

WAMGROUP® NEWS

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The Most Trusted Brands in Bulk Solids Handling & Processing, Wastewater and Renewable Energy

WAMGROUP® IN THE NATION OF RIVERS

Filippo Viaggi (43), born and raised in Mirandola on the northern border of the province of Modena, began his professional career with a well-known local food manufacturer after graduating in Industrial Management Engineering from the University of Modena and Reggio Emilia. In 2014, WAM Italia hired him as a customer assistant. In 2017, he became responsible for sales to the food sector in Italy. In 2019, he made the leap to the Far East, first as Deputy and from 2021 as General Manager of WAM Vietnam, the WAMGROUP® subsidiary in Ho Chi Minh City established in 2007.

Newsletter What is the market situation since you've been in charge?

Viaggi The impact of the pandemic has been tremendous. For about three months in 2020, the country came to an almost complete standstill, with the domestic market severely affected. Fortunately, a large part of the Vietnamese economy is based on exports, so the country was able to keep at least that part of the economy alive. The market is now recovering and WAM Vietnam is ready to take advantage of any opportunity that may arise.

Newsletter What in particular is characteristic of the local market?

Viaggi In the Vietnamese market, there are many manufacturers able to produce almost all types of equipment themselves. As a result, prices in the market are always pretty low, making it difficult for international companies without local production to fully penetrate the market. Vietnam's geographical closeness to China should also be taken into account. In fact, some Chinese competitors are trying to enter the market with low-priced, low-quality products.

important values through which WAM Vietnam can develop and grow.

Newsletter What are the biggest opportunities your market offers at present?



Filippo Viaggi

Viaggi Vietnam is a country in transition. The opportunities offered by the market are diverse in different sectors. Now, more and more attention is being paid to the environment. I believe we will see strong growth in water treatment and the food sector in the years ahead.

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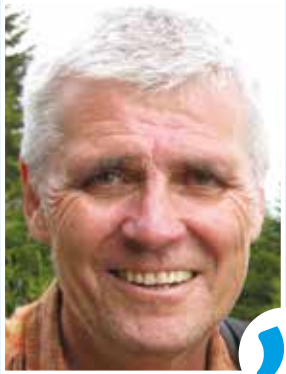
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“Now, more and more attention is paid to the environment in Vietnam. I can see strong growth there.”

Newsletter What are the biggest challenges for the company and for yourself at the moment?

Viaggi Since I have been here, our biggest challenge is to increase our market share through profound knowledge of the market and customer needs. Competence, professionalism, attention to customers and market requirements will be the most

EDITORIAL



Dear Reader,

Only recently we reported in our Newsletter about our subsidiaries in Ukraine and Russia, about their achievements, their rightful pride in what they have accomplished over the years, their plans for the future, both those for their companies and their very personal ones.

Since then, times have changed in ways never imaginable, yet the values of WAMGROUP® remain the same for our two most affected affiliates as for the rest of us.

Let peace for all be given a chance.

Best wishes,

Michael Grass

WAMGROUP®
Public Relations Manager

ISO 14001 CERTIFICATION FOR WAM INDUSTRIALE

Ponte Motta, Italy, Spring 2022

The ISO 14001 standard sets out the criteria for an environmental management system to be certified. It provides a framework that a company or organisation can follow to establish an effective environmental management system. The environmental challenge that the planet has imposed on us concerns everyone,

both private individuals and companies, and this is why WAM Industriale has decided to be certified according to this standard. Certification according to ISO 14001 is not mandatory, but the result of a well-considered and far-sighted choice by a company that wants to be more competitive on the market, in this case by improving and certifying its commitment to respecting the environment.

Giacomo Marazzi, head of the Environment, Health and Safety Department of WAM Industriale reports that in September 2020, the implementation of new energy savings and waste management procedures started, which one year later were ready for certification by the German TÜV Süd.



A WARM WELCOME FROM WAM VIETNAM

In 2007, WAMGROUP® decided to set up its own subsidiary in Vietnam, and in 2008 the time had finally come. For people of a certain generation, the exotic country on the Pacific still brings back vivid memories of a murderous war that claimed millions of victims, most of them civilians. In the decades that followed, the country with one of the world's youngest populations managed to renew itself and become one of the fastest growing global economies towards the end of the first decade of the new millennium.

