

## WAM FINLAND - EUROPEAN WAMGROUP® OUTPOST

*Mikko Tuomala (42) was born and raised in Kotka, a small harbour town 130 kilometres east of the Finnish capital, Helsinki, and less than 70 kilometres from the Russian border. After obtaining a degree in Industrial Engineering from the local Polytechnic Institute, he found employment as an application engineer for coating machines in the paper industry. Later he gained experience in export sales with a wholesaler of fasteners, which, in 2005, won him the post of sales manager at WAM Finland. In 2015, following the retirement of Timo Haarala, Tuomala became general manager of the company.*

**Newsletter** Mr Tuomala, Finland is top-ranked in international indices as for national education, economic competitiveness, or human development. How come?

**Tuomala** Difficult question. We are industrial latecomers. Until the 1950s, Finland was largely an agrarian country. The stereotype that Finns prefer doing to talking must bear some truth considering what we have achieved in only sixty years.



**Newsletter** What matters most to your customers in their relationship with suppliers?

**Tuomala** Conversely, our customers expect from us what their customers expect from them: reliable products and service, respecting delivery time, quick and competent answers. It is definitely an advantage if the supplier speaks Finnish.

**Newsletter** Where do you see the major future challenges for WAM Finland?

**Tuomala** With the help of our Corporate Communications Centre, we have to explore ways of making the WAMGROUP® brand known to people in what we refer to as the “next” industrial sectors. We have done pretty well so far in winning us a high reputation in our “core” sectors by assisting and supporting our customers with our expertise and competence. Being a small team, we need to develop some creativity in branding ourselves in the collective perception of not only plant manufacturers but also end users.

### CONTENTS

Editorial	2
A Reunion with Gwinnett County	2
Waste Water Treatment the Finnish Way	3
WAM Engineering for English Grout	4
WAM Finland at Your Service	5
WAMGROUP Tech Centre Progressing	5
SUOMI +++ FINLAND +++ SUOMI	6 - 7
Finnish WWT Customer Interview	8
Next Issue: WAM Romania	8

**Newsletter** Finland largely depends on export, what makes Finnish suppliers and their products attractive to customers abroad?

“The stereotype that Finns prefer doing to talking must bear some truth considering what we have achieved in only sixty years.”

**Tuomala** Manufacturing in Finland is certainly not cheap. On the other hand, products made in Finland offer high quality. Our engineers’ know-how and skills are widely acknowledged. Besides, a Finn’s word counts a lot. Finnish companies strongly rely on their references and are well aware of the importance of nurturing a relationship with their long-term customers.

## EDITORIAL



Dear Reader,

Looking at the projection of this year's global sales turnover, one would think that WAMGROUP® is out of the woods after stagnating figures since 2011.

The question is whether this increase in the double-digit range is due to an upturn in some national economies, or is it may be caused by the implementation of new sales and marketing strategies?

It appears the latter to be the case. WAMGROUP® subsidiaries and senior dealers all over the world have started exploring opportunities in new industries with promising potential for business. To make sure that potential customers become aware of who we are and what we do, it becomes essential to be creative in adopting new communication methods and tools. The trend shows that we are on the right track.

Best wishes,



Michael Grass

WAMGROUP®  
Public Relations Manager

## A REUNION WITH GWINNETT COUNTY

*Ponte Motta, Italy, July 28<sup>th</sup> 2017*



*Gwinnett County Delegation with Chairman, Charlotte J. Nash, fourth from left next to WAMGROUP® President, Vainer Marchesini*

Four years after their previous visit to Ponte Motta, a delegation from Gwinnett County in Metro Atlanta Georgia, USA, paid the WAMGROUP® headquarters a highly welcome visit. The delegation headed by Gwinnett County Chairman, Mrs Charlotte J. Nash, was composed of consultants specialising in various business areas ranging from legal to administrative matters. Foreign companies like WAMGROUP® based in Gwinnett can thus rely on the County's advice and support.

