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Interview with Raul
Garcia Chairman of
ULMA Group

The other talents of
ULMA Group



July 2015



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ULMA PIPING

Moments and spaces for the Conference

As we all know, the month of May is the time when the General Assemblies of ULMA Group are held. In addition, several informative talks precede the Assemblies, together with the subsequent meals and other meetings. Ultimately, they all constitute spaces and moments for the conference.

This year at Forja we had to attend these events in a shorter period than usual. Our General Assembly was held on 8 May and it was the first of ULMA Group. We attended the informative talks in a morning and evening session on 29 April and on the afternoon of 30 April. The good atmosphere was the general tonic of all of these, with

a somewhat greater attendance, a greater number of interventions and a more active and intense participation than in previous years. As in every year, the General Assembly was completed in a positive manner and the excellent meal afterwards brought the event to a close in the perfect way.

The annual ULMA Forja retirees meal took place on 8 May. As in previous years, the response to the invitation to the Etxe-Aundi was massive on this occasion. According to the comments of those in attendance, the meal, as always, flowed with good harmony and our colleagues had the opportunity to recall and enjoy moments and episodes shared

years ago.

To finish, the informative talks which also had a high level of attendance and very active participation were held on 15 May at ULMA Lazkao.

We would like to thank all those who participated in these different spaces and moments for the conference.

We hope to see just as many people meeting next year!

ULMA HANDLING SYSTEMS

The international airport of Rio de Janeiro will have the ULMA luggage handling system

The tendering process of the international airport of Rio de Janeiro (Brazil) opted for ULMA Handling Systems for the design, supply, installation and implementation of the extension project for the handling, inspection and classification of luggage.

The project framed within the ambitious renovation plan, the objective of which is to cater for the great demand of passengers the airport expects to receive due to the hosting of the Olympic Games, which will take place in the city in 2016.

The system that ULMA will install

includes 62 check-in counters, two new multi-level inspection circuits and a high-speed classification line that will transport luggage, depending on its destination, to one of 8 carousels.

Furthermore, ULMA will develop the SAC system that will manage the assignment for the classification of luggage and the SCADA system, which will allow the monitoring of the whole installation. Through this project, the international airport of Rio de Janeiro will increase its logistical capacity by 3,000 pieces of luggage per hour. The project will be

completed by April 2016.

This project undoubtedly entails an important landmark for ULMA Handling Systems, affording it an entry point in the high-segment airport market.



ULMA GROUP

The internationalisation strategy, key in the results of ULMA Group

Despite the difficulties, the 2014 financial year turned out to be a satisfactory one for ULMA Group, reaching consolidated sales of EUR 666 million, of which 77% corresponds to its participation in the international market. The negative effect caused by the fall in sales in recent years was attenuated thanks to the significant effort made both in the improvement of the international positioning of ULMA Group and in the diversification of risk.

At the year-end, ULMA Group had 4,324 employees, of which more than 80% are partners and almost 49% are in international subsidiaries.

With a view to this year, the business of ULMA Group maintains its development plans based on international expansion, innovation and new activities, with the objective of increasing the sales levels for the year to EUR 719 million.



ULMA FORKLIFT TRUCKS

Atusa renews its rental agreement with ULMA until 2020

The corporate group ATUSA, global leader in the manufacture of malleable iron accessories, has renewed its trust in ULMA Forklift Trucks when it extended its rental centre.

Almost a century since its foundation, ATUSA is at the cutting edge of the manufacture and distribution of products directed at sectors such as health, heating, fluid handling, construction, electrics, etc.

With 3 manufacturing plants employing over 1,100 people in 8 countries, and 7 logistics stores distributed across Europe, its production capacity, close to 30,000 tonnes altogether, and its strong distribution network allow it to be a leading supplier in more than 40 countries all over the world.

