

begira



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july 2014

 **ULMA**

Interview with Maixabel Kortabarria. President of ULMA Agricola

ULMA Handling Systems enters the health sector



WE ARE ULMA



NEW
Solidarity in the

NEWS AND CURRENT THEMES.
ULMA Construction Peru **recognised for the safety of its scaffolding.**



REPORT.
ULMA Handling Systems **enters the health sector.**



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Ecologic paper

NEWS AND CURRENT THEMES.
the form of Gift Cards.



NEWS AND CURRENT THEMES.
 ULMA Forklift Trucks presents **its successful experience in e-commerce in the SIL 2014.**



EDUARDO TRUJILLO



REPORT.
Automation of lines and packaging systems by ULMA in Interpack.

July 2014

4 **news and current themes**
 ULMA Agricola has built a fish farm in Iceland.

ULMA drainage channelling in the Beira Rio Stadium of Brazil: seat of the football world championship 2014.

ULMA Piping collaborates with the prestigious American engineering consultant for the KARAN K-45 project.

ULMA Conveyor Components Project ArcelorMittal Liberia.

16 **face to face**
 Maixabel Kortabarria. President of ULMA Agricola.

18 **report**
 ULMA Handling Systems enters the health sector.

20 **report**
 Automation of lines and packaging systems by ULMA in Interpack.

22 **report**
 Employment Health Area of ULMA Group.

24 **agenda and suggestions**

ULMA PIPING

ULMA Piping collaborates with the prestigious American engineering consultant for the KARAN K-45 project

ULMA Piping collaborates in the design and development of 38" flanges with Weld Overlay, with a prestigious American engineering consultancy in the United Arab Emirates for the Karan K45 project of Aramco.

The Karan gas deposit is found at sea in the Persian Gulf in territorial limits of Saudi Arabia at depths between 40m (131 ft.) to 60m (197 ft.). The field was discovered in April 2006 and gas production started in July 2011. This marked the finalisation of the first development phase of the field and the cost of this development is estimated at \$4-5 thousand millions.

The Karan 45 project includes the making of a new oil platform, auxiliary platform, and the submarine link bridge of a 20 inch flow line.

A 110 kilometre (68.3 mi) long submarine gas pipe transports the gas produce in Karan to the gas processing plant of Khursaniyah.

This project includes a very high synchronisation for the engineering team of ULMA Piping together with the engineering office in Al-Khobar, Saudi Arabia. And likewise it highlights the investment of R&D and research for the cooperative over the last years, without which it could not form part of projects of this size.



ULMA FORKLIFT TRUCKS

ULMA Forklift Trucks celebrates 30 years of activity

OINAKAR S. Coop was founded 30 years ago, in June 1984, due to the initiative of the business Division of Caja Laboral after carrying out a market study in which it identified a business opportunity in the logistics and maintenance sector.

During a period of great difficulty for the surrounding area, the forklift truck manufacturing and distribution project was a real alternative to save the employment positions that were in danger due to the imminent closure of Chocolates Loyola. Around that time Jose Maria Ormaetxea and Javier Retegui proposed to Jose Maria Loiti as the person responsible for the new promotion and, what was initially proposed as an option to save at least employment positions left by Chocolates Loyola was exceeded because it was capable of absorbing surplus employment from other companies in the area. That way at the end of the eighties it had a turnover of more than 1,600 million pesetas and had created two business lines.

The forklift truck manufacturing and distribution market was going through difficult times, Fenwick the only manufacturer of forklift trucks with Spanish capital, was absorbed by a German company and the only Basque company of the sector had disappeared. The signing of a collaboration agreement with the Japanese company MITSUBISHI was the beginning of the activity and the

start of the company. In 1987, Oinakar became part of the OÑALAN Group, later ULMA and as from 1988 the cooperative was denominated ULMA Manutención S. Coop. with two businesses of clearly different activities Forklift Trucks and Handling Systems.

After several decades sharing the same business address in an Extraordinary General Meeting held on 12th November 2010, it was decided by a large majority to make a partial scission of ULMA Manutención S. Coop and the business of ULMA Forklift Trucks became part of the new company called ULMA Servicios de Manutención S. Coop.

ULMA Forklift Trucks focuses its activity on the distribution of a full range of forklift trucks, suited to the needs of all types of clients and sectors; this activity is accompanied by excellent Customer Service and an extensive distribution network and after-sales service with 100% national coverage.

The various quality certificates held by the company are an example of the commitment and involvement that ULMA Forklift Trucks maintains with its customers.

This project that emerged 30 years ago in order to alleviate an economic situation similar to the present one, which threatened the stability of many jobs, has increasingly converted into a nationwide business reality, thanks to the effort and enthusiasm of all the people involved.

25 lat razem

ULMA CONSTRUCTION

ULMA Construction Poland celebrates its silver anniversary

Throughout this year, the Polish subsidiary of ULMA Construction celebrates its silver anniversary. Its first step was taken in March 1989 when it was registered in the commercial register as Bauma Sp. z, o.o. Currently it operates under the commercial name of ULMA Construction Polska. Twenty-five years on, and it has become one of the main Polish agents in the world of formwork and scaffolding.

The primary position of ULMA Construction in Poland is the result of the experience acquired from major projects executed both in Poland and worldwide. A key role has also been played by the evolution of the company to constantly improve customer service standards, while continually adapting to the market changes.

With the aim to continue in this position of leadership, and increase the response capacity, new logistic centres have been added to those already existing, namely in Poznań, Jaworzno, Koszajec (near Warsaw) and Gdańsk. The high status of ULMA Construction in Poland has allowed them to carry out prestigious construction works such as: Warmińska Gallery in Olsztyn, Kraków Arena sports and entertainment hall, Noble Tower in Poznań, Kielce Trade Fairs Congress Centre, Koźlenice Central Electric Power Plant, Polaniec Central Electric Power Plant, Maria Skłodowska-Curie Bridge in Warsaw, Highway University in Bydgoszcz, General Bridge Elżbieta Zawacka in Toruń, Pomeranian Metropolitan Railways, to name just a few.

