

MEXICO - WHERE LEGENDS SOAR

Fabio Beacco (44) born in Pordenone, Italy, holds a degree in Materials Engineering from the University of Trieste. With a career rooted in injection moulding design within the plastics industry since 2006, in 2011 Beacco transitioned to WAM Latin in Miami, Florida, as a sales engineer. His role saw him travel extensively across Central and South America and the Caribbean. By 2015, Beacco was promoted to sales manager for the Caribbean and Ecuador. In January 2023, he took on the position of General Manager at WAM Mexico.

NL What about the Mexican market since you have taken charge?

Beacco After a year of stagnation, Mexico's market is set for growth, with strong investments in construction, tourism, and the automotive and IT sectors. However, despite abundant lithium reserves, the government has not approved its exploitation, and security and corruption remain ongoing challenges.

NL What do you find special about the Mexican market?

Beacco In the price-driven Mexican market, customers often prioritise cost over quality or after-sales service. To succeed, the key is having products readily available. With strong inventory management and careful planning, we ensure quick sales and competitive edge.

NL Major challenges for the company and yourself?

“We are starting our production plant these days to offer competitive prices and fast delivery.”

Beacco Mexico presents a vast growth opportunity, fuelling excitement within the team. However, challenges like the current security situation and bureaucratic inefficiencies can limit progress. We are also starting our production plant these days to offer competitive prices and fast delivery. Despite these hurdles, our commitment to the goal keeps us moving forward, overcoming obstacles along the way.

NL What are the major opportunities offered by the Mexican market in the short and medium term?

Beacco We are tackling key projects in the drymix sector and heavy industries, including a bid from Mexico's



Fabio Beacco

largest salt refinery for stainless steel conveyors and elevators. There is also growing demand for filtration systems in sugar mills and expanding opportunities in the Northwestern mining sector for our specialised products.

CONTENTS

Editorial	2
40 Years of WAM France	2
Producing for Central America	3
Dust Collectors for Plastics	4
WAM® Valves for Nestlé Pet Food Plant	4
SYCSA: Leader in all Aspects	5
New Johnson Controls Battery Plant	6
WAM Mexico's Strategic Win at Trimex	7
Production Hub for Central and South America	7
Japanese Delegation at Risaia Del Duca	8
Next Issue: WAM Indonesia	8

EDITORIAL



Dear Reader,

In times of global uncertainty, WAMGROUP® has not been immune to shifting market dynamics. While we've experienced a slight decrease in global turnover, the strength of our long-term strategy remains clear. Our commitment to globalisation—through local manufacturing and strategic expansion—has proven its value. Recent developments in China and Mexico exemplify how proximity to markets, local responsiveness, and operational agility create a more resilient business. These investments are not just cushioning the impact of global challenges—they are shaping the foundation for sustainable future growth.

As we adapt, we remain focused on innovation, efficiency, and customer-centric solutions. Together, we continue to turn global challenges into new opportunities.

Best wishes,

Michael Grass

WAMGROUP®
Senior Public Relations Director

40 YEARS OF WAM FRANCE



New premises of WAM France and SAVECO France in Le Thillay



Marcello Marchesini, Serge Angelosanto, Paolo Carnelli, Vainer Marchesini, Jacques Demaddelena, Giovanni Tacchi

On 23rd May 2024, WAM France marked its 40th anniversary with a spectacular celebration aboard a boat on the Seine in Paris. Founded in 1984 as the first WAMGROUP® subsidiary, WAM France has played a key role in the Group's global expansion. Now under its fourth director, the company continues to thrive. The party was followed by the inauguration of WAM France's and SAVECO France's brand-new premises in Le Thillay, near Charles de Gaulle Airport, held the day after. The milestone event brought together employees, partners, and friends to honour four decades of growth, innovation, and commitment to excellence.

Here's to the next 40 years!



WAM MEXICO PRODUCING FOR CENTRAL AMERICA



The WAM Mexico and SAVECO Mexico teams

Established in 2011, WAM Mexico began with a small team operating from a modest office. Under strong leadership and a clear growth strategy, the company has steadily expanded and earned a firm position in the Mexican market.

Navigating political and security challenges has not been without difficulty. However, Mexico's dynamic industrial landscape has presented rich opportunities. Key sectors include mining (oil, silver, copper, gold, lead, zinc), automotive, aerospace, plastics processing, and agricultural exports such as cereals, coffee, cocoa, and avocados.

Mexico plays a strategic role in the North American supply chain, importing raw materials from the U.S., processing them locally, and re-exporting goods—often back to the U.S. This structure has supported national economic development and allowed companies like WAMGROUP® to benefit from a competitive, high-productivity labour force.

Given the country's vast geography, building relationships with OEMs, distributors, and end users has required significant investment. The limited local engineering base has shaped WAM Mexico's focus on a highly trained sales team capable of deliver-

ing expert, tailored solutions directly to customers.

The subsidiary has also strengthened its technical support and after-sales service capabilities to ensure long-term customer satisfaction and retention—critical pillars in an increasingly competitive market environment.

