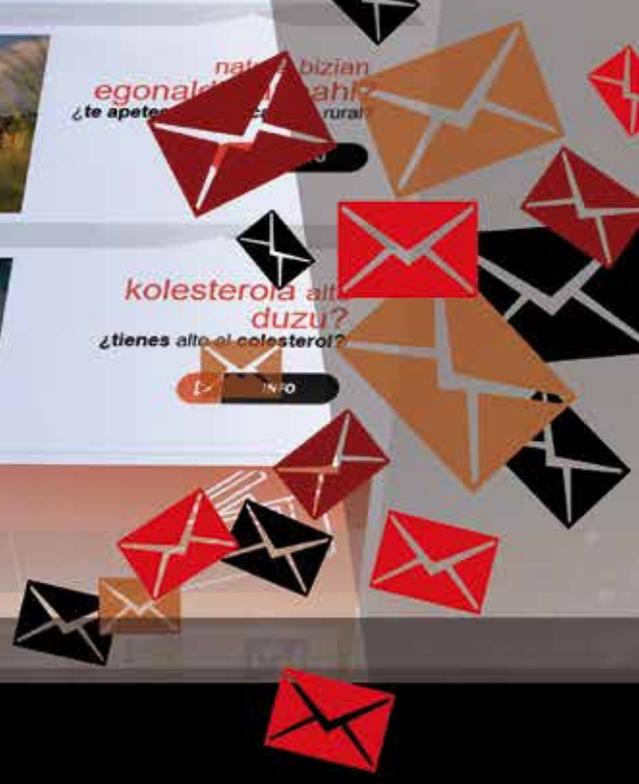


**Yoga saioak:**  
estresetik atera eta zure gorputzarekin konektatu  
desconecta del estrés y conecta con tu cuerpo

**Bilketa Solidarioa**  
liburu eta lpuinak Hondurasara bidaltzeko  
libros y cuentos para enviar a Honduras

**Estogan Lehiaketa**  
natura bizian egonaldi zahia  
¿te apetecen los días rurales?

**Izan Osasuntsu**  
kolesterola altu duzu?  
¿tienes alto el colesterol?



## new Corporate News



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AITOR GALDOS. ULMA Construction Director of People



other ULMA Group talents:  
JON URZELAI. Through the grapevine...



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ULMA Conveyor Components presents its new **Monitored Rollers** in the USA



NEWS >  
AND UPDATES  
ULMA Forklift Trucks with the **Red Cross**



NEWS AND UPDATES <  
**Refurbishment** of houses in Alcoy with ULMA **customized architectural precasts**



> OTHER ULMA GROUP TALENTS  
**Jon Urzelai.** Through the grapevine



> FACE TO FACE  
**Aitor Galdos.** ULMA Construction Director of People



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## ULMA AGRÍCOLA

### ULMA Agrícola greenhouses with advanced technology in Mexico

PRODUCERS ARE INCREASINGLY LOOKING FOR WAYS TO INCREASE THE TECHNOLOGY LEVEL OF THEIR GREENHOUSES.

ULMA Agrícola has recently set up a project of about 5 Hectares for cultivating tomatoes in Mexico. The tenth largest tomato producer in the world and the world's largest tomato exporter.

The use of greenhouses for cultivating tomatoes is very widespread in Mexico, due to the possibility they offer for out of season cultivation, with more even quality and because they increase the profitability per square metre.

Technology in Mexico's protected agriculture is not yet widespread, but the outlook is encouraging. The Mexican greenhouse market is moving towards a medium and high technology market and producers are increasingly looking for ways to increase the technology level of their greenhouses.

One of the most recent facilities completed in Mexico consists of two interconnected modules covering a total area of 5 Hectares. The structure used for this project is the G12.8 multicapilla model, with an under channel height of 6 metres.

**The installed equipment, the inflatable double chamber both in the roof and in the perimeter, the recirculators, warm air heating and hydroponic irrigation system, all fully automated, complete this state-of-the-art greenhouse facility.**



## ULMA CONSTRUCTION

### ULMA takes part in the construction of the Lusail Boulevard tunnel in Qatar through its distributor DELMON



A CUT-AND-COVER TUNNEL 665M LONG AND 45M WIDE WITH THREE TUBES. THE CENTRAL TUBE IS FOR RAILWAY TRAFFIC WITH TWO LINES IN EACH DIRECTION.

The close collaboration between ULMA Construction and its distributor in this area of the Middle East DELMON has been the key for the comprehensive and cost-effective formwork solution provided for this construction project.

This project consists of the construction of a cut-and-cover road-rail tunnel, including the mechanical systems and services necessary for the A3 Expressway. The tunnel stretches 655m in length, and is 45m wide with three separate tubes. The central tube is dedicated to rail traffic, with two lines running in each direction. The project required 300,000m<sup>3</sup> of concrete.

The client required that all tunnel sidewalls, even for those reaching 13m tall, be executed in a single pour. At these heights the fresh concrete can exert enormous pressure on the formwork, and with more than 3.6km of sidewall to pour, the solution had to be robust yet quick to install and easy to use. Components of the beam formwork system ENKOFORM V-100 were used to

withstand all of the pouring pressure required. In fact, **the simplicity of the system provided a level of productivity that exceeded customer expectations.**

The **ceiling** slab measuring, 30,000m<sup>2</sup> with a thickness of 1.8 m, was built at a **height of 9m aboveground**. The T-60 Shoring Towers proved **ideal for this situation. The towers were combined with a pre-assembled table formwork system transported by bogie to save both time and work.**

With our client's requirements at the forefront, **the solution that provided savings in the set-up and take-down for every pour.** This is what made the difference in the customer's choice of ULMA Construction and DELMON for their project, and the final results were no less rewarding than initially promised.

## ULMA CONVEYOR COMPONENTS

### ULMA Conveyor Components sponsor of the WAAIME charity dinner – Lima Section (Peru)

The **WAAIME** (Woman's Auxiliary to the American Institute of Mining, Metallurgical and Petroleum Engineers) Association is a division of the **SME** (Society for Mining, Metallurgy and Exploration) and is a non-profit company with headquarters in Denver, Colorado (USA) and international sections in Peru, Chile and Mexico.