ULMA HANDLING SYSTEMS

ULMA Handling Systems executes its first 'baggage handling' project in Russia

The baggage handling system in Russia's Naryan-Mar Airport will be the first project that the business line of Baggage Handling, carried out by ULMA Handling Systems will develop in Russia.

Due to the extreme weather conditions where the Naryan-Mar Airport is located, all the equipment has been designed to withstand temperatures of -40°C. To meet this target, the installation has special equipment which includes heated sensors, geared motors using special oil and specifically-designed luggage gates, etc.

The project consists of check-in counters, inspection lines and baggage

transport systems. A special check-in point has also been provided for last-minute luggage and helicopter users.

Furthermore, ULMA will develop a new project for Russia's Novy Urengoy Airport, which will be completed by early autumn.



ULMA PACKAGING

New automatic tray sealer TSA 680

HIGH EFFICIENCY TRAY SEALER

ULMA Packaging has launched a new model of high efficiency heat sealer with a completely sanitizable design.

The new TSA 680 tray sealer is designed to be integrated into complete packaging lines and it has the following main features:

- Maximum sealing area: 330 x 680 mm
- Maximum tray height: 120 mm
- Productivity:
 - 14 cycles/min with vacuum/gas and residual oxygen <0.3%
 - 16 cycles/min with vacuum/gas and residual oxygen <1%
 - 20 cycles/min with cutting/sealing.

The machine is available in single- and

double-line versions.

As regards reducing operational costs and manufacturing a high efficiency heat sealer, an 87.5% reduction of pneumatic consumption has been achieved, compared to pneumatic activated machinery. This improved efficiency results in a cost reduction of 84% when compared to equivalent pneumatic models. It also includes ULMA's own industrial PC-based control, the UPC, which allows an infinity of elements to be controlled from the control panel.

This new model of automatic tray sealer has positioned ULMA in the tray sealing manufacturing market as a very real reference to take into account.



ULMA CONSTRUCTION

ULMA Construction trusts strategic memberships with leaders in their markets

ULMA Construction aims to go one step further in improving services anywhere in the world, increasing its response capacity and providing a comprehensive competitive solution. The key is memberships with leading companies in different markets.

ULMA CONSTRUCTION & INDUSTRIAL CONCRETO

The increased construction market in Colombia and the strong position of CONCRETO in the sector has turned this business group into the best ally to strengthen the position of ULMA in Latin America.

INDUSTRIAL CONCRETO, a subsidiary of Grupo Empresarial

Concreto with its five business units namely Agregados, Prefabricados, Durapanel, Encofrados and Estructuras, has the mission to develop integrated solutions for the construction industry through efficient, innovative and environmentally sustainable processes and products.

ULMA CONSTRUCTION & ATTIEH

The alliance between ULMA Construction & ATTIEH has been up and running for six years. The results of this collaboration include large projects such as the Briman Project (strategic water tanks), Damman Project, etc. Attieh Steel Ltd. has

over 55 years' experience with its beginnings in Jeddah, Saudi Arabia, as one of the first distributors in the country. Today, it is recognised as one of the leading companies in the steel sector in the Middle East and North Africa.

This business group has diversified its business into areas such as infrastructures, electromechanics, medical equipment, etc.

These memberships provide customers with the following benefits:

- Personalized solutions and ongoing comprehensive service in formwork, shoring and scaffolding structure systems.
- Customer-friendly logistics with local strategic centres.
- Qualified and approachable commercial and technical support, founded on an international benchmark in the industry.
- The guarantee a cutting-edge leader in technology adapted to each market, which integrates the experiences of ULMA Construction and that of its members.

ULMA PACKAGING

ULMA Packaging develops its own tray seal test system

UST IS THE NAME OF THE SYSTEM WHICH CHECKS THE ABSENCE OF ELEMENTS AND PARTICLES THAT ALTER THE HERMETICITY IN TRAY SEALING

The new system is the result of team work between the engineers developing new products at the ULMA Packaging Technological Centre and the Automation Department who deemed it essential to have this product in their portfolio as an element to be integrated into thermoforming and thermosealing complete lines.

The machine has an industrial PC based control, ULMA's UPC, which makes the use and storage of different parameters easier for each type of tray and/or product.

Its vision system captures images of all the thermoformed or thermosealed trays at a rate of up to 80 packs/min with a sensitivity level of up to 1 mm², and it automatically rejects those trays non-conforming with the quality sealing margins established by the client.

In addition, it carries out label control and check label readability.



ULMA GROUP

The registration period is open, to benefit from the advantages of ULMA Plus

Following the presentation and the launch of the ULMAPLUS initiative a year ago, a new registration, renewal and product/services selection period for the flexible remuneration system was opened last June. The benefits will take effect from the month following the contract date until December this year.

A new feature of ULMAPLUS, with the aim of encouraging the incorporation of ULMA members and workers who are interested and have been with ULMA a minimum of 6 months, is the possibility that has been provided to join ULMA Plus during this year, due to the system of continuous opening.

The ULMAPLUS Programme enables part of the monetary remuneration to be replaced by a salary paid in kind via contracting income tax exempt products or services, chosen voluntarily by each partner/worker as per his/her preferences and individual needs.

ULMAPLUS services and products with tax advantages include accident insurance, medical insurance, training, crèche service, improvement in the current lunch voucher system or computer equipment purchasing.

The ULMA Group has provided several webpages (plus.ulma.com and www.benify.es/ulma/) and contact numbers and emails (902250300 and 902107562, ulmaplus@ulma.com, ulma.plus@mercer.com) for all ULMA members and workers who need further information, have doubts answered, or wish to join the flexible remuneration system ULMA Plus.

ULMA ⁺
— plus —



ULMA ARCHITECTURAL SOLUTIONS

Competition of textures for Creative range of Ventilated Facades

In order to promote the new **Creative Range** of the ULMA Architectural Solutions' Ventilated Facades line, a **competition of ideas** was launched, which was open to **all business members** that wished to participate in the exciting challenge of developing a new texture.