Above all, the integrity, professionalism, and dedication of the WAM Mexico team continue to drive its success. These values are not only our foundation—they are our future.

Here's to continued growth in a land full of promise. ¡Viva México!



WAM Mexico premises in Guadalajara



Office entrance

DUST COLLECTORS FOR PLASTICS BY ADRIAN VAZQUEZ

San Luis Potosí, Mexico, 2023 - 2024



As part of the ongoing industrial expansion in the region, Master Blowers, a local system integrator, has successfully equipped a new plastic distribution facility operated by a leading supplier in 2023–24. The plant specialises in the distribution of raw plastic materials, including powders and pellets, which are sourced in bulk and redistributed across the local market. At the core of the plant's logistics and handling operations is a comprehensive system supplied by WAM Mexico. Key components include

Rotary Valves, Slide Gate Valves, and insertable negative pressure Dust Collectors, all seamlessly integrated to support continuous, high-efficiency operation.

Plastic pellets are unloaded from railcars and transferred via a pneumatic vacuum system to a central storage silo, from which they are later dispatched to customers. Operating 24 hours a day, six days a week at a capacity of 20 tonnes per hour, the plant has reported smooth performance since commissioning.

Notably, the decision to oversize the dust collectors has proven particularly effective. The system not only maintains excellent air quality but has also required no maintenance to date—a testament to WAMGROUP®'s engineering and Master Blowers' precise integration work.

The installation marks a strong example of dependable technology tailored to the demanding needs of modern bulk material distribution.

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WAM® VALVES FOR NESTLÉ PET FOOD PLANT BY ALEJANDRO TOVAR



At Nestlé Purina's Cuautitlán Izcalli facility in the State of Mexico—operational since November 2024—pet food production hinges on scientific research, premium ingredients, and advanced processing. Key to this is the plant's grain-handling system, where eight silos store corn, each equipped with two Slide Gate Valves.

During a technical visit, outdated slide gates were identified as a bottleneck in operational efficiency. A proposal to upgrade to WAM®'s durable, high-performance slide gates gained traction after collaborative meetings with the client. The successful installation on four silos—featuring both

pneumatic and mechanical models—delivered immediate results, earning customer satisfaction.

Impressed by the performance and installation quality, the client has committed to replacing the gates on the remaining four silos within the year. They've also requested a quote for two Live Bin Bottoms, underscoring their trust in the solution and service provided. This project marks a significant step in modernising Nestlé Purina's operations while reinforcing their focus on quality and efficiency with WAMGROUP® products at attractive prices and reliable service.

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SYCSA: A LEADER IN ALL ASPECTS

BY EDUARDO HERNANDEZ

Silos y Camiones S.A. de C.V. (SYCSA), established in 1968 and headquartered in Pachuca, Mexico, is a leading provider of bulk material handling solutions. Specialising in the design, manufacture, and maintenance of silos, tanks, and automated systems, SYCSA serves industries such as agriculture, pet food, and water treatment across Mexico, the U.S., and Latin America.



A leading snack food manufacturer in Latin America has teamed up with SILOS Y CAMIONES to upgrade its Central Mexico facility, located in the Bajío region. The project, which began in early 2023 and is set for completion by Q1 2025, focuses on enhancing food processing operations. Key installations include Dust Collectors, Bin Activators, and Pressure Relief Valves to improve material flow, prevent silo excess or negative pressure, and ensure compliance with ATEX standards. All components are constructed from 304 stainless steel, reinforcing hygiene and safety standards critical to the food industry.

A renowned food-grade PET recycler in Central Mexico is upgrading its State of Mexico facility with SYCSA. The project, running from early 2023 to Q3 2024, includes Dust Collectors, Pipe Couplings, and Pressure Relief Valves to improve material handling, ensure safety, and prevent silo overpressure or vacuum.

A well-known PVC pipe manufacturer in Central Mexico's Bajío region partnered with SILOS Y CAMIONES to enhance its operations from early 2022 to Q1 2023. The project included the installation of Slide Gate Valves, Dust Collectors, Bin Activators, and PRVs. These components were key to improving material flow control, ensuring effective dust collection, and preventing overpressure or vacuum conditions in silos—boosting overall process efficiency and aligning with industry safety and performance standards.



NEW JOHNSON CONTROLS BATTERY PLANT

In May 2024, global energy solutions leader Johnson Controls inaugurated a state-of-the-art car battery manufacturing plant in Celaya, Guanajuato, Mexico. Located halfway between Guadalajara and Mexico City, this cutting-edge facility has already set a benchmark for efficiency and safety in battery production.

A key contributor to this success has been WAMGROUP®, whose comprehensive range of equipment was integrated into the plant's lead oxide silo filling system. From Dust Collectors and Rotary Valves to Pinch Valves and Diverter Valves, WAM Mexico has provided the full spectrum of components required for the seamless operation of both loading and unloading processes.

