

BEYOND THE EASTERN ADRIATIC COAST

Giorgio D'Ascenzo and Bojan Hrabar, both aged 47, have been working together since the latter joined WAM Product as production manager in 2008. Up until then, the Croatian subsidiary acted both as manufacturing and trading company. At that time, D'Ascenzo had been running the business for three years. Born and raised in Bologna, Italy, he took a degree in economics at his home university. His former experience as subsidiary manager with a multinational company from Mexico ultimately won him the job of general manager at the newly established WAM Adria in 2010.

Bojan Hrabar is a Croat with a degree in mechanical engineering from Zagreb University. His experience in production technologies and project management, which he collected not only in his native country but also overseas since the mid-1990s, qualified him in 2012 for his position of general manager at the manufacturing only WAM Product.

Newsletter Your tasks are quite different.

Hrabar WAM Product is one of the Group's manufacturing hubs. Our customers are the trading subsidiaries all over the world...

D'Ascenzo ...while WAM Adria's task is to sell the Group's products in the market to both plant manufacturers and end users.

Newsletter A pretty big market.

D'Ascenzo Correct. Our territory comprises seven countries with a total population of around 20 million.

Newsletter How would you describe the current situation here in Croatia?

Hrabar Since entering the EU in 2013, Croatia's economy has developed from negative to +3.5% growth, which has made the country interesting for investors in various sectors.

Newsletter Let's talk about the opportunities offered by your market.

D'Ascenzo We notice a growing awareness towards higher quality standards in a market that so



Giorgio D'Ascenzo and Bojan Hrabar

"We Croats have a dual mentality. Our Mediterranean side gives us flexibility, our continental side the desire for precision."

far has been mostly price-driven. Although there are enormous differences among the countries of former Yugoslavia, we see great potential in the environmental technologies in Croatia first. There is no doubt that the other countries will soon follow.

Hrabar As a manufacturing company, we pursue the WAM Excellence Programme to adapt to the high global manufacturing quality standards set by the WAMGROUP® operations management. We Croats have a dual mentality. Our Mediterranean side gives us flexibility, our continental side the desire for precision.

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EDITORIAL



Dear Reader,

2018 is a special year for WAMGROUP® since it marks the company's 50th anniversary.

On 24th December 1968, Vainer Marchesini had his first workshop registered at the Court in Modena under the name of "Officina Meccanica Marchesini Vainer". It was the beginning of a success story that is unparalleled in the field of bulk material technology.

Fifty years later, the company has developed into an international group. In connection with the celebration of the anniversary, WAMGROUP® will open a Technology Centre on 15th June, a private facility for research and development in bulk solids handling and processing and various environmental technologies with a focus on dust filtration, solids-liquid separation in animal husbandry and various industries, on water treatment and hydro-energy. The facility includes a research laboratory, a training centre and a permanent exhibition.

Best wishes,

Michael Grass

WAMGROUP®
Public Relations Manager

CREATORS FOR THE CENTURIES LIFE ACHIEVEMENT AWARD

Dubrovnik, Croatia, 3rd March 2018



Mrs Šafran, Giorgio D'Ascenzo, Bojan Hrabar, Stjepan Šafran in Dubrovnik

WAM Product, the Croatian production plant of WAMGROUP® was originally a joint venture between two entrepreneurs—one Croatian, the other one Italian—who from the beginning literally understood each other without words. Like Vainer Marchesini, Stjepan Šafran, owner and CEO of Metal-Product, a company specialising in electrical equipment and metal structures, was a self-made man. Marchesini's idea of manufacturing products in Croatia and selling them worldwide fascinated the Croat. The partnership of the early years developed into a friendship characterized by mutual esteem ever since the two companies have been operating independently of each other.