In the second half of the 1990s, WAMGROUP® relocated their U.S. operation from Florida to Metro Atlanta. After renting premises in Norcross, WAM Inc. moved into their own building in Lawrenceville in the County of Gwinnett. Setting up its first manufacturing plant abroad was a new challenge for WAMGROUP®. In that situation the County's help was more than welcome. The assistance provided by institutions and local authorities in the USA is exemplary and Gwinnett in particular, excels in that. Since those early days, the Georgia factory has grown successfully into a leading equipment supplier to North American customers.

On the occasion of the delegation's visit in Ponte Motta, Chairman Nash conferred an Honorary Citizenship to Vainer Marchesini and some members of the corporate management.



# WASTE WATER TREATMENT THE FINNISH WAY

## Vihti, Finland, August 2017

In spring 2015, the municipality of Vihti, a town 45 kilometres North West of the Finnish capital, Helsinki, got in touch with WAM Finland to discuss their plan of completely renewing the pre-treatment section of their waste water treatment plant. Following an accurate analysis of the project and a visit of representatives of the municipality of Vihti to the WAMGROUP® headquarters in Italy, the original project offered by a competitor was modified according to the solution offered by WAM Finland.

The former pre-treatment section consisting of an old step screen on both sewage line and septic receiving station, followed by a gooseneck compactor, was dismantled leaving space to a new building. Temperatures way below zero in wintertime require indoor installation of all waste water treatment plants in Finland. The final solution for a maximum flow rate of 120 l/s on two pre-treatment lines consisted of two WASTEMASTER® TSF3 Compact Plants.



WASTEMASTER® TSF Compact Plant



VWP WM Shafted Screenings Washer Compactor



CLSW Sand Washer

A sand pump feeding a CLSW Sand Washer replaced the sand extracting screw of the WASTEMASTER® plant customised by SAVI. The screenings extracted are conveyed by an SSC Shaftless Screw Conveyor by WAM® to a VWP WM Shafted Screenings Washer Compactor by SAVI. A WASTEMASTER® TSB Septage Receiving Station by SPECO® completes the pre-treatment plant. Start-up of the new plant section took place in March 2017.

The solution guarantees higher operating flexibility. A perforated screen at the inlet improves the removal of solids, decreasing at the same time maintenance. Sewage laden with

small stones, which used to create problems in the past, does not affect the screw screen. The introduction of a sand washer and a screen washer have improved the removal of organic matter, with an overall increase in plant performance, in full compliance with the stringent Finnish environmental laws.

[www.wamgroup.fi](http://www.wamgroup.fi)



Saarikko, Tuomala, Tossavainen

# WAM ENGINEERING FOR ENGLISH GROUT

*Pinxton, Derbyshire, UK, since 2016*



*Bomb-bay Discharge Batch Mixers*

In 2015, GT Project Engineering from the UK was awarded an order by the Langley Group for a large grout plant to be named READER GROUT. The vicinity to the northbound M1 motorway makes the plant a great showcase. The installation needed to provide three main outlets: one bulk for tanker distribution, another one for 1-tonne bags and one for 25kg-bag distribution. Two heavy-duty batch-type horizontal single-shaft plough-share mixers with bomb-bay discharge are the core of the plant. TE-type

extra heavy-duty tubular screw conveyors and feeders were the natural choice for a high performance operation along with the abrasive nature of the mixed products being handled. For the eight cement-based and only mildly abrasive materials, SILOTOP® R03 series venting filters were used for the tanker-filled silos along with two WAMFLO® filters for those containing abrasive materials. Ten KCS silo safety systems by TOREX® with a newly modified panel (to suit UK requirements) were installed to

ensure safe loading of all the materials into the silos. WAMAIR® dust collectors were also used to extract the dust from the bagging machines while HOPPERJET® vent filters were used on all holding and weigh hoppers mechanically fed by screws.

WAM Engineering remained close to their customer during all of the planning and design stage to ensure that the equipment was being used effectively.