Ho Chi Minh City, where WAM Vietnam is based, today is a modern, bustling metropolis where each of the nine million inhabitants seems to own a scooter. As a tourist, never try to cross Ton Duc Thang Street on the Saigon River. Getting through the endless queue of cars and mopeds is life-threatening for pedestrians. In order to be able to optimally serve the market, WAM Vietnam today employs nine staff members, two of whom reside in the capital, Hanoi, 1,600 kilometres to the north.

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WASTEWATER TREATMENT IN HANOI

Hanoi, Vietnam, August 2020

As WAM Vietnam's General Manager, Filippo Viaggi, mentioned in the front-page interview, the domestic wastewater sector offers plenty of opportunities for SAVECO® products.

On their website, Vinhomes refers to themselves as the No.1 property development and management company in Vietnam. Their "Smart City" project in Hanoi, which they promote as "The International City for Global Citizens", required a wastewater treatment plant with a capacity of 17,000 cubic metres per day, for which in August 2020, WAM Vietnam supplied a GRITSEP® FCG Fluid Dynamic Grit Classifier together with two SSC Shaftless Screw Conveyors to trans-

port the separated screenings.

GRITSEP® FGC is an innovative Grit Classifier developed using modern simulation software. The machine is the most compact and economical solution designed for easy on-site installation. Storage, transportation, and maintenance costs are reduced to a minimum. The GRITSEP® FGC, which consists of a decanting tank, a grit extraction screw, and a welded hopper, is capable of separating sand with a grain size of up to 200 µm and a specific weight of up to 2.65 kg/dm³. The benefits for the user are the small footprint, the low drive power, and a separation efficiency of 95%.

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WASTEWATER DEGRITTING IN DA NANG

Da Nang, Vietnam, March 2020



region. Today, the city has many educational institutions and important economic centres. The tourism industry is an important part of Da Nang's economy. Its central location and proximity to several UNESCO World Heritage Sites play a supporting role.

In March 2020, WAM Vietnam delivered two CLSW 20 Sand Washers for the wastewater treatment plant of one of the million-people city's districts.

CLSW Grit Washers are used to separate sand from wastewater and wash it at the same time to reduce the number of organic particles. The sand is then conveyed by a screw conveyor and disposed of. An agitator keeps the sand moving by conveying it to the central opening of the loading hopper, where it is connected to the screw conveyor. Due to their different densities, the organic particles float while sand with a grain size of more than 200 µm falls to the bottom of the tank. Thanks to the satisfied customer, WAM Vietnam looks forward to follow-up orders.

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During the war, Da Nang was the main aircraft hub for all U.S. military operations. Since the establishment of the Socialist

Republic of Vietnam, Da Nang has become the third city after Ho Chi Minh City and Hanoi to be an important urban centre of Vietnam's central

WAMGROUP® STAFF TRAINING

Ponte Motta, Italy, April 2022

At the inauguration of the Technology Centre in 2018, WAMGROUP® Chairman & CEO, Vainer Marchesini, already indicated how important it is for the company to train its employees. In April this year, after the restrictions due to COVID-19, an induction course with an audience on site could take place again for the first time. On this occasion, the mostly new employees received a first introduction to the various departments of the corporate Group.

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WAMGROUP® Chairman & CEO, Vainer Marchesini, welcoming training course participants

EQUIPMENT FOR PVC PROCESSING

Bà Rịa-Vũng Tàu Province, Vietnam, since 2020



Low-cost, versatile polyvinyl chloride (PVC) is used in a wide range of applications in construction, healthcare, electronics, automotive and other sectors, in products ranging from piping and linings to blood bags and hoses, wire and cable insulation and windscreen components. WAMGROUP® products are used in various process steps in the production of PVC.

For their plant in Bà Rịa-Vũng Tàu, south-east of Ho Chi Minh City,

in 2020, WAM Vietnam supplied AGC Chemicals, a global player with Japanese roots, with various WAMAIR® and WAMFLO® Dust Collectors, BELLOJET® Telescopic Loading Bellows, TOREX® Rotary Valves and WAM® Screw Feeders.