The challenge consisted in presenting **ideas for new textures** that were:

- Creative
- Original
- Possible to convert into reality
- Different from those of our competitors

Another objective that was sought with this proposal was that of a **collective participation**, in other words that the **20 members who participated** belonged to all the business areas and to each of our company's areas, namely: manufacturing, product technicians, sales representatives and support (Maintenance, Purchasing, IT, Communication, R&D, HR, etc.).

These 20 members presented **73 proposals in total**, and of these, 20 textures were shortlisted, and opted for the prize.

To judge the competition, we counted on the cooperation of the Architect **José Aguilar García**, partner of **Agvar Architecture**. **José Aguilar** has a wide and interesting

career both academically (**London, Berkley, California and Deusto**), as well as professionally, working with great architects such as **Lamela** in emblematic projects such as:

- T4. The new terminal at Barajas airport. Madrid, Spain
- The new Real Madrid sport city. Madrid, Spain
- The Royal Academy of Music. London, England
- Kings Cross Train Station. London, England

The winning texture fulfilled the goal of capturing all the possibilities of differentiating our material, and in the opinion of José Aguilar "it is an intelligent texture, that combines a display of volumes which bring dynamism to the facade and solve the impossibility of matching colours on the same plaque by playing with the shadows of these volumes." José Aguilar has defined it as "elegant and with many possibilities." The texture finally chosen was called "Carbon Fibre" put forward by two members: **GUSTAVO ROMERO and ENEKO ERDOIZA**.

Besides this texture there were **five other proposals that were selected and will be forming part of the new Creative range**.

ULMA GROUP

Raúl García, new president of the General Council of the ULMA Group



The member delegates attending the ULMA Group Assembly which was held on 20 June, elected the new President of the General Council of the ULMA Group; Raúl García.

Raúl, the current president of ULMA C y E, S. Coop. succeeds Irene Alberdi who held this position for the past three years. Raúl, from Oñati, Gipuzkoa, Spain, aged 42, and married with three children, has been with us at ULMA since 1997 and has held several responsible positions in ULMA Construction.

Raúl García is the sixth President of the General Council of the ULMA Group after Irene Alberdi (2011-2014), Xabier Mugarza (2007-2011), José Luis Madinagoitia (2001-2007), Fran Etxaniz (1994-2001) and José Antonio Ugarte (1987-1994).



ULMA HANDLING SYSTEMS

ULMA Handling Systems automates CONSUM Distribution Centres in Valencia, Murcia and Barcelona

Thanks to the logistic engineering solutions provided by ULMA Handling Systems, the distribution co-operative has equipped its platforms in Valencia and Murcia with new automatic systems, and will later do the same in Barcelona. The new systems have improved their processes and increased quality standards in all services rendered to the retail outlets, all set in a maximum production and zero error environment.

The CONSUM co-operative, which has a network of over 600 supermarkets, in six Spanish regions, set up its new automated warehouse with a new integral platform in Silla, Valencia in 2007.

In 2013 ULMA developed the CONSUM distribution platform logistics system in Las Torres de Cotillas, Murcia, whose logistics system is innovative both from the viewpoint of concept as well as design. The novelty of the project lies in a storage system capable of managing entries and exits for ½ pallet, ¼ pallet or Euro pallet load units.

The system is equipped with three robots performing the loading/unloading operations on the conveyor belts

arranged at the entry (receipt) and exit (dispatch) headers. In addition, the robots are designed to automatically supply the side exits to carry out the order picking process.

ULMA is currently working on the design of a new platform for Barcelona which will include two high and low turnover automatism.

The logistics automation projects undertaken at CONSUM resulted from the need to optimise plant space. However, this has gone beyond efficiently meeting the target and has meant an internal revolution resulting in drastic error reduction to virtually marginal levels, in addition to considerable production increases. Furthermore, it has improved the platform workers' ergonomic and safety conditions.

The ULMA Handling Systems' engineering team developed the previous automatic installations, which, as acknowledged by the Co-operative managers, has been an excellent experience ranging from availability and installation performance "always beyond that expected" to their work in relation to integration with the Co-operative management system.

ULMA FORKLIFT TRUCKS

ULMA Forklift Trucks celebrates its Annual Sales Convention 2014 with an attendance which broke all records

ULMA Forklift Trucks celebrated its Annual Sales Convention on 18, 19 and 20 June in the Group's Central Departments.

In this edition **ULMA brought together over 60 participants including distributors and sales agents**, resulting in a successful participation by everybody involved; also several members of the Euroleva company, official distributor of Mitsubishi in Portugal, attended.

Much of the convention, which closed on Friday 20th and was held in the town of Oñati in Gipuzkoa, Spain, revolved around marketing strategies, analysing market figures related to the forklifts, new services offered by ULMA to its members and the presentation of new and innovative financial renting products. These key discussions were presented over three days, which at the same time served as a meeting point promoting the interchange of experiences among the distributors.

In addition, ULMA dedicated an entire session to the presentation of the latest news and releases that Mitsubishi has launched during the first six months of 2014. Although several models were analysed, special emphasis was placed on the presentation of the two latest innovations: the new series of electric forklifts 80V EDÍA EX consisting of 5 different 4-wheel

ULMA AGRÍCOLA

ULMA Agrícola HIGH TUNNEL Greenhouse

After 35 years of market experience, ULMA Agrícola has an extensive range of products that is expanding, evolving and adapting to the new needs that are emerging.

ULMA Agrícola always works to deliver the solution that best fits the needs of each applicant. This is achieved by studying the climatic conditions of the country where the facilities are installed, and in many cases specific structures are developed that conform to the needs of each client. Creating unique projects at each facility

As a result of these studies and in response to the needs expressed by customers regarding a tropical climate and especially for the area of central Africa, ULMA Agrícola has designed a new tunnel-type greenhouse model named HIGH TUNNEL.

Special features for this product indicate that it is highly suitable for installations in a tropical climate, without crop loads or the need for protection from wind, rain and disease.

The standard dimensions of this



ULMA Agrícola product is 8 meters wide and more than 4 meters high with a 3.5 metre modulation between arches, which allows for a large open interior volume for crop culture.

