

WAM® ARGENTINA READY TO TANGO

Carlos Esteban Giménez (42) from Posadas, Misiones province, Argentina, graduated in Chemical Engineering from his local university. After completing a factory internship, he started his career in the food industry, focusing on quality assurance, production, and energy. In 2021, he joined WAM Latin in Miami as a draughtsman, creating schematics and project drawings for vendor budgets, which acquainted him with the Company's products and solutions. By August 2022, he was appointed Sales Manager for WAM Argentina and was promoted to General Manager in January 2024.

Newsletter How do you judge the current state of the Argentinian economy?

Giménez We are optimistic about the new government's measures, which focus on effective fiscal management, economic stability, and new foreign trade policies. They promoted a free market for imports, revised the management system, and enabled payments to foreign suppliers, allowing for more orderly and predictable operations. However, increased market com-

petition is making customers more price-sensitive.

Newsletter Any particular characteristics of the local market/customer mentality/traditions/obstacles/challenges?

Giménez Our market includes end users, engineering companies, system integrators, and a few OEMs. It's diverse, with loyal customers, large

and time-consuming. Oilseed processing companies require local references, causing resistance to switching from existing suppliers.



Newsletter The main opportunities?

Giménez Sectors with strong prospects this year include agriculture, oil, gas and mining, especially lithium, where our country has major reserves attracting significant investment. We are engaged in several lithium projects and are also targeting the oilseed processing market, which has high maintenance and project budgets.

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"Sectors with strong prospect include agriculture, oil, gas and mining, especially lithium."

local manufacturers, fully imported plants with competitive components, and many rudimentary manufacturers investing in technology to improve production.

Newsletter The main challenges for the company and for you at the moment?

Giménez Government budget cuts in public works have hurt our construction sector sales, with other sectors also slowing down investments. We see potential in mining projects, but they are technically challenging

EDITORIAL



Dear Reader,

In a politically and economically turbulent year, WAMGROUP® is facing significant challenges in advancing its expansion projects. With global uncertainties impacting trade and investment climates, the company has to navigate through a landscape of fluctuating markets, supply chain disruptions, and regulatory changes. These factors have been threatening to delay or even derail WAMGROUP®'s ambitious plans.

However, despite these formidable obstacles, WAMGROUP® is demonstrating resilience and strategic agility. The company has leveraged its deep industry expertise and strong relationships with local partners to adapt its strategies to the shifting environment. By focusing on innovation and maintaining a flexible approach, WAMGROUP® is able to keep its projects on track and achieve its growth objectives.

This success is a testament to WAMGROUP®'s commitment to its long-term vision and its ability to turn challenges into opportunities.

Best wishes,

Michael Grass

WAMGROUP®
Senior Public Relations Director

WAM®AIR DUST COLLECTOR PRODUCTION TAKING ON A NEW LEVEL

Ponte Motta, 28th June 2024



Vainer and Marcello Marchesini, Stefano Venturini (Mayor of Cavezzo), Nicola Manzali

A new factory building for dust filter production has been inaugurated as part of WAM Industriale in Ponte Motta. The facility spans a total surface area of 7,200 square metres, with 5,400 square metres dedicated to production and 1,800 square metres serving as warehouse space.

Designed to enhance manufacturing efficiency and meet increased demand, this expansion underscores WAMGROUP®'s commitment to maintaining high standards in WAM®AIR dust filtration technology. The new facility is expected to significantly boost production capacity and streamline operations.



MORE THAN JUST WORLD CUP CHAMPIONS

Córdoba, Argentina, Summer 2024



The WAM Argentina Team

Argentina, the largest Spanish-speaking country in the world and the second-largest in South America, is renowned for its cultural traditions, including *mate*, *asado* with red wine, *alfajores* filled with *dulce de leche*, and exceptional football. The nation leads the region in food production, boasting large-scale industries in agriculture and cattle farming. Additionally, Argentina holds significant reserves of gas and

metals such as lithium and possesses vast potential in renewable energy. The country offers substantial opportunities in certain manufacturing sub-sectors and high-tech innovative services.

In October 2010, WAM Argentina S.A. was established, with its small facilities inaugurated in January 2011 in Córdoba province, strategically located in the heart of the

country. The company was founded with a strong mission to distribute WAMGROUP®'s product range across Argentina and neighbouring Uruguay and Paraguay. Despite numerous challenges, WAM Argentina has grown, expanding into larger premises with better facilities, and continues to thrive as a united team, committed to its mission.

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EXPERTISE IN FLOUR MILLING EQUIPMENT

Colombres, Tucumán Province, Argentina, since 2009



MBF Micro-batch feeders and MSC trough screw conveyors

Located in the north-western province of Tucumán, Argentina, Complejo Alimenticio San Salvador S.A. has been a key player in the region's food production since 2009. Situated in Finca Cruz del Norte, Colombres, the facility is a state-of-the-art flour mill with a daily production capacity of 430 tonnes.