As former President of the Croatian Chamber of Trades and Crafts, Šafran felt Marchesini's entrepreneurial achievements in Croatia deserved some special acknowledgement. Recognition came with the Creators for the Centuries 2017 Life Achievement Award. On behalf of Marchesini, who was unable to attend the ceremony, the general managers of WAM Adria, Giorgio D'Ascenzo, and WAM Product, Bojan Hrabar, received the award from Ms Mirjana Čagalj, Vice President of the Croatian Chamber of Economy.



Stjepan Šafran and Vainer Marchesini

WAM® COMPANIES IN CROATIA

Breznički Hum, Croatia, April 2018



WAM Product and WAM Adria staff forming the WAM® logo

Breznički Hum is a little town in the Varaždin County, located next to motorway E65, which connects the Croatian capital, Zagreb, with that of Hungary, Budapest. The remarkable thing about Breznički Hum is that its unemployment rate is far below that of the county. This is because there is enough work for everyone in town and the local economy continues to boom.

When Vainer Marchesini decided to invest in Croatia in 2003, EU membership was still ten years away. Since then, both Croatia and

WAMGROUP®'s operation, WAM Product, experienced a significant growth. Today, manufacturing in



Croatia for the world market means high quality products made by skilled people with a passion for their job.

The WAMGROUP® trading subsidiaries appreciate their Croatian colleagues' professionalism and reliability.

Since 2010, WAM Adria has been taking care of customers in former Yugoslavia and Albania. Step by step, the potential for WAM® products is growing in those countries, in some faster than in others, but steadily everywhere. The growing sales turnover required the investment in a new office, which opened in April 2018 (see picture).

www.wamadria.com



WAM Product manufacturing plant in Breznički Hum

SWEET TEMPTATIONS FROM THE BALKANS

Belgrade, Serbia, Winter 2017 - 2018

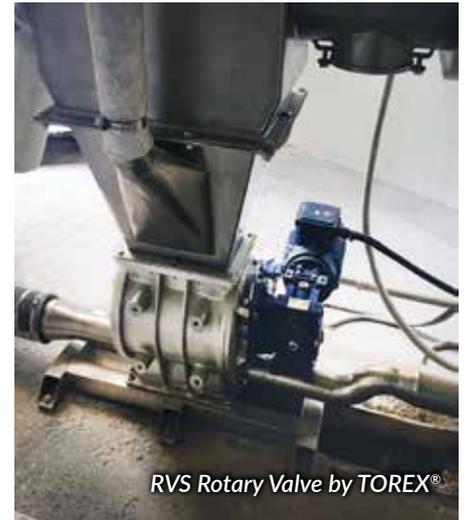


Soko Štark is a producer of snacks, waffles, candy bars and biscuits operating in the Serbian capital, Belgrade. In 2017, the company commissioned the Serbian stainless steel equipment manufacturer, Beinox, with the supply of plant components for a dry raw material processing system. Originally specialising in liquid handling equipment, Beinox nevertheless picked up the challenge by teaming up with WAM Adria, whose professional approach in presenting WAMGROUP® products and services made them win over a number of local competitors.

WAM Adria supplied various TX-type tubular screw feeders and flow intercepting butterfly valves along with blow-through

rotary feeders by TOREX® for integration into a pneumatic conveying system. The collaboration on this project between Beinox and WAM Adria has already produced some follow-up jobs.

www.wamadria.com



FRACKING SAND STORAGE INSTALLATION IN TEXAS

Amarillo, Texas, USA, since 2015



This heavy-duty mild steel centrifugal discharge Bucket Elevator made by WAM Texas with a 30 by 64-inch casing size has a nominal discharge height of 168 feet (51 metres). It elevates 472 tons per hour

of continuously and uniformly fed fracking sand. Powered by a 110 kW drive unit, the elevator was installed and put into service in 2015 in Amarillo, Texas, to fill four silos with silica sand used for fracturing operations in oil and natural gas wells. It is a belt and bucket elevator with a 4 ply - 1000 PIW rubber belt and maxi-lift nylon elevator buckets. Along with the bucket elevator, WAM Texas also supplied VG 600 Slide Gates and SILOTOP® Venting Filters.

www.waminc.com



WASTE WATER TREATMENT IN CROATIA

Drniš, Croatia, Spring 2017



At the end of 2015, Miab Engineering from the historic city of Šibenik in central Dalmatia, Croatia, was awarded the project of a municipal waste water treatment plant for the town of Drniš, a thirty-minute inland drive from Šibenik.