Although the upper part is usually covered with plastic, the front sections can be covered with mesh or plastic, and rollable side ventilation is available.

The new HIGH TUNNEL model provides a protected space for crop culture which maintains the strength, robustness and quality assurance of the products manufactured by ULMA Agrícola, at a cost affordable to rural communities, thereby promoting the socio-economic development and self-sufficiency.

models with a load capacity between 2.5 and 3.5 tonnes, and the new generation of retractable SENSÍA trucks, consisting of 11 new models with a load capacity ranging from 1.4 to 2.5 tonnes and with an elevation of up to 13,000 mm in the 2.0 tonnes model.

On behalf of ULMA Forklift Trucks,

we want to thank not only the event attendance by the official distributors and our own sales agents, but also their loyalty to the brand, which has led to highly effective product knowledge and the consolidation of a trustworthy network of a professional team.



ULMA GROUP

The ULMA Group are “pioneers” in starting with the domain “.eus”



The ULMA Group is one of the 91 institutions and companies in Euskadi that have already activated the www.ulma.eus domain, with access to their web

content in the Basque language. With this ‘pioneering’ initiative, ULMA helps and supports the start of the new domain .eus which will help the Basque language

and culture to be more visible in internet.

The launch of the domain has two phases, one is exclusive and the other is the launch. In the first phase, 91 “pioneer” websites will be the first to have Internet addresses with the Basque domain visible on the internet.

Last April, the first website with the domain .eus was activated, namely www.domeinuak.eus published by the Fundación PuntuEus, whose aim is to ensure that the wide internet presence of the Basque linguistic and cultural community is reflected in the domain name itself.



ULMA CONSTRUCTION

ULMA Construction Perú is recognised for the safety of its scaffolding

The mining company Volcan honoured the ULMA Construction subsidiary in Perú for its interest in security on the construction site, and for “making technology a support to security.” The Peruvian subsidiary is a market leader in scaffolding and formwork, not only because of supplying quality materials, but also because of the service it offers its customers.

Volcan Compañía Minera S.A. is a mining company that was established in 1998 following the merger of Volcan Compañía Minera

S.A. and Empresa Minera Mahr Túnel S.A. The company is engaged in the exploration, exploitation and processing of minerals together with subsidiary companies, who carry out the extraction, concentration and treatment. The marketing of all the products and concentrates is carried out by Volcan.

After a total of 7 million man/hours over a year in two major construction works (Planta de Óxidos in Cerro de Pasco and Proyecto Minero Alpamarca), there have been zero fatalities, thanks

to the responsible use of ULMA Construction scaffolding, which has allowed staff to work safely at height in a high risk activity.

ULMA Construction counts on high quality materials, which are approved and certified according to European quality standards. However proper management is also necessary. For both works, the multidirectional BRIO scaffolding system was supplied, whose quality and safety have been certified by various international monitoring agencies.

From the start, the focus was laid on the issue of worker safety, and talks regarding security and assembling were presented to all the staff, and at the same time their work was fully supervised.

This recognition confirms the good judgement of ULMA Construction in its work and comprehensive service. Once again it has been demonstrated that the company truly cares for every detail.

ULMA PIPING

ULMA Piping continues developing its Spool manufacture



ULMA Piping has obtained its first large order of alloy-coated, corrosion resistant Spools.

A spool is a customised element

consisting of flanges, elbows and piping, used to transport fluids.

Spools are usually manufactured with steel or stainless steel elements. However,

certain corrosive fluids require a special coating to achieve the security required. This coating layer is achieved using a metal alloy with a high percentage of nickel using a complex GTAW welding technique.

The level of specifications and certification is usually very high in projects of this nature. In fact, regarding this order, there are only 4 companies in the world certified to carry out this task, and ULMA Piping is one of them. Therefore, this is a milestone in terms of market access for coated spools.

ULMA FORKLIFT TRUCKS

ULMA Forklift Trucks presents its successful experience in e-commerce in the SIL 2014

Eduardo Trojaola Ayastui, Director of the business unit of ULMA Forklift Trucks spare parts, took part as a panellist on the e-commerce SIL Day held on 3 June under the framework of SIL 2014.

The Salón Internacional de la Logística y de la Manutención reached its sixteenth edition consolidating it as an annual logistics event in Spain and the Mediterranean, thanks to the interaction of four lines of action that have been present since the first edition: a meeting place for the logistics industry, having an international projection, being a qualified and privileged location for reflection - a true forum of logistic knowledge, and placing a wager on new technologies as a strategic factor in the logistics sector.

e-logistics, a key factor for the European e-commerce sector.

e-commerce is definitely one of the sectors that has made and sets trends, strategies and innovative technologies in this channel.

Therefore, from the event organiser, El Consorci of the Zona Franca in Barcelona, it was believed that the on-line

experience acquired by ULMA Forklift Trucks as B2B supplier of forklift truck parts, how the implementation process of e-commerce has been confronted, the excellent results two years later and the short-term challenges, could be of great interest to participants in the Salón. The many questions and the need for answers sought by many companies on critical issues, such as the revitalization of its distribution lines and constant contact with customers and potential consumers of their products could be dealt with.

Among the success stories presented together with that of ULMA, is that of Vente Privée, Ula Box, Munich Sports, Pepe Jeans, Solo Stocks and Amazon Spain among other recognised companies.





ULMA AGRÍCOLA

ULMA Agrícola turns 35

ULMA Agrícola began to operate in 1979, in the midst of the construction sector crisis and with the objective, at least in part, of reducing the negative consequences of the crisis. It began as a business line within ULMA Construcción, but little by little and with time, this small endeavour increased its market share until becoming the current ULMA Agrícola business, which operates as an independent business since 2007.

ULMA Agrícola forms part of the ULMA Group, one of the largest Business Groups in northern Spain with over 50 years of market presence and a clear commitment to Innovation, Employment and Added Value.

Initially, ULMA Agrícola focused on manufacturing and supplying tunnel-type greenhouse structures or very simple installations, but today it offers integrated

solutions with a high level of engineering on an international level.