During the 64 years of the history of the Lima Section (Peru), more than 575 undergraduate and 12 graduate scholarships have been granted and several coaching workshops have been arranged, thanks to the generous contribution of the various companies in the mining energy sector. To celebrate its 100th anniversary in the United States, a charity dinner was organized in Lima to raise funds for the scholarship programme.

During the celebration a tribute was paid to all the former Presidents who have led the Peruvian Section, for their important work at the helm of the Association throughout its long existence, and to the most recent graduates who finished their Engineering studies thanks to the award of a WAAIME Scholarship. ULMA Conveyor Components was invited to participate in sponsoring and supporting this initiative, which it accepted, thus becoming one of the main sponsors of the charity dinner.



## ULMA PACKAGING

### ULMA Packaging presented interesting innovations in the latest edition of Fruit Logistica Berlin



PACKAGING SOLUTIONS FOR THE PRODUCE SECTOR TECHNOLOGIES THAT EXTEND THE SHELF LIFE OF FRUITS AND VEGETABLES TO PRESERVE ALL THEIR AROMAS AND FLAVOURS UNTIL THEY ARE CONSUMED.

ULMA Packaging presented interesting innovations in its broad range of packaging solutions for the produce sector. Technologies that extend the useful life of fruits and vegetables to preserve all their aromas and flavours until they are consumed.

The main innovation came hand in hand with the VTC 840 vertical wrapping machine with a product suction system designed to pack herbs and salads. This ingenious system prevents the product from blocking in the forming tube that feeds light products and drags them to the bottom of the bag while avoiding problems in closing the bag.

The Sienna LS BS model was also exhibited at Fruit Logística 2018 with a new flow pack container for net film packing trays of fruit. This new packaging guarantees maximum perspiration required by stone fruits such as peaches, nectarines, plums etc.

Another of the flow pack models was an Atlanta E with a multi-band automatic feeder designed to avoid

contact between trays, thus preventing any kind of damage to delicate fruits.

Finally, the TSA 875 P thermosealing machine was also introduced. This machine is intended for packaging fruit and vegetable on trays with a very high performance and capable of sealing 200 trays per minute at a rate of 25 cycles / min. Through its CMC (Continuous Motion Control) flow control it ensures a continuous flow of trays that optimizes productivity.

#### PACKAGING APPLES WITHOUT TRAYS

ULMA Packaging also showcased an interesting application for apples with an automated solution for loading and packaging in flow pack at the stand of its partner MAF.

ULMA GROUP

## Enpresagintza students visit the ULMA Group facilities

Last February, students from the Mondragon Unibertsitatea Business School visited the ULMA Group's facilities. These students are part of the academic itinerary of the myGADE degree, which focuses on educating students both in classrooms and in companies. The ULMA Group, which has always had a close relationship with academia, also participates in the programme.

Given the young people that visited us, the ULMA Group opted for a novel lecture format. A small competition for students to get to know ULMA in a much more enjoyable and participative way. They were divided into groups of 6 and had to answer a series of questions related to ULMA. After each question the correct answer was explained and a point was awarded to the winning team. At the end, the team scoring the most points won a prize.

As a finishing touch to the visit, a short discussion was organised to find out from the students' main reasons for choosing to work in one company over

another. In short, it was a win-win - an enriching experience for both ULMA and the students.



ULMA HANDLING SYSTEMS

## ULMA Handling Systems new San Juan de Luz offices have been inaugurated

An aurreku of honour and a ribbon cutting between the President of ULMA Handling Systems, Iñigo Querejeta and the representative of the Chamber of Commerce of Bayonne, François Applagnat, served to inaugurate the new offices of the Cooperative in San Juan de Luz, an event that is part of the logistics engineering expansion process thanks to the growth in recent years in the French market to offer a "closer, faster and more reliable" service.

Engineering currently has a market capitalization of 200 million euro for the next two and a half years, implemented in projects that it is developing for companies such as INTERMARCHÉ, PROCLINIC, ENTREPINALES, SYSTEME U, ELHIS, TELÁRICAS TELLO, BRIDOR, SAMSENG STATIONERY or RECAMBIOS



MARINOS, among others.

In this context, it is worth mentioning that an important agreement has been signed between LUG, part of the well-known French Supermarket Group INTERMARCHÉ and ULMA, for the execution of an ambitious logistics automation project. This project marks an important milestone in the history of ULMA Handling Systems that positions it as the benchmark logistics engineering company in the Mass Distribution sector.

Recently, ULMA Handling Systems moved its logistics operations centre

from Serris to Orly - an ambitious strategy to locate itself in the nerve centre of France and Europe.



ULMA FORKLIFT TRUCKS

## ULMA Forklift Trucks with the Red Cross

ULMA SHOWS ITS COMMITMENT TO THE WORK OF THE ELGOIBAR RED CROSS BY SUBSIDIZING THE PURCHASE OF AN ELECTRIC FORK LIFT TRUCK.

At the start of February, ULMA Forklift Trucks, through its commercial agent in the Alto Deba area, Luis Felipe López, delivered the maintenance equipment to the Red Cross headquarters in Elgoibar.

Also present at the delivery were Julián Rodríguez (president of the local institution) and Antonio Rodríguez (current employee), who expressed their satisfaction with the improvement in the conditions in which, henceforth, the work of the volunteers will be performed; as the forklift is used for the unloading, transfer and storage of food and other necessities, thus facilitating and speeding up those tasks.

ULMA Forklift Trucks wants to recognize, by subsidizing this purchase, the work of the Elgoibar Red Cross

volunteers, and by extension the work of all similar organizations that work in an

altruistic and intense way in supporting and assisting different groups.



ULMA ARCHITECTURAL SOLUTIONS

## Refurbishment of houses in Alcoy with ULMA customized architectural precast

ULMA IN COLLABORATION WITH THE ARCHITECT JOSÉ LUIS ESTEVE HAS STUDIED, DESIGNED AND SUPPLIED CUSTOM ARCHITECTURAL PRECAST FOR THIS REFURBISHMENT.

The building had problems with cracking and breaking of part of the cladding caused by the shortage of stone coating of the reinforcement, which results in a high risk of flaking.

The versatility and available solutions offered by ULMA architectural precasts were key aspects of the choice. In this case, specific parts, customized for the project were designed and manufactured, thus providing a solution for the different finishes of the building in balcony fronts, blind panels and

window surrounds.