Miab chose WAM Adria for the supply of some of the plant equipment for water lifting, screenings compacting, lime dosing, and sludge conditioning.

As regards the water lifting section, Archimedean screw pumps in stainless

steel—an uncommon material for this type of machine—were provided along with a WASTECOM® CPS screw com-



pactor for screenings. For lime dosing WAM Adria supplied a complete sys-

tem including the silo complete with venting filter, KCS safety system, BA bin activator, TU screw feeder, VFS butterfly valve, and MBF micro-batch feeder. Conditioning of the biological sludge delivered by an SSC-type shaftless screw conveyor takes place in a MESC-type continuous twin-shaft paddle mixer by MAP®.

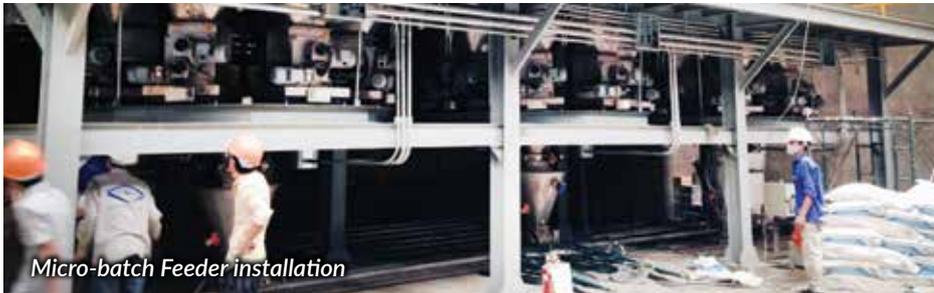
For WAMGROUP®'s Croatian trading subsidiary, the Drniš effluent treatment plant is a first-class reference.

www.wamadria.com



FEED ADDITIVES FOR VIETNAMESE LIVESTOCK

Ho Chi Minh City, Vietnam, July 2017



three RVS blow-through rotary feeders, twelve GT pipe couplings, four ILT level indicators, one WAMFLO® dust collector, one RVR drop-through rotary valve, four EXTRACURVE® wide radius pipe elbows, as well as four OT-type OLI® pneumatic vibrators. The systems have been successfully operating since the beginning of 2017.

www.wamgroup.com.vn

CP Group Vietnam offers a comprehensive range of livestock and aquaculture feed products, including concentrate, powder and pellet feed for pigs, chicken, ducks, cattle, shrimp and fish. The company has an extensive distribution network, with more than 1,300 dealers across the country.

For their animal feed milling plants in Bau Xeo, Dinh Duong and Tien Giang, an upgrade in terms of supplementary additive feeding systems was required. WAM Vietnam, which

had previously supplied equipment to CPV, was awarded the order in mid-2016. In collaboration with a local system integrator, the WAMGROUP® subsidiary supplied for each one of the three plants twenty-four MBF micro-batch feeders on BE-type platform scales,



SILOTOP® ZERO MADE IN THE USA

Lawrenceville, Georgia, USA, June 2017



The market introduction of the SILOTOP® ZERO has proved to be a great success in many countries.

In June 2017, it was time for kicking off production of the SILOTOP® ZERO in the WAM® manufacturing plant in Lawrenceville, Georgia.