[www.wameng.com](http://www.wameng.com)



*Silo Venting Filters*



*Screw Conveyors*

# WAM FINLAND AT YOUR SERVICE

*Kotka, Finland, Summer 2017*



WAM Finland warehouse and offices



Sanna Ikonen and Mikko Tuomala

To better serve its local customers, in 2001 WAMGROUP®, following its mission of worldwide leadership in the supply of equipment and plant components for bulk solids handling and processing, opened its Finnish subsidiary. Based on the Baltic Sea in Kotka, not far from the country's capital, Helsinki, and only seventy kilome-

tres from the Russian border, WAM Finland is responsible for distribution of the WAMGROUP® product range in Finland.

It is the goal of WAM Finland to provide a vast customer base with attractively priced products in industrial quality, specifically tailored to the dif-

ferent needs of a variety of industries. Customer satisfaction through professional advice, comprehensive service and constant availability, backed up by a vast stock of equipment and spare parts, are an expectation WAM Finland is ready to fulfil day by day.

[www.wamgroup.fi](http://www.wamgroup.fi)

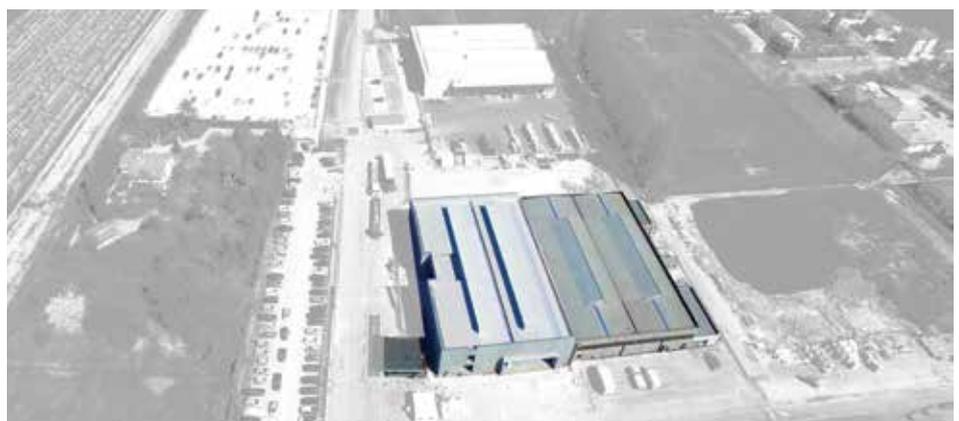
# WAMGROUP® TECHNOLOGY CENTRE PROGRESSING

*Ponte Motta, Italy, August 2017*

In August 2017, construction of WAMGROUP®'s new Technology Centre has reached its final stage. Built back to back to the existing R&D department and divided into two parts in longitudinal direction, one side of the new building will be home for WAMGROUP®'s technical office and test laboratory. Conference rooms for meetings and training seminars are on the upper floor, the largest one measuring 100 square metres with a capacity for ninety people.

The other side of the building with a floor space of almost 1,500 square metres and a ceiling height of seven metres, will house a permanent exhibition of the Group's product range. Visitors will have the possibility to learn about design features and operating mode of the products on display, as well as their application. Completion is scheduled for spring 2018.

[www.wamgroup.com](http://www.wamgroup.com)





**EXTRAC® Bin Activators in Glass Processing (courtesy of LAHTI PRECISION)**



**SPL Micro-feed Screws and VFP Butterfly Valves (courtesy of LAHTI PRECISION)**



**RONCUZZI® Bucket Elevators in Drymix Processing Plant (courtesy of LAHTI PRECISION)**

## SUOMI + + + FINLAND + +

*Kotka, Finland, Summer 2017*

Starting a business with a Finnish customer means investing in a relationship destined to last provided the supplier meets all conditions. Values such as honesty and fairness — cornerstones of the WAMGROUP® Vision & Mission — still count more in such a relationship than any written contract. For more than twenty years, long before establishing WAM Finland, WAMGROUP® entered a business relationship with some Finnish plant manufacturers. Not least because of those clients, the decision was made in 2001 to set up a trading subsidiary in order to ensure the best possible service to them. Looking at their business relationship as a partnership has won WAM Finland their customers' trust. Keeping up this spirit enables WAMGROUP® to pursue its path in providing a global service to local customers when most needed. Today's engineering companies and plant manufacturers from the highly industrialised countries are



