

ONE PITCH BEYOND WITH FLITECH®

Born and raised in Bondeno, in the province of Ferrara, Italy, Daniele Bergamaschi (43) received his diploma from a local Technical College. He started his career as a worker in sheet metal processing before moving to a new job in hydraulic systems management. In 1998, Daniele joined WAMGROUP®, for which he worked as a salesman on the Italian market. His sales talent and the know-how acquired in the meantime formed the basis for his move to product management. In 2011, he became deputy manager at FLITECH®. A year later, Daniele was offered the position of general manager of the company, which he holds to this date.

Newsletter What is FLITECH®'s market like?

Bergamaschi 60% of our spirals are used in the agricultural machinery sector. Unfortunately, 2019 marked a decrease in this industry of up to 40%. However, we managed to increase our turnover by 2% thanks to increasing our market share in various European countries in other industrial sectors such as the food industry for mozzarella cheese making machines, in machinery for water purification, and for wood pellet production to

name but a few.

Newsletter Can you think of any particular characteristics of your market?

Bergamaschi It's difficult to maintain customers' loyalty. Basically, they are interested in a good price and short delivery time. FLITECH® is matching this requirement by using a Kanban scheduling system for lean manufacturing and just-in-time manufacturing.

Newsletter What would you say distinguishes you from your competitors?

to developing together customised solutions. We have the resources to provide such solutions and we encourage our clients to put their trust in us.



Daniele Bergamaschi

CONTENTS

Editorial	2
Factory Extension at WAM Romania	2
From Internal Supplier to Market Leader	3
Kind of Cheesy Business	4
FLITECH® for Clean Chicken Shacks	4
Augers for Combine Harvesters	5
Exhibitions	6-7
Two Who Made WAMGROUP® History	8
Next Issue: TECNO CM	8

“We intend to strengthen our image as a technological company that invests in automation of its manufacturing processes”

Bergamaschi Take a look at our facility. We are not some backyard workshop. FLITECH® is an industrial company. On a total area of 19,000 square metres, 9,500 are roofed with manufacturing buildings and warehouses. It is obvious that our customers benefit from that. Besides, they know that they will find open ears when it comes

Newsletter What is your strategy for the next years?

Bergamaschi We intend to strengthen our image as a technological company that further invests in automation of manufacturing processes to ensure cost leadership in the long term. We will also gear ourselves up for seasonal supplies in accordance with our customers' needs. On the product side, we will increasingly provide advanced solutions assuring perfect uniformity of spiral thickness.

EDITORIAL



Dear Reader,

The end of a decade always gives us a reason to reflect on the goals that were set at its beginning. The 2010s were eventful for WAMGROUP®. The shock waves of the global financial crisis had just subsided when the WAMGROUP® headquarters in Ponte Motta were hit by a natural disaster of unimaginable dimensions. The earthquake in 2012 has left scars that will keep its memory alive forever. In some ways, however, this experience has welded the staff together and released new energies that have helped to implement new projects.

With the opening of the Technology Centre at the company's headquarters in 2018 a new era began. From now on, the company's image should no longer be defined primarily by the production of equipment, but rather by its expertise in the field of bulk materials technology and water treatment.

I'm wishing you all a cordial "Avanti Così" into the new decade.

Michael Grass

WAMGROUP®
Public Relations Manager

FACTORY EXTENSION AT WAM ROMANIA

Ciupercasca, Romania, 11th October, 2019



Ribbon cutting ceremony with the Italian Ambassador to Romania

October 11, 2019 was an important date in the still young history of WAM Romania. A new factory building with a floor space of more than 7,000 square metres was inaugurated on the factory premises.

Thanks to the expansion, WAM Romania now sees itself in a position to significantly expand its product portfolio. A modern production layout and state-of-the-art equipment and machinery are available for the manufacture of bucket elevators, which were previously produced at RONCUZZI® in Ravenna, Italy.

With a total area of 23 acres, of which almost 4.5 acres are covered, the plant is located in a forest clearing about 90 kilometres from the country's capital Bucharest.

The keynote speech during the opening ceremony was delivered by the Italian Ambassador to Romania, Marco Giungi.



Factory extension in the background

FLITECH®

FROM INTERNAL SUPPLIER TO MARKET LEADER



After decades of sourcing helicoid flighting from various suppliers, as the market leader in screw conveyors, WAM® decided in 2003 that the time was right to take control of one of the core components for its most representative product, by founding a manufacturing company specialising in helicoid flighting technology.

