

WAM MALAYSIA - TRULY ASIA

When he took up his position as General Manager of WAM Malaysia, WAM Singapore and WAM Indonesia at the end of 2018, Fabio Pivetti (52) looked back on a long-standing career with WAMGROUP®, which he began in 1998 at WAM Italia as a sales engineer. Born and raised in Carpi in the province of Modena, Pivetti graduated in physics from the University of Modena and Reggio Emilia in 1998 and started his first job with WAMGROUP® the same year. In 2003, he moved to the Group's headquarters, where he gained experience over the next 15 years, first as Product Manager, later as Sector Management Coordinator and finally as Regional Sales Manager.

Newsletter Could you tell us about the current market situation?

Pivetti With the end of Covid, the demand for all products, food, infrastructure, houses and more is once again driving the continuous development of this country.

Newsletter What's special about Malaysia?

Pivetti Malaysia is a mix of cultures, races, religions, and languages,

which is why it is referred to as "Truly Asia". The industry is well developed with all players present: OEMs, distributors, and end users as well as some local artisan competitors. Access to end users is fairly easy as they are the ones who must find solutions and implement new situations. This is good for sales promotion and of course requires qualified and trained salespeople.

"A well-organised team that personifies the WAMGROUP® philosophy is the main goal."

Newsletter Major challenges for the company and yourself?

Pivetti A well-organised and qualified team that personifies the WAMGROUP® philosophy is the main goal. The long distance from the Group's headquarters, the time zone and the language barrier unfortunately only allow for very little interaction.

Newsletter What are the major opportunities offered by the local market at this moment and in the short and medium term?



Fabio Pivetti

Pivetti The market is so big in the SEA region that we are bound to improve. With our equipment for the food and chemical sectors, as well as with the SAVECO® range, we have already started to win new customers and establish important references. We are promoting each product in each sector and trying to match the WAM® method with the local market rules. We simply have to sell ourselves in the best possible way.

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EDITORIAL



Dear Reader,

For WAMGROUP®, 2023 is marked by substantial investments in the expansion of various production facilities both in its home country Italy and overseas.

At the Company's headquarters in Ponte Motta, in addition to the new office building with 2,500 square metres of floor space, new factory buildings for stainless-steel screw conveyor and dust collector production with a total area of approximately 10,500 square metres are under construction.

Less than four years after the inauguration of the MVM plant in Castelnovo Bariano, Rovigo, an extension of the production area by 4,700 square metres is in progress.

Already completed is the doubling of the production area to a total of now almost 8,000 square metres at the Georgia Division of WAM USA in Lawrenceville, Atlanta.

Finally, a new WAM Australia manufacturing facility is being built down under with 7,000 square metres of floor space.

Best wishes,

Michael Grass

WAMGROUP®
Public Relations Manager

SPORTS AND INCLUSION WITH WAMGROUP® AND FISPE FOR A BARRIER-FREE FUTURE

Ponte Motta, Italy, 10th September 2022



Ribbon cutting by the Mayor of Cavezzo, Ms Lisa Luppi

A day of sports and inclusion organised by WAMGROUP® and the Italian Federation of Paralympic and Experimental Sports proved that nothing is impossible when there is enthusiasm and dedication.

WAMGROUP® reaffirmed its deep commitment to sports as an instrument of unity, respect, and loyalty towards others by hosting the second edition of the FISPE Summer Camp, an event whose undisputed protagonists were children. The 2022 Summer Camp was held at the Group's headquarters and was a true day of team spirit with a series of mini football and basketball tournaments complemented by athletics trials. The young athletes were welcomed on the new artificial turf pitch, inaugurated on the same day, and donated by WAMGROUP® to the municipality of Cavezzo.

At the end of the Games, the Cavezzo Parents' Committee set up a "third half" where all participants, starting with the youngest, gathered to crown a day of coming together and cohesion.

Elena Marchesini from WAMGROUP® commented: "This annual event is part of a much wider journey that WAMGROUP® has been undertaking in the region for some time. The idea of supporting inclusive sport was born with the aim of working within the community for the community. Only by working side by side can we truly hope to achieve more important goals and contribute to the common good."



TRULY WAM MALAYSIA

Kuala Lumpur, Winter 2022 - 2023



The WAM Malaysia Team

WAMGROUP®'s commitment to Southeast Asia dates back to the early 1980s, when a franchise agreement was signed in Singapore. It soon became clear that the Singapore location alone was not sufficient to cover the market, which spans several countries and time zones.

When WAM Singapore was transformed into an independent subsidi-

ary controlled by the Italian holding company in 2012, WAM Malaysia had already been up and running for three years. It has since been coordinated from Singapore, as has the Indonesian affiliate founded in 2013.