ULMA Agrícola, true to its principles of Customer Service, has always worked to provide the solution that best fits the needs of each project. It is proud of its highly qualified R+D+i department which studies all the needs in detail, offering a wide range of options within its standard range of products, and the development of various structural elements to provide more versatility and be able to address different market niches.

On the other hand, and due to the deep transformation of the intensive farming sector, the ULMA Agrícola business has switched from focusing on the domestic market to having a more international vision. Over a decade ago, ULMA Agrícola

set up its subsidiary in Mexico where it provides a service, geographically near to the main countries of Central and South America.

ULMA Agrícola continues to work in the study of new emerging markets and the needs that different countries present due to their characteristics to design and develop new products and solutions. This extensive experience throughout the world, with installations in over 50 countries endorses their expertise.

Thanks to the effort of the entire group of people that has worked in the business during its 35 year history, ULMA Agrícola is today a project with a great future made up of a young team that is excited and highly prepared to develop solutions that anticipate market needs.

ULMA PACKAGING

ULMA Packaging receives a visit from the EITB programme Teknopolis



THE FAMOUS SCIENTIFIC AND TECHNOLOGICAL DIVULGATION PROGRAMME VISITED ULMA PACKAGING PLANT TO FIND OUT ABOUT THE QUADPACK APPLICATION FOR CHICKEN.

Guillermo Roa de Elhuyar interviewed the Flow Pack line Product Manager, Josu García, regarding the quadpack for whole chicken application which is causing great expectation among the different media.

The programme interest arose due to the publication of a series of news items and articles published on different online sites, talking about this new packaging aimed at whole chicken, and recently launched by the British supermarket chain ASDA with a bakeable film facilitating

preparation of the dish.

One of the points of most interest was in relation to the packaging trends mainly set by the UK where consumer habits are one step ahead, and consumers prefer pre-cooked or semi-prepared products for easy cooking/preparation with no direct manipulation.

We trust that ULMA Packaging will continue raising interest for Teknopolis in the future through new packaging proposals.

ULMA INOXTRUCK

Thinking of Thousands

With an eye on the goal of reaching one thousand units by the end of 2015, to date ULMA Inoxtruck has already crossed the '500 machines sold' barrier, with 40% for the international market. Although the year's start of a 200% increase over the same period in 2013 points in the right direction, in the race to achieve this goal it is essential to enter with more strength in the French and German markets.

The prioritised dedication of one of the Area Managers to enhance the current sales activity of the current distributor in France is underway. But due to the size of Germany and being as our presence is only found in the south-western part of the country, this May we participated for the first time at the world's leading intralogistics fair, namely CEMAT in Hannover. From the more than 150 contacts we made at the show, 25 companies from different regions of Germany were interested in distributing our product in their areas of influence.

We hope that in the coming months we reach distribution agreements with several of these companies to cover a large part of the German territory.

CEMAT has also helped us to establish business relationships in Asia and Oceania (Korea, Thailand, Australia, etc.) and the Middle East (Israel, UAE, etc.) where we had no representatives at all until now.



ULMA GROUP

ULMA Group receives the GOSASUN Seal in recognition of their work to Promote Health Care

Under the heading **"Innovating in health involves everyone"**, the session organised by Innobasque and held last May at the San Sebastian Campus of Deusto University served to make known three innovation projects and good practices regarding the promotion of healthy habits worthy of receiving the GOSASUN Seal.

The ULMA Group Occupational Safety and Health Coordinator, Iñaki Igarzabal presented the key points of the project **"Izan Osasuntsu"** to the audience, corresponding to the promotion of exercise, the importance of ensuring a healthy psychosocial environment, health care and the promotion of healthy habits within the ULMA Group.

The work of the ULMA Group, recognised by the GOSASUN Seal, **is definitely the result of developing and effectively implementing health programmes that count on the**



recipient's commitment at the time of taking up the objectives of improving health in the workplace by developing personal/collective health skills and responsibilities.

The ULMA Group participate in a study on the efficacy of Kaiku-Benecol in reducing cholesterol.

Within the "Izan Osasuntsu" project in the area of promoting healthy habits, a study will be conducted with the objective of evaluating the efficacy of plant stanol esters in lowering cholesterol. The study will be conducted over a period of two months with the voluntary participation of 75 people from the ULMA Group. Conditions for participation in the study are: to present a cholesterol value higher than 200, not be subjected to any treatment to reduce it, and to have no chronic illnesses.

ULMA ARCHITECTURAL SOLUTIONS

Ventilated Facades line strengthens its internationalisation process through seven new distribution agreements

ULMA Architectural Solutions recently signed seven cooperation agreements to distribute Ventilated Facades in Mexico, Colombia, Chile, Peru, Romania, Croatia and Italy. Through these agreements with various distributors, ULMA Architectural Solutions continues its expansion process in Latin America and Europe with the Ventilated Facades line.

The internationalisation policy is providing ULMA Architectural Solutions with a growing worldwide presence,

through five subsidiaries in France, Portugal, Brazil, Mexico and Italy and an extensive distribution network worldwide.



ULMA CONVEYOR COMPONENTS

ArcelorMittal Liberia Project

ULMA Conveyor Components supplies the engineering company, Duro Felguera Plantas Industriales, with the rollers and supports for ArcelorMittal's iron ore concentrate plant and the facilities improvement project in the port of Buchanan.

ArcelorMittal, the world's largest steel manufacturer, has already started exporting iron ore from Liberia, a country devastated by 14 years of civil war. The figure is expected to reach 4 million tons/year shortly.

AMEC, the main engineering company, is developing the 1.2 billion USD project which includes improvements to the concentrate mine and plant in Yekepa and to the 240km rail link to the port of Buchanan.



ULMA ARCHITECTURAL SOLUTIONS

ULMA drainage channels at Beira Rio stadium in Brazil: host of the 2014 World Cup

ULMA Architectural Solutions has installed **Drainage Channels** in the **Beira-Rio Stadium**. This Brazilian football stadium is located in the city of Porto Alegre, on the shore of Guaiba River. It belongs to the International FC; its capacity is **58,306** spectators. **It is soon to serve as one of the venues for the 2014 World Cup** to be held in Brazil.