Alessio Lugli, from the WAMGROUP® headquarters in Italy, came over to support production manager Clay, leadman Roland, and assemblers Marcos, Justin, and Cash, in setting up the new assembly line. WAM Inc. general manager, Enrico Vincenti, remembers how passionately everyone involved in the job tried to achieve the common goal—a great example of intercultural teamwork.

www.waminc.com

BATTERY PRODUCTION IN SLOVENIA

Mežica, Slovenia since 2014



Bin Activators, Slide Valves and Trough Screw Conveyors



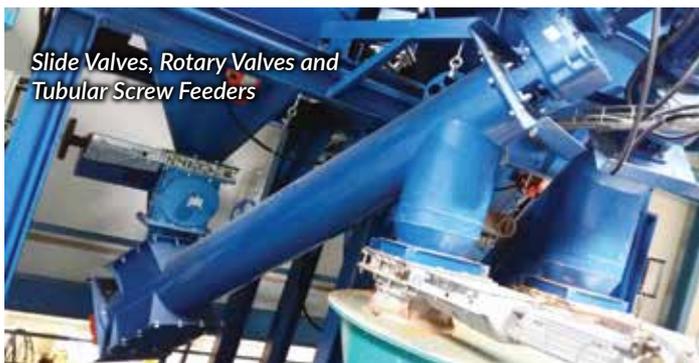
Jernej Kert

TAB is one of the leading producers of batteries in Europe that supplies virtually all renowned car manufacturers. Over the last decade, the company has gradually replaced all its pneumatic conveying equipment with WAM® screw conveyors reaching a

total number of more than 120 units. When asked what he expects from a supplier, investment manager, Jernej Kert, emphasizes on reliability. "The big problem with long-distance pneumatic conveying was dusty air leakage. With lead dust, in particular, that's something you don't want to happen", Kert stresses. "Since the beginning of the replacement phase we found that using the WAM® screw conveyors and plant accessories was definitely

a much more eco-friendly solution. After adding another sixty conveyors last year, we acknowledge the high quality level of the WAM® product and service provided by WAM Adria. Further reduction of dust emissions will remain the major challenge in the future. With WAMGROUP® we believe to have found the right partner in facing those challenges," Kert concludes.

www.wamadria.com



Slide Valves, Rotary Valves and Tubular Screw Feeders



VIB-type Slide Valves



Heavy-duty Trough Screw Conveyors in piggyback configuration

WASTE WATER TREATMENT IN LEBANON

Tibnine, Lebanon, August 2017

Since the new millennium, PSC Group, a trading company headquartered in Beirut, Lebanon, specialising in construction and industrial equipment, as well as environmental technology, has been WAMGROUP®'s authorised dealer in the Middle East country.

In 2015, PSC received an order for various sludge treatment equipment for a centralised waste water treatment plant located in Tibnine in southern Lebanon serving the local municipality and surrounding villages. The plant is sized for an equivalent population of 23,000 and an average daily flow of 3,220 cubic metres. The Council for Development and Reconstruction of Lebanon had awarded the general contract to OTV Veolia Liban who subcontracted the sludge treatment equipment to PSC. The supply consisted of a lime dosing system, screw conveyors and feed-



Screw Conveyors, Micro-batch Feeder and Twin-Shaft Paddle Mixer for Sludge Conditioning

ers, a bin activator and silo accessories linked to a MAP® sludge conditioner.

PSC managing partner, Tony Boustani, recalls that it was not easy to convince OTV Veolia in the

first place. Meanwhile, the plants of Nabaa Es Safaa and Barouk for a population of 20,000 and 8,000 respectively have been equally equipped with WAMGROUP® products.

www.pscgroup-lb.com

NEXT ISSUE PREVIEW

The Sagrada Família in Barcelona



Forty-five kilometres as the crow flies west of the bubbling metropolis of Barcelona, one reaches the sleepy town of Santa Margarida i Els Monjos. It was there that in 2003, WAMGROUP® opened a subsidiary. The company's location next to motorway A7 to Valencia, not far from the intersection with A2 to Zaragoza, and the vicinity of the cities of Barcelona and Tarragona offers great logistic advantages in the distribution of WAMGROUP® equipment in Spain and Portugal and in forwarding goods to the Balearic and Canary Islands. Read more about WAM Spain in the next Newsletter issue.

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