Designed with advanced Italian technology, it specialises in milling both soft and durum wheat, positioning itself as one of the leading producers of durum wheat flour in the area. Additionally, the plant produces dry pasta and crackers.

WAMGROUP® has supplied various essential equipment to the facility, including MSC Screw Conveyors, SUG Screw Feeders, BA Bin Activators, and WAMFLO® Dust Collectors and Silo



SUG screw feeders

Venting Filters, which play a critical role in the pneumatic conveying and dedusting processes.

Complejo Alimenticio San Salvador's commitment to continuous improvement has fostered a long-standing

relationship with WAMGROUP®, despite some initial challenges such as delivery times, as they continue to rely on high-performance machinery for their operations.

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BA bin activator and SUG screw feeder



WAMFLO® silo venting filters

SMOOTH PLASTICS PROCESSING WITH WAMGROUP®

Zárate, Buenos Aires Province, Argentina, since 2005



WAMAIR® stand-alone dust collector

Pampa Energía's petrochemical plant in Zárate, Buenos Aires province, has been a major player in Argentina's energy sector since it was founded in 2005. The state-of-the-art plant is known for producing

a wide range of products, including octane bases for petrol, benzene, hexane, styrene, rubber and polystyrene. The plant is the only integrated producer of polystyrene in the country and has an impressive annual production capacity of 65 kilotonnes.

Critical to the plant's operations are WAMGROUP®'s advanced equipment, including Polygonal Dust Collectors, Telescopic Loading Bellows and Rotary Valves by TOREX®. These systems play an essential role in the plant's final production stages, particularly in the packaging of polystyrene pellets, where the Dust Filters are employed for fine dust control. The facility also handles bulk material distribution, utilising a series of silos and controlling the loading to trucks with TOREX®'s Tanker Loading Spouts.

Feedback from the plant's maintenance team to WAM Argentina has been overwhelmingly positive as the equipment's performance has been highly satisfactory so far, prompting consideration of acquiring a new telescopic loading system through the Argentinian subsidiary.

This addition would not only facilitate the preventive maintenance of

the existing loading units but also enhance operational capacity, ensuring continued efficiency and reliability in the plant's growing production demands.

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ZG tanker loading bellows

GOOD NEWS FROM THE “LITHIUM TRIANGLE”

Salar del Rincon, Salta Province, Argentina, Winter 2024



Rincon Mining Pty Ltd. is set to commence operations at its lithium carbonate plant in Salta, located in the northwest of Argentina, by the end of 2024. The plant, situated at Salar del Rincón, will initially produce 3,000 tonnes per year of battery-grade lithium carbonate. The

project also includes early-stage infrastructure developments to support large-scale operations, such as power lines, associated substations, a construction camp, and an airstrip. WAMGROUP® has supplied crucial equipment for this ambitious venture, including SBB-HFF-type

FIBC Dischargers, WAMFLO® and HOPPERTOP™ Filters, Slide Valves, Screw Conveyors and Bucket Elevators. The supplied products are integral to the controlled discharging and weighing process for caustic soda, with the material being conveyed to a mixing tank via a series of screws, all while ensuring dust control through WAMFLO® Collectors.

The project, executed in collaboration with Worley Engineering and Metalúrgica Sarmiento, has already seen the delivery of equipment, with installation scheduled for early November 2024. The successful completion of this phase sets the stage for future large-scale production projects with Rincon Mining, marking a significant step forward in the company's expansion plans.

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DAIRY FARMING WITH SEPCOM® COW

Villa María, Córdoba Province, Argentina, Spring 2023

Monthey S.A., based in Villa María, Córdoba, is advancing its agricultural practices with the installation of a SEPCOM® COW Solids-Liquid Screw Press Separator in 2023. The company, known for its dairy farming with Holando Argentino cows, crop cultivation (sunflower, wheat, soy, and maize), and Aberdeen Angus cattle breeding, sought to

improve its manure management system.

Previously relying on traditional lagoon methods, Monthey S.A. expanded its dairy operations and opted for this advanced technology from WAMGROUP® to boost lagoon efficiency.



This move supports the growing trend toward circular economy practices, allowing the farm to produce high-quality livestock feed and enrich its fields with treated manure as a natural fertiliser.

The new system significantly enhances manure treatment, contributing to



more sustainable and efficient farming operations.

Monthey S.A.'s commitment to innovation reflects broader potential for similar applications also in pig farming and biogas plants for energy generation for the treatment of digestate.