In this project we have installed the **U150** and the **SELF 200** drainage channels, both with galvanised steel grating and a ribbed design. These channels are ideal for **sports facilities**, where there are no excessive requirements in terms of resistance to loads or heavy vehicles. They are multiuse channels endowed with a constant height and

are very practical on not excessively long pipelines. The construction company **Andrade Gutierrez** chose our drainage system for several reasons, the most important being the technical solution offered and the rapid implementation.



ULMA GROUP

Solidarity in the form of Gift Cards

Last February the ULMA Group joined the Solidarity Cards initiative promoted by Unicef within their Blue Gifts campaign, thereby replacing the amount of money destined towards any corporate gift or item, with the purchase of a product that helps improve the quality of life of children in need.

Thus via this gesture, the ULMA Group and the person who receives the "solidarity gift" are participating in buying therapeutic milk and vaccines against polio and measles for children anywhere in the world.

With these types of solidarity cards, Unicef, the United Nations agency, goes beyond the brief seasonality of Christmas cards, as this initiative allows the ULMA Group to contribute its little grain of sand throughout the whole year towards ensuring compliance with children's rights.





ULMA PIPING

Piping certified for flange design and calculation by the API (American Petroleum Institute) and ISO (International Standardisation Organisation)

Over the past three years, ULMA Piping has been learning and incorporating new methods and technologies to design non-standard flanges. These flanges, known as non-standard, have special characteristics requiring a specific design process to fit the working conditions of a specific application. The most common non-standard characteristics are:

- Large pipe diameters. ULMA has designed flanges up to 102 inches. This represents an internal pipe diameter of 2.6 metres.
- High pressures. Flanges for extremely high pressure applications.
- Other characteristics: non-standard pipe dimensions, high external stress, etc.

The design and validation of these flanges involves calculations, either via the application of formulas or via more advanced techniques such as the finite element

method. These calculations ensure the following:

1. Verification that the flanges and bolts have been correctly designed to withstand the operating and assembly stress required by their installation process.
2. Assurance that there will be no joint leakages provided the flange has been correctly manufactured and installed.

In February, ULMA Piping obtained its first certification for flange design and calculation from the API (American Petroleum Institute) and ISO (International Standardization Organization).

ULMA AGRÍCOLA

ULMA Agrícola has installed a fish farm in Iceland



ULMA Agrícola has extensive experience in the installation of structures for aquaculture. This is a market for which special solutions have been developed to tailor to the demanding needs of these types of projects, such as humidity or high salinity.

In this latest instalment in Iceland, the weather has also been a factor to consider in the design and construction of the structure.

The facility, which is to be used especially for the intensive breeding of turbot, includes three modules which differentiate the growth stage of the turbot. The first module intended for Pregrowing consists of seven units, and the other two modules known as Ongrowing consist of nine and twelve units respectively.

All the greenhouse structure has been adapted to the needs of the pools that each module must accommodate, and it is fully covered in shading mesh both around the perimeter and on the roof.



“The Co-operative model is a business model of both the present and the future. It is a business model shared by all the working members.” MAIXABEL KORTABARRIA. President of ULMA AGRÍCOLA

« In the difficult context in which we find ourselves, in which solidarity seems to be one of the keys to survival, do you think that as a collective we are cohesive and committed to the Business and the Group?

From the starting point that our cooperative model is based on people and on solidarity, the ULMA Group

has several instruments to deal with difficult situations or economic crisis such as wage adjustments (either reducing salaries or advance payments whether by deleting or eliminating the cooperative dividends and interests), the solidarity fund payment, the employment market, etc. which are being implemented into the business as needed. All these measures that we have been adopting, reflect the

responsibility and commitment of the members.

Another example of commitment and cohesion is the fact that all the surplus in the ULMA Group is currently relocated. So, yes, I think there is commitment, and that this is perceived to a greater extent from the outside, although of course everything can be improved.



« In your opinion, what do you think are the tools from the cooperatives/businesses and the Group that should be emphasised more to strengthen this involvement?

It is true that companies need motivated people who will be involved in the company's project, and according to the results of the organisational culture survey we conducted late last year, the point for ULMA Agrícola to work on is leadership.

It is understood that there is a crucial connection between leadership, how you drive your people and your team, improved customer service and better business results. To be competitive, it is necessary to know how to manage the knowledge the company has (what we do and how we do it), and this lies with the people who form a part of the organisation.

« Do you think the cooperative approach is the best way to address the new challenges and the global context in which have to operate our businesses? What do you think are the strong points we should enhance of the model?

I believe that the co-operative model is a business model of both the present and the future.

We start from the premise that this is a business project shared by all working members, who are lead players in the

project (they elect the governing bodies and they participate in management). Therefore the strength of this model lies in the workers themselves.



To be competitive, it is necessary to know how to manage the knowledge the company has (what we do and how we do it), and this lies with the people who form a part of the organisation.

« Do you think that we, as cooperatives, are flexible enough to react in a changing environment such as this one? What measures or instruments for improvement could be implemented?

It is clear that in the rapidly changing world in which we live, success and survival requires being agile and flexible to the environment: we have to size our operations to the market to be competitive, we have to internationalise and innovate ourselves to promote new activities in sectors of the future, and to establish ourselves in sectors we find ourselves in already. Since 2008, the date we place on the beginning of the crisis, we have restructured the workforce, by both decreasing and orienting it to international markets, and now we are invoicing 70% abroad. So we are trying to adapt to the new situation although we have a large field of improvement to increase competitiveness.

« The ULMA Group, as a group with a Social responsibility, has a foundation. How do you think we could strengthen and promote the Foundation ULMA project?

Honestly I do not have an answer to this question. Although the foundation's objectives are clear and the actions it has taken, to my mind, have been correct, I think the complicated day-to-day activities prevent me from thinking how to push it forward in a correct way.