**WAMFLO® Front Dust Collectors in Glass Processing (courtesy of LAHTI PRECISION)**



VCP Pressure Relief Valve (courtesy of ERKOMAT)

## + + FINLAND + + + SUOMI

[www.wamgroup.fi](http://www.wamgroup.fi)



used to sell their plants abroad, often overseas. Cooperating with component suppliers who are able to guarantee trouble shooting and spare parts service around the clock virtually everywhere is an added value they are able to offer their customers. In this sense, a business relationship works to the mutual benefit of plant manufacturer and component supplier. Being aware that it is necessary to brand the Group's

name in other high potential sectors, WAM Finland has started to take relevant marketing action.



EXTRAC® Bin Activators in Glass Processing (courtesy of LAHTI PRECISION)



TX Tubular Screw Conveyor under WAMAIR® Dust Collector (courtesy of ERKOMAT)

# FINNISH WWT CUSTOMER INTERVIEW

**Vihti, Finland, August 15th 2017**

Excerpts from a video interview with Santeri Saarikko, Managing Director at Vihdin Vesi, water provider of the municipality of Vihti, Finland. The video was shot five months after start-up of the new waste water pre-treatment plant supplied by WAM Finland (see article, page 3).



We had no problem at all with the process after changing to this new equipment. Actually, the process is working better now because the new machines are much better in separating solid matter, such as cotton swabs and similar items from the liquid.

We got to know WAMGROUP® while we were looking for new equipment to replace our old pre-treatment system.

The most important reason why we chose the WAMGROUP® SAVI equipment was that it is suitable for both standard biological as well as MBR-type waste water treatment processes.

With the WAMGROUP® SAVI equipment, we had no significant problems. At first, we had expected the waste water to arrive from the sewers in a constant flow but it is actually coming discontinuously in waves, which gave us some extra work during start-up of the plant.

Our biggest challenge in future is to match licence conditions as

required by the Finnish authorities. For the time being, we have the new pre-treatment equipment. The next step will be to renew the remaining sections of the process.

From a machine supplier we are expecting a good after-sales service and quick spare parts delivery. Since we do not keep any spare parts stock of our own, quick delivery from the equipment supplier is highly appreciated.

We can recommend WAMGROUP® as a supplier because their equipment has worked very well since start-up. So far, we haven't suffered any downtime. Last but not least, we always get an answer when we call, whatever the matter is.

[www.wamgroup.fi](http://www.wamgroup.fi)

## NEXT ISSUE PREVIEW



The city of Ploesti in the Wallachia region links Romania's capital, Bucharest, with the mountain region of legendary Transylvania. Ploesti is mostly characterized by its oil refineries, which range amongst the largest in Eastern Europe. In 2002, WAMGROUP® opened a factory first in Plopeni, a few kilometres north of the city to manufacture chiefly fabricated components and heavy-duty equipment. Since then, WAM Romania has turned into one of the Group's main manufacturing hubs as sole supplier of different WAMGROUP® products.

### IMPRINT

Published by:  
WAMGROUP®  
Communications Centre

Via Cavour, 338  
I - 41030 Ponte Motta  
Cavezzo (MO) - ITALY



WAMGROUP®  
[www.wamgroup.com](http://www.wamgroup.com)

Tel.: +39 0535 61 81 11  
Fax: +39 0535 61 83 43  
[info@wamgroup.com](mailto:info@wamgroup.com)

C.F. e P.IVA 03017030366  
R.E.A. 350973 (MO)  
Cap. Soc. € 10.000.000,00 i.v.