The most notable advantages of the material are its lack of change in ice and thaw cycles and its practically zero water absorption. If we add to the lack of reinforcements for the parts, we can confirm that ULMA architectural precasts help to extend the health of the buildings and provide excellent results in façade refurbishments.



ULMA PACKAGING

## ULMA Packaging has inaugurated a new plant in Goribar (Oñati) engaged in heat sealing

WITH AN INVESTMENT OF FIVE MILLION EUROS, THE FACILITY MEETS THE PRODUCTION NEEDS OF THE HEAT FORMING ACTIVITY, WHICH HAS QUADRUPLED ITS SALES IN THE LAST FOUR YEARS.

ULMA Packaging has moved its traysealing machine manufacturing activity to a new plant in the Goribar neighbourhood, in Oñati (Gipuzkoa). The facility has 5,000 m<sup>2</sup> distributed over two floors - of which 4,000 m<sup>2</sup> are for the productive area and the rest for offices - and can be expanded in the future with another adjoining 4,000 m<sup>2</sup>.

This new production plant, which has required an investment of five million euro, responds to the need for growth of heat forming activity, which has quadrupled sales in the last four years and has sought to provide space for the new product range, which focuses on the custom assembly of sealing machines. This activity and its rapid growth have also led to a strong increase

in the human team in the business. In the last few years, the number of jobs directly related to the traysealing activity has tripled, from 30 to more than 100 people, divided between the departments of supplies, the technical office for machine design, materials purchasing and reception division, assembly of machines, issuances and service. On the other hand, this growth has also indirectly led to the creation of new jobs in local supplier companies.

The new plant offers a production capacity of approximately 400 machines per year, with the option of expanding construction in the future thanks to an existing building that has already been purchased and which would allow the current capacity to be doubled. In the

production area "lean" assembly lines have been installed for the production of heat sealing machines, based on a management model focused on creating a production flow to offer maximum value to customers, using the minimum required resources. Furthermore, a small ancillary workshop for boilermaking and maintenance has been included. All using the most innovative technologies based on energy sustainability and consumption criteria, achieving an energy efficient plant. The construction and relocation were carried out in record time of less than one year.



ULMA CONVEYOR COMPONENTS

## German Engineering Project

A leading German international engineering company in the design and construction of Conveyors (turnkey projects) has awarded ULMA Conveyor Components the roller supply contract for the Long-Phu thermoelectric plant in Vietnam. This important EPC Company operates globally in the strategic markets of America, Australia and Europe and being awarded this project confirms the growing confidence in ULMA Conveyor Components as a benchmark supplier. At a time when investments are contained and the execution of the projects is delayed, competition and demands for new contracts is extremely hard. For this reason, the award of this work involves a major challenge and an opportunity for ULMA Conveyor Components to consolidate itself in its expansion and diversification plan, both in the general engineering market and in this one in particular.

ULMA PIPING

## Stabilization of Line Blanks Activity

LINE BLANKS ARE SEPARATORS THAT ARE PLACED BETWEEN FLANGES.

After starting the manufacturing activity in 2015, in 2017 the figure of 2.5 million euro in sales was exceeded.

Line blanks are separators that are placed between flanges. These separators allow or prevent, depending on needs, the pass of the flow. Unlike the flanges manufactured in ULMA Piping, this type of part requires welding. Accordingly, this activity has significantly helped ULMA Piping gain experience in the world of welding (procedures, non-destructive testing, approvals, etc.).

The objective for this year 2018 is to continue developing the activity and to stabilize the evolution of sales.



ULMA EMBEDDED SOLUTIONS

## First international project for ULMA Embedded Solutions

ULMA Embedded Solutions has won its first international project in the French market. One of the objectives that UES has established within the Strategic Plan is the positioning of its products and services in international markets. By winning this project in France, ULMA Embedded Solutions is starting its international journey and it expects, in the coming months, to obtain new customers in other European territories.

This project, in turn, involves the first solution carried out for the primary sector. It is a company that develops and markets machines for milking sheep and which has

ULMA CONSTRUCTION

## New Hotel in the Manhattan Financial District

Over the past decade, innovative buildings have been literally transforming the landscape of finance in New York City.

Standing at over 110 m tall, 26 Ann Street is located a step away from the World Trade Center, and represents one of the largest mixed-use projects underway. The building will house 298 hotel rooms, starting on the fifth floor, while the lower storeys will be dedicated to a variety of commercial establishments.

The client chose CC-4 modular aluminium formwork to pour the slabs for all of the building's 30 storeys. The system's drop-heads make it **ideal for spaces where safety requirements are exacting**; moreover, rapid material recovery reduced onsite material needs as well as

dependence on crane assistance.

With lightweight components built from the ground up, the CC-4 system allowed for rapid and efficient onsite assembly. With plywood shuttering already incorporated into the panels, the system offers significant advantages for work in confined spaces.

**ULMA provided a comprehensive solution that successfully met all of the client's needs for the walls and floor slabs.** ALUPROP aluminium props were used in conjunction with CC-4 formwork to support four working levels simultaneously. ULMA's lightweight MEGALITE panels were used to form the columns, walls, pilasters, lift cores, and foundation.



ULMA EMBEDDED SOLUTIONS

contacted UES to add functionality and efficiency to its products.

The project will be developed in 2 phases. In the first phase, the milking machines will be equipped with a smart system capable of measuring the quantity and quality of the milk obtained. ULMA Embedded Solutions will therefore design and develop a complete "smart" system of software, hardware and HMI. Next May the first prototypes will already be working at the facilities of end users.

Accordingly, this project involves a double opportunity for UES, on the one hand, they are beginning their international

journey, and on the other, they are starting the development of "Smart" technologies and applications for livestock and agriculture.



ULMA ARCHITECTURAL SOLUTIONS

## ULMA Ventilated Façades in the new UNEATLÁNTICO university residence in Santander

IN PARTNERSHIP WITH ARCHITECT CARLOS GALIANO, ULMA HAS PARTICIPATED IN THE PROJECT OF THE NEW UNIVERSITY RESIDENCE.

Consisting of **two buildings of four and six floors respectively**, linked by a large walkway, this residence has a total of 340 beds divided into 70 studios and 42 apartments.

### TWO TEXTURES FOR AN EXCELLENT VENTILATED FACADE SOLUTION

The **earth and water textures** of the VANGUARD range were used. The first in a graphite grey colour that has been very useful for solving "the meeting of the building with the floor, giving it a more solid character" and the second has been used in white "to provide more **lightness and dynamism** to the building".