ULMA Handling Systems delves into the health sector



The logistics oriented towards the health sector has become increasingly important in ULMA Handling Systems where the combination of engineering and new technologies for the health sector occupy an interesting niche in today's market.



In this context comes a new business line oriented towards the health sector, which focuses its activity on providing in-hospital logistics' solutions. It currently has memberships with companies such as Oppent, Pharmathek and Omnicell, which offer pneumatic systems/AGVs and robotic dispensers, respectively, for the Latin American market.

Aitor Elorza responsible for business line Studies and Offers indicates that "The challenge currently facing the health sector focuses on providing an efficient solution to the storage system and materials management in hospitals, considering the safety and traceability of the vitally important product parameters."

The experience and knowledge gained in recent years have resulted in the development of various projects setting an example in conceptualization and design.

The project developed for the Hospital de la Florida, located in Santiago, Chile, has been an important milestone for both ULMA and Chile, since it will be the first fully automated hospital in Chile.

The project has an automatic storage system managed by two ULMA

horizontal carousels, a warehouse management system and an order preparation system to group orders, using the Pick to Light Systems' devices.

Logistics automation allows full traceability of the medicines: from their receipt in the hospital store until they are dispensed for the patient's use.

Also to be highlighted is the development of a project for the Imbanaco Medical Centre of Colombia, which will be the first major reference for ULMA's activity regarding hospital logistics. The logistics project will have two horizontal carousels and one vertical carousel. In addition, there will be automated dispensing cabinets, Pick to Light devices and IK Health software.

This is the context for the opening of a new branch of ULMA Handling Systems in Santiago, Chile, that will guide the study and development of projects oriented towards the healthcare sector. Professionals who have a proven track record in the health sector will work in the subsidiary branch, and they will receive the support of the Head Office for the direction and development of projects oriented towards this sector.

"Healthcare Logistics: challenges and new trends"

ULMA Handling Systems, in collaboration with the research and consulting company GLOBOPE Research and Consulting, has published a book called "Health Logistics: Challenges and New Trends". Its aim is to make an extensive, detailed and updated review of the logistics process for materials, including numerous examples of logistics practices carried out today.

The book is divided into easy-to-follow chapters which analyse the different flow stages of materials from the supplier to the patient, together with associated information and purchasing process management. It also looks at different management models for hospital logistics, demand forecast techniques, stock management strategies, localization, dimensioning and warehouse design, the different subprocesses related to material flow (reception, location, order picking, etc.), the restocking function and reverse flow.

Automation of packaging systems and lines at Interpack with ULMA

ULMA showed complete integrated solutions from the primary to the secondary packaging combining automated loading of products, different packaging technologies, vision and control systems, automated case packing and palletizing.

At the largest packaging exhibition worldwide, ULMA exhibited its latest comprehensive, integrated solutions from the primary to the secondary packaging and automated palletizing.

More than a dozen installations with several common denominators were on display in a stand measuring almost 700 m²: flexible, easy to operate, reliable and automated packaging processes.

The visitors were not disappointed and this was verified by both the quality and the amount of people who came to inquire about the most recent solutions presented by ULMA Packaging.

| Automation

The ULMA stand displayed several automated lines integrating packaging machines with automatic feeding systems and end of lines, including inspection and case packers, of both plastic and cardboard boxes.

One of the highlights was seeing the two ULMA manufactured twin cell robots loading products into a flow pack wrapper, and working in common work areas, and then observe a third robot, U10, automatically feeding the Rama automatic cartoning machine.

Following the concept of a fully automated packaging lines, another set of integrated solutions were showed in collaboration with other companies:

- TFS 500 thermoformer with a



sanitizable design and an Elcat autoloader for sliced products. A thermoformer with side extraction of the moulds which allows the format changes to convert into a quick and easy operation.

- VTI 540 vertical wrapper with Marel's IQF multiweigher for chicken parts, making a reclosable package with zipper.

| High speed flow pack

A high speed flow pack line based on a FR 500 model was shown for the chocolate and confectionery sector. It consisted of: a row distribution system, aligning module, multibelt and the wrapping machine with speeds up to 700 ppm.

| Reclosable quadpack for biscuits

Another innovation was the quadpack flow wrapper with four additional longitudinal seals, to imitate the appearance of a packet of biscuits, but with a flexible and easily adjustable reclosable system for different formats and cutting profiles.



| Automated packaging line with automatic heat sealed tray packer

Once the trays are sealed, a control of metals and the seal is carried out, to finish in an automated robot case-packing cell, packing the cardboard boxes.

| High efficiency TSA 680 tray sealer

This tray sealing model combines some interesting features which converts it into an innovative tray sealing solution:

- High sanitisation level.
- Productivity: up to 20 cycles/min (80 ppm with 1523 trays) in cut / seal.
- 84% reduction in the cost per hour, compared to equivalent pneumatic models.
- Ease of operation and format change.

| Skin packs with sanitizable thermoforming packaging

Within the wide range of sanitizable TFS thermoformers, two different performance level models were displayed: the TFS 500 and the TFS 407.

This latter model, especially adapted

for skin packaging, is part of a family of thermoforming machines designed for packaging meat, dairy, fish, seafood and other food products on a rigid base, covered in film that protects the product, and fits like a second skin, enhancing its appearance.

| Reclosable packs

Three different types of reclosable packs using different systems were shown: adhesive label, zipped and disposable adhesive strip.

Visitors showed great interest in the latter pack which incorporated packs in an Artic flow pack wrapper for sliced products.

>> A view of the ULMA Packaging stand at Interpack.

interpack 
PROCESSES AND PACKAGING
LEADING TRADE FAIR

ULMA at Interpack:

It is the largest packaging fair worldwide.

A stand of almost 700m².

More than a dozen ULMA Packaging installations were displayed.

Large quantity and quality of visits received.

Scope of ULMA Group's Occupational Safety and Health Department



The Occupational Safety and Health Department is currently formed by Iñaki Igarzabal as Department Coordinator, Anabel Luengo as Work Doctor, Maite Elguero and Mirari Malbadi as DUEs of the Company and Aitziber Campos as Occupation Risk Prevention Technician.