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SUSTAINABLE SOLUTIONS WITH SAVECO®

Lanús Tannery Industrial Park, Matanza Riachuelo Basin, Buenos Aires, Argentina, 2021 - 2024



The project, which began in 2021, includes the construction of an Industrial Liquid Effluent Treatment Plant (PTELI) aimed at optimising environmental resources. The PTELI, certified for environmental aptitude (No. 6502 OPDS/2017), will enable tanneries

ACUMAR, supported by PANEDILE, ESUCO and ECOPRENEUR and financed by the World Bank, is set to launch the Lanús Tannery Industrial Park (PIC) in 2024. Located in the Matanza Riachuelo Basin, Buenos Aires, the park will host small and medium-sized tanneries focused on environmentally sustainable production.

to meet stringent environmental regulations. SAVECO® has supplied critical equipment, including a GRITSEP® Aerated Grit Chamber, GVB Bar Screens for automated effluent screening, and PTP Clarifiers, all in 316 stainless steel for enhanced supernatant retention. This technology ensures efficient and eco-friendly waste management at the new facility.



DRYMIX EQUIPMENT FOR SIKA ARGENTINA

Banda del Río Salí, Tucumán Province, Argentina, since 2018



MAP® mixer before being packaged.

WAM Argentina supplied essential equipment to the plant, including SILOTOP® ZERO Venting Filters, EXTRABEND™ Pipe Elbows, and various Flow Intercepting as well as Pressure Relief Valves for

complemented by VFS Butterfly and VLQ Slide Gate Valves.

Following a site visit, Sika Argentina expressed high satisfaction with the installed mixer and equipment, reporting no significant issues. The Argentinian subsidiary of the Swiss global player conducts regular preventive maintenance and has requested various spare parts to ensure continued smooth operations.

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Sika Argentina's plant in Banda del Río Salí, Tucumán, has been operational since 2018, producing adhesives, mortars, and grouts for the construction industry. The facility follows a standard model, featuring a battery of silos that store major and minor components, additives, and colours. These materials are weighed and then mixed in a state-of-the-art

the pneumatically filled silos. Others are loaded mechanically via a Bucket Elevator. MAP®'s WBHT Batch Mixer, central to the plant's operation, is



FABRIZIO VANGHI (* 24th July 1962 † 17th May 2024)

Fabrizio Vanghi, Managing Director of WAM Engineering from 2003 to 2022, has passed away unexpectedly, almost a year after the sudden death of



his predecessor, Bill Palmer. Born in Florence, Fabrizio was not only a true global citizen, having worked in many countries around the world, but he was also an exceptionally intelligent and insightful man. His keen intellect, combined with his international experience and leadership, was instrumental in driving the continued growth of WAMGROUP®'s UK subsidiary. Under Fabrizio's leadership, the company not only expanded its market presence, but also built a reputation for excellence and innovation. His deep industry knowledge and ability to connect with people from diverse backgrounds made him a respected leader and dear colleague. Fabrizio is survived by his wife and son, who, together with his colleagues and friends, mourn the loss of an extraordinary man who left an indelible mark on all who knew him.

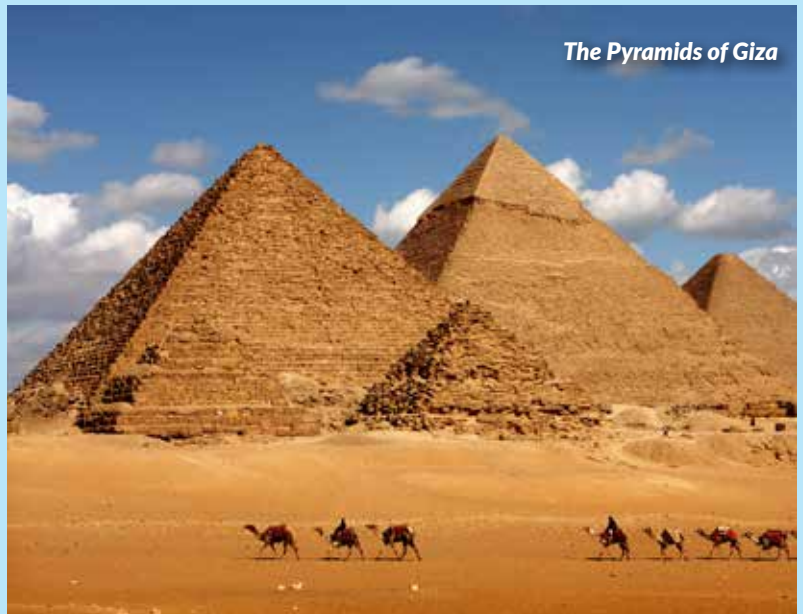


NEXT ISSUE PREVIEW

WAMGROUP®'s decision to establish a trading subsidiary in Egypt in 2011 was driven by the country's pressing need for infrastructure development, including housing, transport, and utilities. The energy sector, particularly natural gas, was also highly appealing.

Furthermore, as one of Africa's most populous nations with a large, youthful population, Egypt offered a growing consumer market and a valuable labour pool.

In the next issue of our Newsletter, we will take a closer look at WAMGROUP®'s Egyptian subsidiary and its achievements.



The Pyramids of Giza

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Published by:
WAMGROUP®
Communications Centre

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Cavezzo (MO) - ITALY



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