The spectacular **optical effect generated by the water texture recreates the illusion of having different tonalities in the same colour**. However, the multi-tone effect is achieved using only one colour because the wavy finish of the WATER texture is installed in different directions (vertical, diagonal or horizontal). "Only by **changing the arrangement of the panels** on the façade were we able to give **dynamism** to the building, as, given the quality and incidence of solar light on the façade, we can view different images of the same object. "Fantastic", said Carlos Galiano, the chief architect of the project.

Also, the architect was able to create a **specific and custom design** in the perforation of the panel in both textures, recreating "a microclimate that revolves around natural light", in the stairwell without changing the composition of the façade.



ULMA CONSTRUCTION

## ULMA Construction obtains the highest level of the silver rating of the Quality Certificate in BIKAIN

ULMA Construction received the assessment made by an external and qualified evaluation team of BIKAIN on the presence, use and management of the Basque language at its Oñati head office for the second time, the first being three years ago. **The qualification obtained this year by ULMA has meant a 70% growth compared to that obtained in 2014.**

This evaluation process was an opportunity and a great help for ULMA in terms of enhancing the strengths that allow us to **generate a favourable dynamic for the management of the Basque language, identify improvement objectives**, and lay the foundations for continuous improvement. Aspects such as corporate image, relations with customers, internal communication, people management, external relations, and the management system are part of the areas analysed.

The BIKAIN Linguistic Management Quality certificate represents for ULMA the recognition of the work and effort made by the entire collective, as well as a gesture of encouragement for us to continue with courage in the path being followed.

ULMA HANDLING SYSTEMS

## The logistics of the PANSTAR Group is strengthened by the automation project developed by ULMA Handling Systems

PANSTAR, a group of companies specializing in the manufacture and distribution of precooked bread and frozen pastries, has an automated warehouse at its Enguera facilities in Valencia, designed and developed by ULMA Handling Systems.

The intralogistic solution developed by ULMA Handling Systems includes a reception system, which is capable of absorbing the goods received in up to 3 lorries per hour.

This reception system is connected to the **automated storage solution** using

high-flow pallet transport lines with a capacity of more than 19,000 pallets. GRUPO PANSTAR's smart warehouse is managed by 4 Unit Load transelevators, 33 meters high, each provided with a double fork extraction system, which makes it possible to make two pallet movements both at the warehouse entrance and exit. The system is divided into different zones depending on the temperature, which can vary between -24°C and 0°C.

In addition, the automatic warehouse is connected to the automatic palletising centre, where, once palletizing is complete,

the merchandise is automatically stored in the warehouse.

Thanks to the comprehensive intralogistics automation project, **the PANSTAR Group has managed to increase storage capacity in the smallest possible space, by reduce loading / unloading times and increasing the efficiency of all the managed processes.**



ULMA AGRÍCOLA

## ULMA Agrícola, February of fairs

ULMA Agrícola in 2018 has an extensive calendar of fairs, which began last February, with attendance at two important international events.

ULMA Agrícola confirms not only its strength as a company, but also its commitment to internationalization and the constant commitment of the company to proximity to its customers and end users.

The selected fairs for February were FRUIT LOGÍSTICA in Berlin, from 7 to 9 February and the 40th FIMA fair in Zaragoza from 20 to 24 February.

FRUIT LOGÍSTICA made clear its position as a leading monographic trade fair for the global fruit and vegetable market, with more than 80 countries exhibiting their services to the 77,000 visitors who attended the event.

For its part, the FIMA fair had 1,500 exhibiting companies from 68 countries that made the Zaragoza Fair the "great global showcase" for the latest technical innovations and "knowledge" in the agricultural sector.

The staff of ULMA Agrícola on the stands in each of the fairs returned with very positive feelings both due to the new contacts made and the suggestions and congratulations received by customers who visited the stand.



ULMA FORKLIFT TRUCKS

## ULMA Forklift Trucks already has its toll-free 900 telephone service lines up and running

ULMA Forklift Trucks has commissioned several free service numbers for its customers. Specifically, two numbers, the 900 840 450 to answer questions and general information and 900 926 242 for the Technical Assistance Service (SAT).

In addition to the toll-free 900 lines, which will replace the previous 902 lines, the Business offers customers and users different channels for consultation or management, such as the virtual consultation area of their website or e-mail.

This new free service is a benefit for users that improves the operational capacity of customer service and positions it as a channel of fast and effective communication attended by professional specialists.



ULMA PACKAGING

## Promotional event in Belgium of the latest innovations in vertical wrapping machines

The Belgian subsidiary of ULMA Packaging organized an event at the end of February to promote among its customers, the latest innovations in vertical wrapping machines, which have been the subject of so much talk on the market.

With the name "ULMA's vertical bagging solutions" an event was organized in which two ULMA vertical wrapping machines were used to inform guests of its two main developments to facilitate the daily operations of its customers, and to offer considerable savings in transportation and time.

On the one hand, the ingenious TIGHT-BAG™ system was exhibited - this has been developed to extract the air from the bag before closing, optimizing the volume of the bags and leading to 15% more bags per transport box.

This system is intended mainly for the frozen products sector. In terms of volume optimization, it has the same advantages

as the traditional systems that perforate the bags, but in this case, since there are no perforations, there is no risk of product contamination. It also means that the amount of air to be extracted can be set from the operator control screen.

This second wrapping machine incorporated the revolutionary system for packaging fresh herbs and light leaf salads, saving time and money for producers and minimizing manual work during the

packaging process.

In addition to the live demonstrations, in a previous conference, the main advantages of these two systems were explained together with the list of benchmark customers that had already put their trust in ULMA Packaging to reduce their costs in their production processes.



ULMA AGRÍCOLA

## New ULMA Agrícola facilities in the South-east of Spain

The most important producers in the South-east of Spain continue to trust in ULMA Agrícola for implementing major projects.

Recently ULMA Agrícola has completed the assembly of another facility of about 3 hectares built in this case for a member of a local agricultural society, dedicated to marketing different vegetables.

The project consists of a combination of G8 and G9 warehouses to offer maximum use of the available land. With a plastic coating and equipped with top, side and front vents to obtain the recommended air renewal, inside.