Supported by Chris Tan, the company's pioneer and logistics manager, Amirah, the accounting manager, focal point, Khairul, as well as the sales engineers Zaki for building &

ager for a biogas plant in Singapore, he joined WAM Malaysia as sales manager in late 2014. After an initial turnover share of up to 85% in the construction industry, Luca and his team managed to successfully penetrate other industries within the first two years of his employment. Today, for example, the share of the food sector is around 50%.

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Fabio Pivetti and Luca Gavello

construction, Joe for foods & chemicals, and Nik for water treatment, it is Deputy Manager, Luca Gavello, who holds it all together in KL.

Born in 1983 in Asti, in the Italian region of Piedmont, Luca went to Southeast Asia after completing his education as a technician. After gaining experience as a project man-



WAM Malaysia premises in KL

NOT ONLY PRODUCTS, BUT A LOT MORE

Kangar, Perlis, Malaysia, November 2022

Since 1975, Cement Industries of Malaysia Berhad, also known as CIMA, has established itself as the preferred partner for building materials in Malaysia and the regional market, growing stronger year by year.

For the loading of clinker at its



cement mill in Kangar, the capital of Perlis, Malaysia's smallest and northernmost state on the border with Thailand, CIMA needed not only a new Telescopic Loader in exchange for a competitor's product, but a solution to the problem of high dust emissions.

WAM Malaysia provided the solution by supplying a TOREX® ZX-type Loading Bellows with a throughput capacity of up to 850 cubic metres per hour in conjunction with a large WAMAIR® stand-alone Dust Collector with collecting hopper and a TOREX® Drop-through Rotary Valve for discharge.

Another request from the user was to speed up the process of clinker loading onto the trucks.

As protection against extensive wear, parts coming into contact with the product were manufactured from Hardox.



When choosing WAM Malaysia as supplier, its local presence and its availability during assembly and start-up were the most important factors for the customer.

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FLOODING MITIGATION SYSTEM BY RONCUZZI®

Bukit Lanchong, Selangor, Malaysia, since 2018



A few kilometres southwest of the Malaysian capital Kuala Lumpur lies the small village

of Bukit Lanchong, where WAM Malaysia in 2018 supplied two RONCUZZI® screw pumps with an

external diameter of 1,900 mm to the JPS Department of Irrigation and Drainage. The Archimedean Screw Pumps are installed at the mouth of a small tributary of the Klang River to prevent flooding in bad weather conditions. The pumps are controlled by a level indicator and only operate during heavy rainfall.

Planning and installation were carried out by the solution and service provider WASSERWELT from Petaling Jaya, Selangor, with whom WAM Malaysia has worked successfully for many years. The equipment has since been operating without flaws leaving hope for further similar requests.

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STATE-OF-THE-ART DRY MORTAR PLANT

Meru, Selangor, Malaysia, since October 2022



From the company's website you learn that NICH I was founded more than 30 years ago by Malaysian concrete industry icon Jimmy Nichi. NICH I is today the leading manufacturer and service centre for concrete batching equipment, concrete mixers and building materials-related products and services in Malaysia, Southeast Asia, and the Pacific.

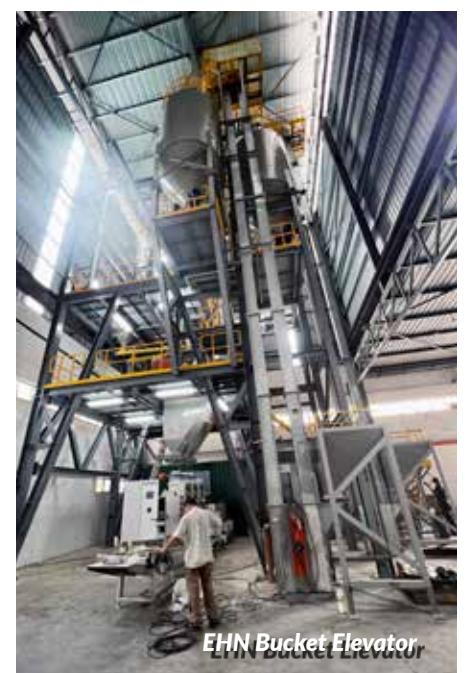
The successful cooperation between WAM Malaysia and NICH I dates back more than a decade and has seen some mutually rewarding highlights during that time (see also WAMGROUP® Newsletter No.3/2016).

Today, NICH I's know-how is not

limited to concrete production, but extends to other areas such as the processing of dry premixed building materials, which has opened further opportunities for cooperation with WAM Malaysia.