As a WAMGROUP® affiliate, the new company named FLITECH® became the exclusive internal supplier of heli-

coid flighting to its sister company WAM®. However, the FLITECH® business plan provided for more. Helicoid screw flighting was not only a core component for screw conveyors but can be used for a variety of applications.

The competition scenario in 2003, the year FLITECH® was founded, featured more or less large craft businesses. In order to differentiate itself from such competition, substantial investments in industrial manufactur-

ing technologies were required. In 2017, Kanban, a scheduling system for lean manufacturing and just-in-time manufacturing developed by the Japanese car manufacturer Toyota to improve manufacturing efficiency, was introduced at FLITECH®.

Thanks to optimisation of the company's production methods and quality system, FLITECH® has achieved a leading position on the international markets.

www.flitech.it



KIND OF CHEESY BUSINESS

Poggio Rusco (Mantua), Italy, 2019



Mozzarella processing machine

Along with Parmesan, Gorgonzola and Pecorino, Mozzarella ranks among the world-famous Italian cheeses. Its name derives from the Neapolitan dialect and refers to the

shape of the product, diminutive of *mozza* (cut), which describes part of the processing method. In 2017, Italy exported more than 100,000 tonnes of mozzarella all over the world.

Although the manufacturers of spun paste cheese processing machines operate in a niche sector, they require augers in large quantities for their machines. Inside those machines, thanks to their gentle handling of the product, augers

are used for maturing of the curd, for stretching and moulding, as well as for continuous salting.

During a visit at the Cibus-Tech exhibition in Parma, Italy, FLITECH® became aware of the diverse possibilities offered by this sector. The machine manufacturers ask for large-diameter helicoid flighting made of 304 L stainless steel. The flighting needs to be continuously welded on the centre pipe on both sides. The augers are rounded on the outside diameter, while the welding seams require the same treatment.

www.flitech.it

FLITECH® FOR CLEAN CHICKEN SHACKS

Poggio Rusco (Mantua), Italy, Since 2012



In the agricultural sector competitors dominated the market until 2012, when FLITECH® decided to resort to some creativity in the search for niche markets for its products.

A constant problem in laying batteries is the removal of the muck produced. In collaboration with the Italian market leader for henhouse equipment, FLITECH® developed a solution using a series of augers for dragging the

droppings belt under the chicken breeding batteries. The alternative technical solution to the augers used up until then included rounded spirals made of special material to improve towing of the belt without cutting it, polymer slide bushes from TECNO CM, as well as galvanized finishing of the spirals to ensure durable resistance to corrosion over time.

www.flitech.it



AUGERS FOR COMBINE HARVESTERS



WAMGROUP® stakeholders usually associate helicoid screw flighting and augers with screw conveyors as one of the Group's core products. In fact, as is well known, FLITECH® was founded with the aim of supplying flighting and screws for its sister company WAM®. However, there are plenty more applications for helicoid flighting and complete augers, which have been explored by FLITECH® over the years.

Perhaps the best-known use of augers

is in cutter bars of combine harvesters, where they are used for the intake of the crops. The global agricultural harvester market was worth US\$ 26.2 Billion in 2018, which gives a rough idea about the potential for intake augers.

Since introducing itself to the worldwide leading combine harvester manufacturers, FLITECH® has established itself as a regular supplier.

www.flitech.it





YUGAGRO, Krasnodar, Russia



ECOMONDO



WEFTEC, Chicago, Illinois (USA)

EXHIBITIONS + +

In 2019, WAMGROUP® subsidiaries participated in 56 trade shows in 24 countries on 5 continents. The promotion of the new SAVECO™ brand in the wastewater sector played a special role.

In line with WAMGROUP®'s recipe for success, in the medium term the corporate strategy envisages the establishment of new foreign subsidiaries under the name SAVECO™, which has already become a reality in some cases. Here, one draws on the experience of the WAM® affiliates in the respective countries, which in many cases share premises and logistics with the newcomers.