Due to its location in the Mediterranean Basin, where the climate is ideal for growing vegetables, it has not required a high level of technology, but it does have a grid and joist and bracing system to reinforce the structure and Monitored access doors, of a special width to provide access to the loading and unloading area.



ULMA CONVEYOR COMPONENTS

## ULMA Conveyor presents its new Monitored Rollers in the USA



THE SYSTEM PROVIDES INFORMATION ON THE TECHNICAL PARAMETERS OF THE BEARINGS, SHOWS THE GENERAL STATE OF THE ROLLERS AND THE LOCATION OF THOSE WHOSE REPLACEMENT IS RECOMMENDED DURING THE NEXT MAINTENANCE STOP.

The bulk material handling technology has undergone an important development. The rollers are one of the consumables in the conveyor belts that must be changed once the end of their life has been reached. Defective roller detection modes are always labour-intensive and not very accurate. In fact, if the rollers break before they are replaced, the consequences can be serious and can generate additional costs and operational losses. Needless to say, in the most critical applications, this has the potential of becoming a nightmare for the Maintenance Departments.

The ULMA Conveyor Components R&D Department has been working since the beginning of 2012 on developing Monitored Rollers together with a Management Software program in order to provide users with the ability to manage and control the rollers from their office. The system provides information on the technical parameters of the bearings, shows the general state of the rollers and the location of those whose replacement is recommended during the next maintenance stop. In this way, the maintenance team

can anticipate the exact number of rollers to be replaced and go directly to the damaged rollers to change them, achieving important savings in stoppage and maintenance times, direct labour needs, stock of spare parts, as well as how to avoid unexpected problems. In short, a preventive maintenance system for conveyor belt rollers.

On 27 February 2018 as part of the incomparable framework of the 2018 SME Annual Conference & Expo (Minneapolis, MN – USA 25 to 28/02/2018), ULMA Conveyor Components presented the Technology of its Monitored Rollers at the World premiere, the Maintenance Management Software, as well as some live access to installations throughout the world. The presentation showed the characteristics of the system, the possible applications, as well as its main advantages.

ULMA CONSTRUCTION

## Renovation of The Agora Building located in the City of Arts and Sciences in Valencia

ULMA CONSTRUCTION WAS THE ONLY PROVIDER OF SCAFFOLDING SOLUTIONS. THE WORK CONSISTED OF COVERING THE BUILDING WITH THE BRIO MULTI-DIRECTIONAL SCAFFOLDING SYSTEM FOR THE REFURBISHMENT OF MORE THAN 4247 M<sup>2</sup>.



Designed by the architect and engineer Santiago Calatrava, The Agora is an almost completely translucent multiuse space full of natural light built in the shape of an ellipse with pointed ends.

The most unique element of the building is the mobile brise soleil formed by 163 metal slats measuring 31m in height at the centre of the building, and 15m and the lower ends.

ULMA Construction was the sole supplier for the scaffolding solutions on this project. The work consisted in covering the entire building with multidirectional BRIO scaffolding to refurbish more than 4,247m<sup>2</sup> of space, both exterior and interior. The elliptical shape of the building, featuring curved slopes with radii varying according to height, presented a challenge for the scaffolding design.

ULMA applied BIM technology to design the scaffolding for this project. This technology provides a complete synthesis of all information relevant to the project, allowing for comprehensive management strategies available to all parties involved. The result is efficiency and streamlined precision.

ULMA ARCHITECTURAL SOLUTIONS

## ULMA drainage systems at the “World of Concrete 2018” International Fair



ULMA ARCHITECTURAL SOLUTIONS PRESENT FOR THE SECOND CONSECUTIVE YEAR AT THE WOC FAIR OF LAS VEGAS, USA

Between 23 and 26 January the most important event dedicated to the concrete segment in the United States was held - the World of Concrete fair in Las Vegas. This event, which is held annually, is a clear exponent of the sector in which the main trends in concrete meet. This year the exhibition was held in an area of more than 67,000 square meters with more than 1,500 exhibiting companies including ULMA in the central hall. In this edition, there were three drainage solutions presented: **F, MultiV and Kompaqdrain systems.**

ULMA PIPING

## ULMA Piping gets certified by the Indian giant ONGC

After initiating the first contacts back in 2011 and after an arduous qualification process, the certification has been successfully achieved. On the one hand, the certification for flanges in Stainless and Duplex materials has been completed and, in the next months, approval for Carbon Steel will also be completed.

ONGC is the largest oil / gas company in India, surpassing 77% of India's

production in terms of oil and 62% in gas (approximately 30% of the country's consumption).

It belongs to the Indian Government (they hold 68.94% of the company) and its main business is the prospecting, development and production of oil and gas assets, both in India and abroad (it holds interests in 37 oil and gas assets in 17 countries and contributes 14.9% and 12.9% of India's oil and natural gas

production).

As the number 11 in the world in the Oil & Gas sector, this approval will undoubtedly enable us to increase our business both in India and in other countries where ONGC operates.



ULMA HANDLING SYSTEMS

## The European PICK & PLACE consortium at ULMA Handling Systems

At the beginning of the year the kick off meeting was held in Oñati on the European Pick & Place project led by ULMA Handling Systems.

The project, funded from Europe, evaluates a flexible system of unit picking designed for collaborative order picking environments in distribution centres. "We are prepared for a collaborative human-machine environment in the new INDUSTRY 4.0 revolution, where robotics provides maximum flexibility, security guarantees and a considerable reduction in the costs of picking processes".

The project will last for 3 years and the objective will be to evolve in automatic picking.

Members of Fraunhofer (Germany), CNR (Italian National Research Centre), Tofas (Automotive Manufacturer of Turkey), Mondragon Assembly and

representatives of Tekniker and ULMA Handling Systems participated in the meeting.



## THE OTHER TALENTS OF THE ULMA GROUP

Employees and partners of the Group make their professional career compatible with very demanding hobbies in which they demonstrate that all obstacles can be overcome with talent and hard work.

# Through the grapevine...

Jon Urzelai, ULMA Piping

**Jon Urzelai "Belas", Area Manager at ULMA Piping for 2 years, combines his work life with the life of the village and, above all, the txakoli.**

Work, tenacity, culture, roots, nature, are just some of the ideas that come to mind when we talk about the life of a country house. A life marked by effort and work as a family.