The system includes vital parts such as Silo Safety System components, Slide and Butterfly Valves, as well as EXTRABEND™ and EXTRACURVE™ Pipe Elbows—ensuring precise material handling and feeding throughout the production line. The integration of WAMGROUP®'s technology has not only optimised operations but has also enhanced safety and environmental control, critical in the handling of lead-based materials.



The project's success has exceeded expectations. So much so that Johnson Controls has already commissioned a second, significantly larger installation with WAM Mexico's sales engineer, Jorge Verdin, for 2025. This development is seen as a promising sign that similar systems could be implemented across the company's six other plants in Mexico.

With the Celaya facility now fully operational and setting high standards, WAMGROUP®'s role in supporting Johnson Controls' manufacturing capabilities is poised to expand well into the future.



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WAM MEXICO'S STRATEGIC WIN AT TRIMEX

In September 2024, Trimex opened its new flour mill in Querétaro, Mexico, processing corn and wheat. A key challenge was handling oat hulls—a by-product sold as animal feed. For this, Trimex chose WAMGROUP®'s Live Bin Bottoms for silo discharge to a drag chain conveyor, leading to a bagging line.

The system ensures smooth flow and reliable operation, critical for handling fibrous materials like oat hulls. Competing against major rivals from the U.S., WAM Mexico secured the deal by demonstrating superior system efficiency.

Sales engineer Hernán Ramírez played a key role, winning the customer's confidence through detailed technical guidance and dedication. His efforts highlighted



WAMGROUP®'s strengths in delivering specialised, effective solutions.

The project stands as a success in

Mexico's agro-industrial sector and a model for future installations.

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PRODUCTION HUB FOR CENTRAL AND SOUTH AMERICA

In spring 2025, WAM Mexico inaugurated its new facility, featuring modern assembly lines dedicated to ES Cement Screw Conveyors and SILOTOP® Bin Vents. Spanning 2,150 square metres of floor space for production and 900 square metres of warehouse space, the site marks a significant step in the company's strategic growth across Latin America. This investment is aimed at enhancing service to Central America and the northern regions of South America, with a strong focus on reducing deliv-

ery times and elevating after-sales support. By expanding its local production capabilities, WAM Mexico is now better positioned to respond quickly to regional demand, strengthening



its presence in key markets and reinforcing its commitment to customer satisfaction.

The move reflects the company's broader ambition to streamline logistics, boost operational efficiency, and deliver added value to its partners throughout the Central and

South American markets. The new premises not only generate new manufacturing capacity but also signal WAMGROUP®'s long-term dedication to innovation and reliability in the handling and processing of bulk solids.

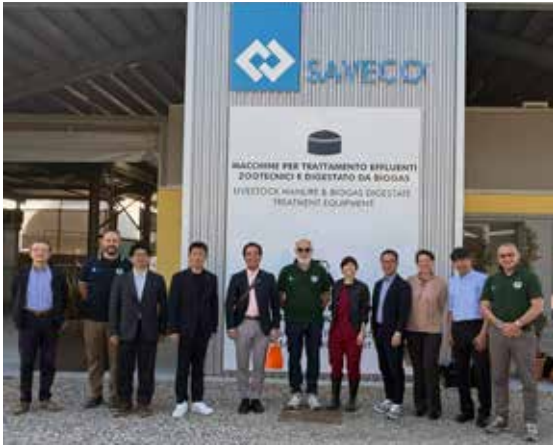
This milestone underscores the Group's vision of building an even more agile and customer-focused network across the Americas.

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JAPANESE DELEGATION VISITING “RISAIA DEL DUCA”

San Felice, Modena, Italy, 10th May 2025



tion from Hiroshima, Japan, as part of an institutional visit to Italy organised by the Japanese government. The visit underscored a growing international interest in the exchange of best practices across agriculture, technology, and environmental sustainability.

Over the course of a two-hour tour, delegates observed the Smart Farm's integrated operations, including its advanced livestock facilities and a live demonstration of SAVECO®'s cutting-edge machinery.

A key focus of the visit was the ongoing research conducted in collaboration with the University of Bologna. Projects showcased during the tour highlighted innovative approaches to sustainable agriculture, reflecting a shared commitment to future-focused solutions.

The presence of the Japanese delegation signified not only international recognition of WAMGROUP®'s efforts in smart farming but also the importance of cross-border collaboration in driving agricultural innovation forward.

Recently, WAMGROUP®'s Smart Farm, Risaia del Duca, welcomed an official delega-

tion from Hiroshima, Japan, as part of an institutional visit to Italy organised by the Japanese government. The visit underscored a growing international interest in the exchange of best practices across agriculture, technology, and environmental sustainability.

www.risaiadelduca.com
www.wamgroup.com



NEXT ISSUE PREVIEW



Pura Bratan Temple, Bali

In 2013, WAMGROUP® invested in a trading subsidiary in Indonesia to strengthen its presence in Southeast Asia, improve service efficiency, and meet growing market demand. The strategic move has enabled faster delivery, local customer support, and stronger partnerships.

By establishing a direct footprint, WAMGROUP® has aimed to boost competitiveness and ensure long-term growth in one of the region's most dynamic industrial markets.

IMPRINT

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