The construction and equipment of municipal wastewater treatment plants is often the responsibility of multinational companies whose engineering departments are spread across the globe. To be present with competence in the



IFAT India, Mumbai, India



VIET-WATER Ho-Chi-Minh-City, Vietnam



Rimini, Italy



AGRITECHNICA, Hanover, Germany

+ + EXHIBITIONS



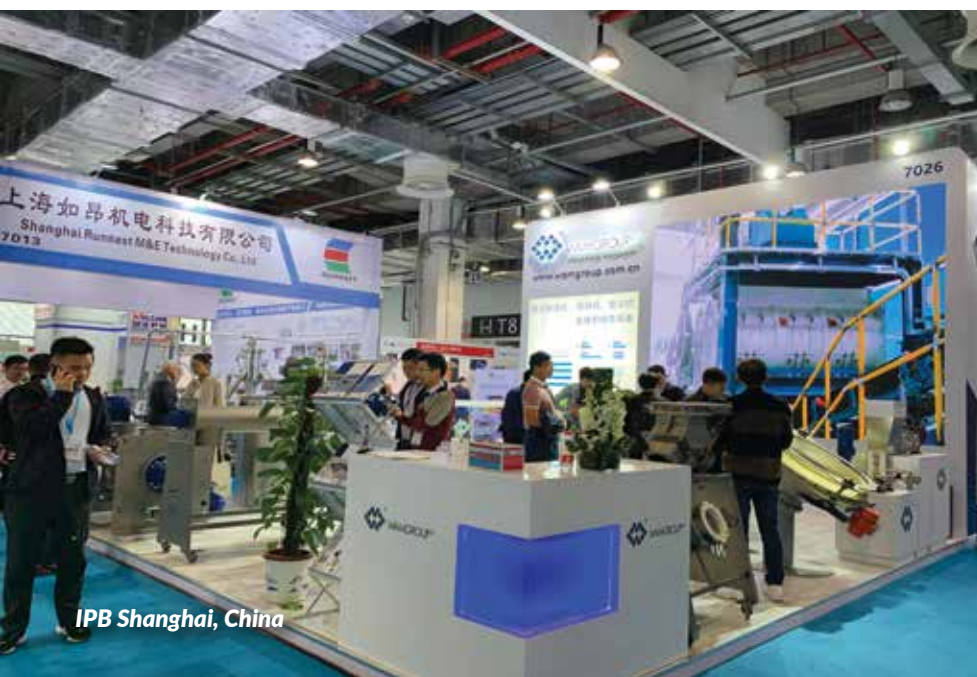
WETEX, Dubai, UAE

planning stage of a system is therefore of great advantage for the potential supplier of machines and equipment. As a sub-brand of WAMGROUP®, SAVECO™ is able to provide customers around the world with the necessary guarantees for timely product delivery and services.

www.saveco-water.com



"Dairy Cow", Cremona, Italy



IPB Shanghai, China



ThaiWater, Bangkok, Thailand

TWO WHO MADE WAMGROUP® HISTORY

Bologna, Italy, 1st May, 2019



Patrizio Trombin and Paolo Verasani

This year, too, two veteran staff members of WAMGROUP® were honoured with the “Merit Star of Labour” conferred by Decree of the Italian President, Sergio Mattarella.

Paolo Verasani, who joined WAMGROUP® as a young man in the early 1980s, started his career as export area manager for European countries. Like most of the first WAMGROUP® generation, he gained his experience as a self-taught person in sales and in learning a few foreign languages. After successfully managing the start-up of the Italian WAM® trading subsidiary (see Newsletter issue 2-2011), he was drawn back to export, where he still holds the

strings as a senior coordinator and mentor for the next generation of Corporate Regional Sales Managers.

Patrizio Trombin has served the Group since 1996 at first as workshop manager at the Italian headquarters in Ponte Motta. In 2016, he ventured into a new life across the Atlantic at WAM do Brasil. At the time, the Brazilian operation was facing the challenge of implementing a modern production structure in line with the concept of global quality management. Trombin's long-term experience in supervising production at WAM Industriale in Italy and his professional attitude proved to be an important asset in realising the project.

The WAMGROUP® Management and all colleagues share the pride with the winners of the award.

www.wamgroup.it

NEXT ISSUE PREVIEW

TECNO CM in Ponte Motta at dusk



With the inauguration of TECNO CM, a new technology, never before used by WAMGROUP®, was introduced into various product lines. The use of engineering polymers opened up undreamt-of possibilities in the development of complex designs that simply could not have been realised with traditional, metallic materials. Looking back on almost 30 years of experience with alternative materials, WAMGROUP® has managed to gain a substantial technological advantage over its competitors, consolidated by product developments that are in many cases protected by international patents.



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