This is the life of ULMA Piping's Jon Urzelai - to the farmhouse and back again. Always with a smile, happy and excited in equal measure. This is his life, a life full of nature and, for 11 years, surrounded by vineyards.

"Those of us who live in a country house love our house and life in the country. Some would run away. I, on the other hand, go to the vineyard. It helps me unwind", he tells us.

It was in 2007 when the txakoli began to make a noise among people and critics. This was when Jon, with the support of his family, decided to plant a vineyard of 300 plants next to his farmhouse. A year later, taking advantage of the fact that the "Txakoli de Getaria" denomination of origin was extended to all of Guipúzcoa, he extended the plantation to a full hectare. Later, in 2010, a further expansion; this time to one and a quarter hectares.

Today Jon has a total of 2.2 hectares of vineyards surrounding his farmhouse, which, at 3,472 plants per hectare, means a total of 7,638 plants. Hardly anything. And between the house and the vineyard, a generous garden with examples of Japanese maple, magnolias,

oaks, beeches, camellias, birches, etc. The green of summer gives way to a riot of colour in autumn.

"I have always liked plants, both fruit and ornamental. The world of wine also attracted me, so, I decided to get involved. In retrospect, the truth is that it was a crazy decision, but I'm happy", he states.

"It's a huge investment and, also, in the first four years you do not get anything back. Leaving ULMA and starting the tractor takes just ten minutes. I'm fortunate to work so close to home", says Jon.

### AND NOW, TXAKOLI HAS ITS OWN TRADEMARK

Since last year, Jon has been using part of his harvest for his Txakoli brand called BELASKUA. A txakoli that has a very good opinion among the critics. However, as Urzelai tells us, "The vineyard and the txakoli is a hobby and that is what it will remain. Sitting at the entrance of the farmhouse with family and friends and savouring your own txakoli is a unique sensation."

As for the future, Jon has just launched his project on the web with a website at [www.belaskua.com](http://www.belaskua.com) which, in addition to publicizing his txakoli, tells us the history of his farmhouse for about 500 years.

**Long live the txakoli and life in the farmhouse!**

Eskumako aldean, Jon bere traktorearen ondoan Belaskua txakolin botilarekin; lerro hauen >> azpian, baserriaren eta mahastien bista panoramikoa.



Sitting at the entrance of the farmhouse with family and friends and savouring your own txakoli is a unique sensation



# Talent management, a new challenge for ULMA

Currently, many of our Human Resources departments are fully involved in a task that concerns and occupies us all; talent recruitment and retention. We are therefore starting a series of interviews with the HR managers of Our Business to gauge their opinion and get them to tell us how they operate together, at Group level and in their own business, on the one hand to address the need to capture and attract Talent and, on the other, to develop talent already existing among our members and workers.



**“we must leverage existing talent within ULMA and combine it with new blood so that we can respond to the challenges we face.”**

AITOR GALDOS.  
ULMA Construction Director  
of People

**“ What is ULMA Construction’s current need in relation to the issue that concerns us? Is it currently a priority for the Business?**

*Certainly, it is a priority. We have more than 2000 people involved in this project and for this Task we have gathered that in our social-business project we want to ensure that people are satisfied and developed. That is why Developing People, recruiting the best professionals and Managing Talent are part of our DNA. Our challenges are in constant transformation, and we need the people that are already employed at ULMA Construction as well as those who have yet to come, to be prepared to respond to these challenges and therefore to move in line with the Mission of our Cooperative.*

**“ Talent is the capacity and quality of a person that enables us to learn or develop an activity brilliantly. But, do you think we know how to identify the qualities of each person in the organization and leverage them? Where do you think this identification should come from, the cooperative or our academic environment?**

*Identifying and promoting the talent of the people who are involved in the project, is the responsibility of the company, of ULMA in our case. It must start from the concern of the worker-partner, from the monitoring of the line manager and from the work of the Personnel Department. The Personnel Department has to put the necessary processes in place to achieve this and also to guarantee that it is not a mere statement of intent.*

*By this I don’t mean that we should ignore what the academic environment says - quite the contrary. We have to stick close to it, to communicate the needs and challenges that we face as companies as clearly as possible. Likewise, we need first-hand knowledge of the motivations that drive new generations in relation*

*to their recruitment and subsequent development.*

**“ How do you assess the contribution of the ULMA Group in this area?**

*I think the contribution made by the ULMA Group is very positive and highly valued wherever we are present. The impact on Oñati and Debagoiena is beyond doubt and the same can be said about the province and Euskal Herria in general. We could say the same about our presence in the rest of the State and in all the countries in which we operate. Personnel development, professional and personal growth at ULMA, go hand in hand - we are convinced of that and it continues to be our top priority, to leverage existing talent within ULMA, by combining it with the new blood that equips us to respond to the challenges that we face.*

**“ Do you perceive a synergy with the rest of the Businesses?**

*We are well aligned with all the Businesses of the ULMA Group. With completely different situations and needs, but with the same objective in relation to Talent Management. The Directorates, the Bodies and all the Personnel Departments of the different Businesses of the ULMA Group share analyses and we’re all moving in the same direction. Strengthening the employer brand, facilitating promotions across the different Group businesses and prioritising the development of existing talent among the nearly 5,000 people that make up this great project.*

**“ It seems that it’s no longer enough to have a good business strategy, but that we must also incorporate a Marketing and Communication strategy to define us as an Employer Brand. From**

**ULMA Construction’s perspective, how would you like to be recognized by your target audience in this area?**

*As a socio-business project that works in the construction sector. A common workspace, where people can develop their technical and human capacities. A company that lives and is characterized by the values that we espouse; that together we are able to compete in a field of play in which, by volume, we might often not be in the game, but with the conviction that David can beat Goliath “asmoz eta jakitez” (ingenuity and know-how). And this is part of our origin and continues to be a growing value both for competing and for attracting talent in socio-business projects such as ours.*

*A community, like the Basque community, with scarce material wealth, but with a sense of community, based on the Auzolan, has been able to generate a human and economic development that is unparalleled anywhere else on the planet. This is a calling card that, I think, is very attractive today, both for those of us who are involved in the Project and for those who will come in the future.*