All equipment is made of stainless steel with a high-quality grade of finish, which satisfied the customer's high requirements for their new production line.

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WAMGROUP® PRODUCTS FOR STATE-OF-THE-ART

Dong Nai Province, Vietnam, May 2021



Historically, Vietnamese consumers have largely relied on pork to meet their dietary needs. According to official statistics, the pig population in Vietnam totalled 27.3 million animals by the end of 2020. Official sources also say that the Vietnamese feed industry is the best in Southeast Asia and tenth best in the world in terms of technology. Multi-national feed manufacturer CP Group relies on WAMGROUP® products for the supply of equipment for its factory in Vietnam's Bàu Xéo,

Đồng Nai province.

The centrepiece of the delivery was a series of WAM® Micro-feeding systems for which the customer required a metering accuracy of 0.5 to 1.0%. Furthermore, WAM® Butterfly Valves, as well as Rotary Valves, EXTRACURVE™ Pipe Couplings, Bin Level Indicators by TOREX®, Electric Vibrators by OLI®, and WAMFLO® Dust Collectors were included in the scope of delivery.

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THE-ART PIG FEED PRODUCTION IN VIETNAM

Bình Phước and Hung Yên Provinces, Vietnam, Summer 2020

For another CP Group plant in Bình Phước Province, north of Ho Chi Minh City, which produces pig and chicken feed, WAM Vietnam supplied EXTRAC® Bin Activators that successfully solve the problem of discharge of poorly flowing raw materials.

“Let’s produce our own feed for the pigs we raise on our farms” decided the South Korean livestock specialist Sunjin, who expanded its activities into Southeast Asia after the new millennium. For Sunjin’s plant in Hung Yên province, just outside Vietnam’s capital Hanoi, WAM Vietnam was awarded a contract to supply a range of WAMGROUP® products, including WAM® Micro-batch Feeders and Butterfly Valves, WAMFLO® Dust Collectors, TOREX® Rotary Valves and Bin Level Indicators, along with EXTRACURVE™ and EXTRABEND™ Pipe Elbows and Pipe Couplings for a pneumatic conveying system, as well as OLI® Electric Motovibrators.

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PAOLO MENINI (* 11th March 1963 † 23rd December 2021)



Paolo Menini joined WAM Industriale in January 2011. Thanks to his long-term experience in quality assurance and maintenance in Fiat's tractor production, he took over the quality management of WAM Industriale. His colleague and friend Luca Menozzi recalls: "Paolo had a way with his staff. He emphasised that

people should approach their work in a relaxed and light-hearted manner, because only like this could problems be solved with lasting effect. There were about ten of us, and he forged us together into a real team that proudly pursued its goals." Luca shared with Paolo his passion for model designing, with Paolo being particularly interested in the dynamic part. His models had to move (see NL issue No.1, May 2016) and did so to the delight of numerous visitors to WAMGROUP® exhibition stands all over the world. Another passion of Paolo's was drones, at a time when the technology was still new, which with his help allowed us to try it out in a number of cases.

After successfully fending off the virus for so many months, COVID got ahead of the booster vaccination only by a couple of days. One day before Christmas Eve 2021, Paolo sadly lost his battle. Our heartfelt condolences go out to his family.



WASTEMASTER® Compact Plant Model



Paolo Menini and Luca Menozzi

NEXT ISSUE PREVIEW

When searching for the antipodes of Italy, you come across New Zealand, which is very similar to Italy both in size and shape. The country, almost 19,000 kilometres and 27 flight hours away, brings to mind sheep, of which there are five times more than people, kiwis (both the bird and the fruit), rugby, the America's Cup of yachtsmen and "The Lord of the Rings" film sets, which have made New Zealand's breath-taking landscapes a household name to the rest of the world. As a branch of WAM Australia, WAM New Zealand was founded in 2007 in Auckland—the country's largest city, with 1.5 million inhabitants. In the next issue of our Newsletter we will inform you in detail about WAMGROUP®'s latest Oceania project.



New Zealand

Italy



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