistance to stress and its unbeatable reliability in terms of preventing product leakages

even after several years of service. It was acknowledged by all customers that the special seal design represents a guarantee against possible material stress during work cycles.

The 360°-operating suspensions assure there is no transmission of vibrations to the bin or silo structure as, on the other hand, happens with some competitors' hanger arm design.

The high-quality finish is widely appreciated not only by those customers who require it

for sanitary reasons but also in many other industries.

The fact that all the components are manufactured by WAMGROUP®, including even the seals and the vibrators made by OLI®, definitely reassures customers in terms of the EXTRAC® Division's competence and know-how. WAM®'s efforts regarding research into innovative materials and the development of new manufacturing processes in view of special user benefits are equally appreciated.



SINT® elastomer bin activator seal flanged above and below

WAMGROUP® WINS IT AGAIN

AN UNDISPUTED 2:1 VICTORY IN THE 2007 MODENA FOOTBALL CUP FINAL

Marzaglia, Modena (Italy), 15th June 2007

Twice third, once runner up, and three times winner in the last six years. This is the impressive record of the WAMGROUP® football team that once again in 2007 dominated the prestigious Annual Modenese Companies' Football Tournament.

After dashing through the preliminary round, raking in thirteen of fourteen possible points, scoring thirteen goals to one, the team was going to meet the Modena fire brigade in the semi-final which WAMGROUP®

won 1:0. At last it was time to face the strongest side in the tournament, the Banca

Popolare Dell' Emilia Romagna, which had defeated both Ferrari and Maserati on their way to the final. But the WAMGROUP® team coached by Mauro Diazzi did not let themselves be intimidated. Two minutes before half-time it was again

second half saw Collins score his second goal of the day that secured the cup victory. Three minutes from the whistle the "bankers" managed to narrow the gap; it was too late, however, to turn the tables.



WAMGROUP® vs BPER final score: 2 : 1

from Ghana, who had already scored in the 2006 final, to slam the ball into the net. The



The players celebrating their well deserved victory

WAMGROUP® AT POWTECH

POWTECH 2007, now the world's foremost powder handling exhibition, was held in Nuremberg, Germany from March 27th till March 29th.

The joint stand was as usual impeccably organised by WAM GmbH, EMT GmbH and OLI GmbH who all enjoyed a widely positive response from their numerous visi-

tors during the three-days event.



Michele Gilli (* 6th March 1972 † 7th March 2007)

March 7th 2007 was the day after Michele Gilli's 35th birthday. After managing production at the WAM® factory in Atlanta, Georgia, USA, for the last two years, he had recently decided to apply for a green card for a permanent stay.

Michele was on his bike for his usual evening workout. He had just stopped at a red light facing the 316, one of those suburban dual carriageways with a central reservation as wide as one of those carriageways and yet a road with intersections and traffic



lights. Michele probably only had a split second to see a car heading off lane straight towards him at

70 mph while the lights were changing. No time left for any kind of reaction. The impact at 6:40 p.m. Eastern time was violent and fatal. Despite witness accounts to the contrary, the woman who had caused the accident claimed Michele had passed on red. She

was almost the same age as him. Michele will be sorely missed and always remembered by his family, his friends and his colleagues.

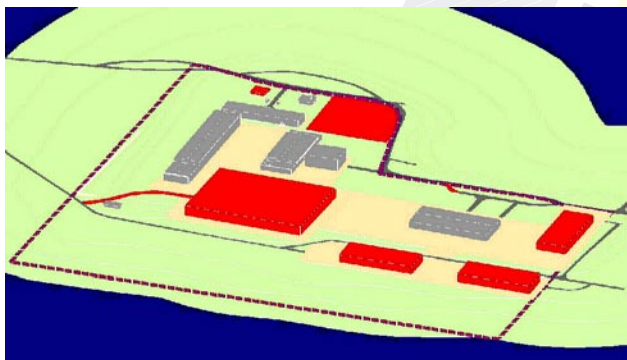
WAM GMBH AND EMT VISITING WAMGROUP® HEADQUARTERS

In June 2007 staff of German WAMGROUP® Subsidiaries, WAM GmbH and EMT GmbH, went on an outing of the special kind. After travelling by bus through Switzerland and northern Italy with stopovers on Lake Garda and Verona they visited the premises of WAM S.p.A., TOREX S.p.A. and OLI S.p.A. For some colleagues it was the first occasion ever to see their parent company. After a guided factory tour the party was given a hearty welcome by WAMGROUP® Chairman & C.E.O., Vainer Marchesini, who mentioned in his welcome speech the importance of sharing this kind of experience with the Group's employees.



Next Issue Preview

PROGRESS IN EXTENSION OF MANUFACTURING PLANTS



New development at WAM Romania (new buildings in red colour)

In recent years WAMGROUP® has been heavily investing in their manufacturing plants outside Europe. Some of the factories that only recently have been started up, have already become too small to meet the requirements in terms of volume of their local markets. In its next issue the

WAMGROUP® Newsletter will report on work in progress on the Group's manufacturing plants in each continent. Starting with the European sites in Croatia and Romania, moving towards North and South America, to finish with India, China and Australia, the report will illustrate WAMGROUP®'s next goals.

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WAMGROUP®

strong ethics

.... winning spirit