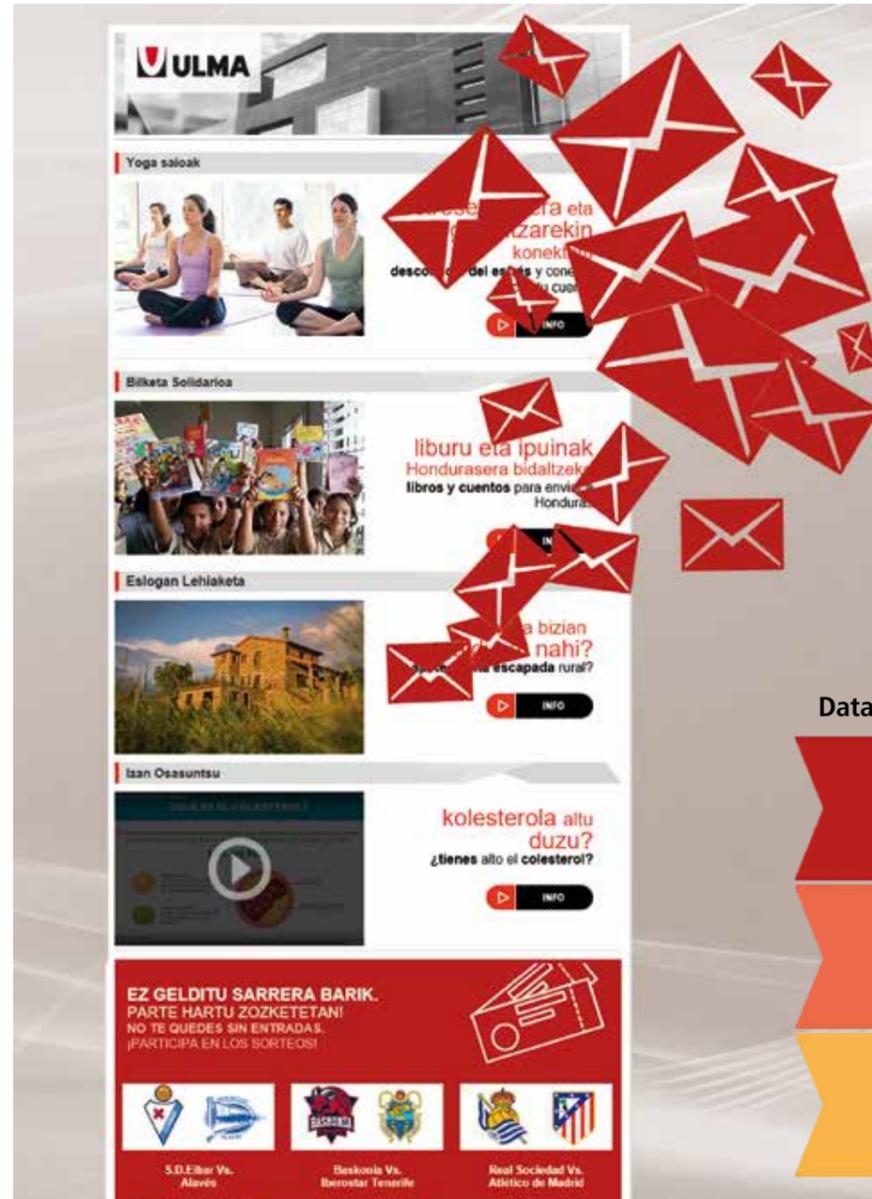
**“ Finally, do you think we should prioritize the generation and development of the talent that we already have rather than attracting and recruiting talent from outside? Or is it about achieving a balance?**

*The key is to achieve a balance. We cannot neglect the wealth of talent that we already have but nor can we turn our backs on those coming from other companies, the university world, the field of professional training, etc.*

*We must empower, train and promote the people of our businesses and, at the same time, we must be able to convey the attractiveness and reputation of working at ULMA.*

# New Corporate News, ULMA has something to tell you

The new ULMA newsletter is a digital publication that is distributed on a monthly basis and sent to our ULMA email addresses. Partners and workers without an ULMA email address will have to give their express written consent that they want to receive it at their personal email address. There are two versions, a bilingual model for our geographical area of Euskadi and a Spanish version for the Spanish branches.



Data collected from the first distribution:

1,655 copies distributed

849 emails opened (51,2%)

520 clics (32%)

The newsletter includes information about the Group and its Businesses; from the presentation of a new product to the latest news surrounding the ULMA Group. In addition, every edition will have prize draws and promotions for attendance at sports or cultural events. Note that at all times we will know how many of you have opened the email and how many of you have then clicked the link and where, so that we have enough data to determine the most interesting information in each edition, so we can produce more and more information that is most interesting to our social partners and workers.

In the News you will find all our Social Network channels interconnected with each other and you can easily access any of them. The aim is to unite our social networks with our email marketing, to increase the effectiveness of both. These channels-media have advantages that together leverage our communication strategy and its integration gives an image of community. Quality of the content is the best form of advertising. Talking about issues related to our environment, creating original campaigns and showing that there are people behind the scenes. If we follow this procedure, the content of the Newsletter will be distributed by sharing alone. Finally, we know that it is very important to take care of the newsletter's image, so we will use a graphic format that we think is attractive, with abundant images to give it a friendly first visual impact.



What do you think of the new News that you have received and what communication channels do you usually use to keep you informed about ULMA?



IRATI GOITIA

ULMA Construction

*"The channels that I use most are the Begira magazine and the newsletters. Apart from this, we usually have committees, which are the main channel for information about our business.*

**I liked the new ULMA Group newsletter, it looks good. Receiving that type of information by email is much easier than having to go somewhere to find it. Portalde, for example, needs effort by the user, it's you that has to go and find the information - that's not habitual in my case.**

**In the new News I would also like to find information related to the projects supported by ULMA and the Foundation, for example".**



AINHOA ARANBURU

ULMA Handling Systems

*"UHS workers use the computer as their main working tool. So practically all communications that we receive come via email. Paper is hardly used at all in our notifications. Apart from email, committees or management briefings are also very useful channels. I personally use Portalde as a daily work tool and, from time to time, if I see an interesting prize draw, I sign up.*

**The new newsletter launched by the ULMA Group looks like a good idea to me. It is true that some content is duplicated with Portalde (prize draws, for example), but I think that it is an advantage to receive it by email, it's a gain in flexibility and speed".**



MIGUEL PASTOR

ULMA Conveyor Components

*"The channels I use the most for staying informed about issues related to ULMA are the Begira and social networks, especially Twitter and LinkedIn. I always find information on those channels about projects, trade fairs, social events, etc. They are also channels that are updated quite frequently. I also use Portalde - for social, regulatory issues, etc., but almost always for work needs.*

**I have to say that I think the new ULMA newsletter is a good idea. Receiving it by email and making it a purely online channel means that I can see it whenever I want to, without making any effort. In terms of content, I would like to find news of a social nature, events, prize draws, regulations, noteworthy news about the Business, etc."**

In this section, we'll keep you up to date about what your foundation has been doing, in cooperation with the people who make up ULMA, as a way to channel our commitment to transforming society into a more human and sustainable model.