In October 2022, time had come when NICH I equipped a new dry mortar plant for MyChem Industries completely with WAMGROUP® products. In addition to RONCUZZI® Bucket Elevators, WAM® Screw Feeders, SILOTOP® ZERO Venting Filters, various silo accessories from TOREX® and a 2,000-litre horizontal single-shaft batch mixer from MAP® came into use and have since ensured smooth and safe operation.

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POTABLE WATER TREATMENT

Ketereh, Kelantan, Malaysia, February 2022



of Ketereh, a town named after the local term for the cashew fruit and just a stone's throw from the Thai border, ProMinent was awarded the order for a soda ash dosing system.

Designed for 24-hour operation, the dosing rate is controlled by water quality reading. A second identical system is only intended for stand-by function. A particularly low feed rate of only six kilograms per hour is required here.

WAM Malaysia contributed to the system with two SBB-HFF-type soda ash FIBC Discharging Stations by EXTRAC® equipped with VFS-type Butterfly Valves and MBF Micro-batch Feeders.



The ProMinent Group of German origins is a manufacturer of components and systems for metering as well as a solution provider for water treatment.

For the potable water treatment plant

According to WAM Malaysia's reports, the plant operator has been satisfied with the system's performance so far, which gives reasonable hope for follow-up projects.

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BORYS MONTECINOS * 28th April 1974 † 2nd April 2023

Borys Montecinos joined WAM Chile on 16th August 2010 and he remained loyal to the company until his sudden, unexpected death from a heart attack.



He was based in the south of Chile, in the city of Puerto

Montt from where he took care of WAM Chile's local customers, focusing mainly on SEPCOM®, SAVI®, CHIOR® and RONCUZZI® products.

I had the pleasure of getting to know Borys during a business trip to South



America in 2016, and I remember him as a kind and warm person who loved the part of the country where he lived



and made me want to visit him there one day. May he rest in peace.

Michael Grass

EXCELLENCE IN LIME DOSING

Lambor Kanan, Perak, Malaysia, since March 2021



Some 200 kilometres north-north-west of Kuala Lumpur, in 2021, in the middle of the pandemic, WAM Malaysia's customer WASSERWELT commissioned a lime dosing system at AIR PERAK's Teluk Kepayang Water Treatment Plant as part of the local drinking water treat-

ment.

WAM Malaysia supplied the specialised WAMGROUP® components: SILOTOP® ZERO Venting Filter, VCP Pressure Relief Valve, ILT Level Indicators and a BA Bin Activator with VL Slide Gate Valve for shut-off.

WAMGROUP®'s long-standing experience in the development of specialised system components in this field was, in addition to its local presence, a compelling argument in favour of WAM Malaysia.

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BLENDS OF BLEACHING EARTHS

Port Klang, Selangor, Malaysia, since spring 2021

Natural Bleach Sdn Bhd, founded in 1994, produces natural and acid-activated bleaching earths and their blends with activated carbons.

For the company's new processing plant in Port Klang on the Malacca Strait, various WAMGROUP® products such as Loading Bellows, Butterfly Valves, Venting Filters, Screw Conveyors, Rotary Valves, and Pressure Relief Valves were required. The plant was delivered by the engineering company U.E. WORKS MASAI from Johor, on the southern tip of the peninsula on the border with Singapore.



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TP Tubular Screw Conveyors

CAN'T DODGE WAM MALAYSIA

Edmonton, Canada, September 2022

When players on two teams try to throw balls and hit their opponents, while avoiding being hit themselves, it's called Dodgeball. The aim is to eliminate all the players of



Chee Keong Ng

the opposing team.

The 2022 World Dodgeball Championships in Edmonton, Canada, was the largest competition in the history of the sport.

To the delight of all WAMGROUP® people, Chee Keong Ng (aka Robert) of WAM Malaysia, alongside his teammates from the Malaysian National Dodgeball Team, brought home this year's Dodgeball World Cup trophy scoring 10-5 in the final against Australia.

Here is Robert's comment after the final: "I am truly grateful and fortunate to be able to represent my country in the sport I care most about while working in such a



great organisation like the global WAMGROUP® family.

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NEXT ISSUE PREVIEW

Cape Town with Table Mountain



When one thinks of South Africa, one thinks of wild animals in huge national parks, breath-taking landscapes, gold and diamond mines, but also of rugby and how the great Nelson Mandela succeeded in overcoming apartheid by embracing the white man's sport. While he was president, "my brother" or "my sister" became commonplace in eleven official languages across different races and cultures.

In the next Newsletter issue we will tell the story of how WAMGROUP® discovered new markets in South Africa.

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