The daily activity develops in all the cooperatives of the Group and can be grouped into four sections: Occupational Risk Prevention, Health Surveillance, Health Care and Health Promotion.

In the section on **Occupational Risk Prevention** the cooperatives are assessed through safety and health committees, progress reports are made regarding prevention, and they collaborate with the occupational risk prevention technicians in the evaluation of risks, adopting preventive measures and controlling the risk. The objectives of the Group for the coming years on this level will be: to increase the level of leadership in this area, to raise awareness and involve the entire Group to ensure that all are necessary co-operators in the prevention of occupational risks. And to establish a prevention culture based on example and trust.

In the section regarding **Health Surveillance**, on both an individual basis and collectively this surveillance is carried out by medical check-ups, health surveys, issuing the findings to the cooperative, establishing preventive measures and studying work-related illnesses.

Some of the activities included under the **Health Care** heading are medical consultation in all the cooperatives, monitoring chronic illnesses, medical emergency assistance, regular analyses and information or training on healthcare. One of the goals we have set is to extend the coverage to expatriate members/workers.

Health Promotion has started a new project which includes actions that have already been in use - Izan Osasuntsu.

This project is essential to be able to face the future and ensure that healthcare is considered as a strategic business objective. The main objective of Izan Osasuntsu is to improve the health of the ULMA Group members by developing personal and collective abilities and responsibilities related to health management, self-care and personal development.

The actions that will be developed in this space are designed to promote physical activity, improve the psychosocial environment, promote healthy habits (drinking, eating, removing bad habits, etc.), with cardio protected spaces and actions towards the social environment.

The Occupational Safety and Health Department participates in the Group's Safety and Health Committee and the Technical Prevention Committee.



IÑAKI IGARZABAL
Occupational Safety and Health Coordinator

At Group level he is involved in two committees: The Group's Safety and Health Committee, made up of the Prevention Coordinators in each one of the cooperatives, and whose function is to establish common strategies and advise the Social and Corporate Boards regarding Occupational Risk Prevention; and the Technical Prevention Committee formed by the Occupational Risk Prevention technicians, created to unify technical criteria and develop and notify the best practices' tools. In addition, he represents the ULMA Group as a body before entities such as Osarten.

NEW CRAFTS COMPETITION

NEW Children's Competition for children of members and workers

Here in ULMA, we are committed to recycling and reusing resources. For this reason, the ULMA Group hosts its first arts and crafts competition for children of members and workers, which replaces the Children's Painting Competition.

The main objective is for the children to be aware that everyday objects usually thrown away after use; glasses, tweezers, bottles, caps, etc. can be given a second chance, a new life!

BASIS:

PARTICIPANTS: All children of ULMA's members and workers may participate. Participants will be divided into two categories. Children under 6 and children 7 to 11 years.

PRESENTATION: The craftwork must be delivered to the ULMA's Central Departments, Garagaltza auzoa 51, 20560 OÑATI (Gipuzkoa).

*Delegations can use internal mail or normal post.

DATE: The craftwork must be delivered before 26th September.

AWARD OF PRIZES: Thursday, 16th October at 18:00 hrs.

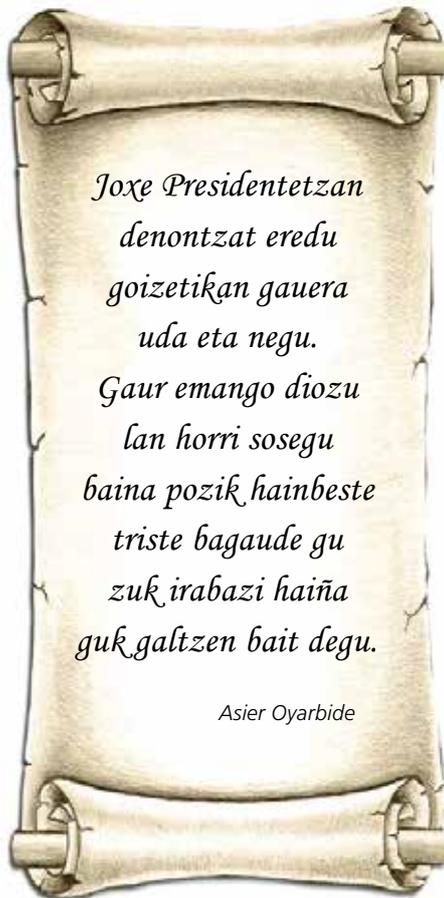
EXPOSITION OF THE CRAFTWORK: All entries received will be displayed at the prize award ceremony and they will be returned to their owners at a later date. Prior to the prize award ceremony, the craftworks will be photographed and be available for viewing at <http://portalde.ulma.com> and www.begira.ulma.com.

PRIZES: One bicycle per category.

* All participants will receive a small gift for taking part.



Berto of Asier Oyarbide, Manager of ULMA Piping dedicated until now as President of the same business, Joxe Arregi.



RETIREMENTS: 1st April to 31st August 2014

*Braulio
López García*



*Juan Francisco
Peralta Carrasco*



*Juan Manuel
Doval Colino*



*José Ángel
Urkia Goitia*



*Julio
Larrañaga Azkarreta*



*Justo
Ros Olalde*



*Itziar
Urkia Agirre*



*Ignacio
Mendi Preciado,*



*Luis
Urcelay Ayastuy*



*Luis
Maestre Escudero*



*Miguel Ángel
Maiztegi Arrue*

*Juan José
Arejolaleibar Aracama*

**Thanks to all and enjoy it!
Congratulations**



WE ARE ULMA!

With this slogan we want to symbolise that each and every one of us working at ULMA is a part of our Group.

This is the message we want to convey and transmit to the outside; our environment, collaborators, customers, etc.

For this reason we encourage you to participate in a simple initiative that will take place in September. **We want to unite the largest possible number of ULMA members and workers to take a group photograph.** (If you're interested you can obtain more information through your business' Communications and Marketing Department.).

Let's show them who we are!



DAY: September 11

TIME: 18:00 h.

PLACE: ULMA Handling Systems's parking (Garagaltza Auzoa)