## We have arrived in Honduras!

The kitchen utensils we picked up at ULMA in July have arrived in Honduras. They travelled more than 8,000 kilometres by boat to reach the port of destination, where they were held due to political issues that Honduras was experiencing at the end of the year. The process has been long, but it has been worth it.



With this photo these women want to show their gratitude to those who have made this delivery possible.

The ULMA Foundation is proud of what was achieved with your collaboration. Thank you very much!



### IN APRIL WE COLLECT BOOKS AND STORIES WRITTEN IN CASTILIAN

This time we want to send **books and stories written in Spanish** to schools in Honduras.

Reading for children and adults: textbooks, general literature, scientific and technical journals, novels, encyclopaedias, dictionaries ...

**Surely you have something to contribute!**

You will find collection points in your cooperative until 30 April.

In May another container will depart and we want to fill it again with the support of ULMA.

If you have any questions, contact the ULMA Foundation by writing to [fundacionulma@ulma.com](mailto:fundacionulma@ulma.com)

## ULMA and Mundukide organised a charity trip to Mexico

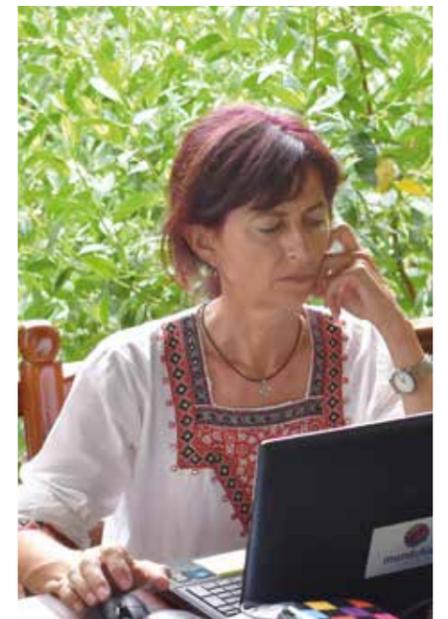
Izaskun Vildarraz, Financial Director of ULMA Forklift Trucks until last July, travelled to Mexico from August to November to take part in cooperative projects in the area.

He provided training on management concepts and cooperative organization and carried out analyses, diagnoses and made recommendations for improvements to ongoing projects. Projects related to tourism, transportation, bread and pastry preparation, food ... in Costa Oaxaca, Puerto Escondido or Huatulco. He also gave talks in schools and universities on the cooperative model of MONDRAGON and the solidarity economy, issues that stimulated significant interest.

As Izaskun told us on his return: "They have serious difficulties starting up businesses because they have limited knowledge, if any,

of cooperative management, and the major difficulty of dealing with markets that are unknown to them."

He opened the door to continuing to collaborate remotely and to take advantage of these lines to encourage you **to get involved in charity work like this: "It leaves you with a pleasant feeling of having helped and contributed, and that more than compensates for the effort."**



## And we continue to commit to sustainability in ULMA ...

### PLASTIC CONSUMPTION

Several ULMA businesses are reducing their consumption of plastic by using glass bottles for drinking water. Also, jugs have been placed in all meeting rooms so that they can be filled with tap water.

**Already 5,000 plastic bottles less each year!**

In coffee machines we also want to reduce the consumption of plastic: thanks to an agreement with Bidebarri, coffee supplier, if you do not consume plastic cups your coffee will cost less. Bring your cup and help us take care of the environment. **Did you know that every day we use more than 3,000 plastic cups for coffee at ULMA ?.**



### FAIR TRADE

In the same agreement with Bidebarri, an Oñati company working to assist groups at risk of social exclusion with access to and integration in employment, at ULMA we will use **fair trade coffee**.

This seal guarantees decent conditions and salaries for coffee producing cooperatives, that respect the environment, do not use child labour, guarantee gender equality and provide quality coffee. Our social objectives are 100% aligned with Bidebarri's fair trade objectives. And to help you to change: **Your coffee will cost the same as with the previous coffee brand, as long as you bring your cup and do not use a plastic cup.**



### LOCAL BUSINESSES

We want to **promote the trade in Oñati and delivery by electric transport to promote enjoyment of a greener and more sustainable Oñati.**

Now that you have a local businesses just a click away at [www.bertanerosi.com](http://www.bertanerosi.com), thanks to an initiative supported by ULMA and Oñati's local council. Deliveries to ULMA in Oñati will therefore be free until July if you enter the "ULMA" code when you place your order. Go to the website and try receiving your order at work - so much more convenient. All information at [www.begira.ulma.com](http://www.begira.ulma.com).



## A wink at the past



## JJEIP Products

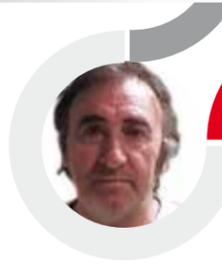
Curious drawings of the 70s where you can see the scaffolding and greenhouses of the JJEIP brand, nowadays ULMA Construction and ULMA Agrícola.

How times have changed!



## RETIREMENTS: 1 January - 31 March 2018

José Ramón Ibabe



Susana Unzurrunzaga



Luís Zumalde



Ramón Martín



Eli Anduaga



Andrés Zubiagirre



Encarnación Salinas



Joseba Izagirre



Jose María Guridi



José Enrique Jausoro



Juan Antonio Agiriano



José A. Markina



Thank you very much!  
Enjoy!

**Congratulations**



COME FORWARD AND SEND YOUR IDEAS;

And as always, the Suggestion Box is always available for your ideas and opinions;

**Grupo ULMA. Departamentos Centrales.**  
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 20560 OÑATI (Gipuzkoa)  
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