ULMA Forklift Trucks, in turn, has been the main supplier of forklifts to ATUSA for over a decade, and it provides a service based on a rapid response and personalised attention. It is a relationship that has been evolving over time in order to adapt to the requirements of the client and which, over the years, has become a close partnership based on confidence

to advise the company on the latest developments to allow it to continue to improve its services in terms of productivity and efficiency.

FLEXIBILITY TO ADAPT TO THE NEEDS OF THE CLIENT

The relationship between ULMA and ATUSA has been characterised over these years by its great flexibility, since it contemplates a comprehensive mix of new and reconditioned machines according to their specific needs. The 42 units that will form part of the renovation made up of diesel forklifts with capacities ranging from 2 to 4 tonnes, destined for the foundry area; electric forklifts for the machining area and retractile, order-picking indoor trucks, and electric pallet jacks for the store zone.

The constant interaction between the two companies, the confidence deposited by the client and the flexibility of the response of ULMA when offering personalised solutions are the key to the success of this long-lasting relationship between the companies.

ULMA CONSTRUCTION

ULMA Construction sponsors the "5th national concrete mix design competition" in Mexico

The Instituto Mexicano del Cemento y del Concreto, A.C. (IMCYC) and the Asociación Nacional de Facultades y Escuelas de Ingeniería, A.C. (ANFEI) organised, on 21 May, the "5th National Concrete Mix Design Competition in the Centro Banamex facility in Mexico City as part of Concrete Show Mexico".

This competition was first held in 2011 and on this occasion it brought together more than 124 participating teams from 76 universities and technological institutes. Among student and lecturers from across the country the attendance was close to 600 people.

ULMA Construction sponsored this



event, assembling a stand with capacity for 450 people in 3 sections, with BRIO multi-directional scaffolding as it offers the greatest versatility and resistance for this requirement.

The composition of the scaffolding was based on 2.50 m-long units and 1.02 m sections at every 0.50 m in height. Thus, the structure was used friendly since the trapdoor platforms served as a smooth seat and passage area. Special care was taken in placing the diagonals to guarantee the comfort of the audience, thus attaining a rigid structure facilitating the movement and the passage of those in attendance.

The necessary calculations were made checking that all the elements of the scaffolding could resist the loads and guarantee the safety factors so that the design of the stands was capable of supporting the activity of the event without any inconveniences.

The main objective of ULMA Construction is to collaborate with higher education institutions in the teaching-learning process of civil engineering students in the country, future professionals in the field of construction, so that they know of the use of concrete in construction through mix designs.

ULMA AGRÍCOLA

ULMA Agrícola unveils new website with Responsive design

ULMA Agrícola unveils its new website with a very visual, multilingual line optimised for all types of devices.

Surfing the internet with mobile devices, such as tablets or smartphones, has considerably increased among the users who visit our site. In view of this new setting and joining the current trend in the design and development of websites, ULMA Agrícola has created a Responsive Design web page. With this philosophy of design and development it offers an optimal display of the page, adjusting it to the mobile device being used, with easy and intuitive browsing.

The new site is presented with a very graphical homepage, from which notable access is offered to the most popular sections: the different structures, the different applications, variety of equipment for climate control and the services offered by ULMA

Agrícola.

The broad experience of ULMA Agrícola in the market is reflected in the "projects" section, where images of the most significant projects carried out in recent years will be shown along with some additional data, such as

the greenhouse structure used in the project and the equipment installed to provide a solution to the proposed climate needs.

For more relevant information on each product or service presented, access the new website.



ULMA ARCHITECTURAL SOLUTIONS

Architectural Solutions has obtained the KOMO certification for its drainage channels

ULMA Architectural Solutions, a company developing a wide range of architectural solutions in **polymer concrete**, has obtained the prestigious **KOMO** certificate for its drainage channels.

The need to obtain this certification arose when the company contemplated introducing its drainage solutions in the Dutch market. **KOMO** is an essential certificate to be able to offer public and private projects in the country. Originally, prior to the **UNE-1433 Standard**, it was the way to guarantee the quality of the products used in construction.

Given how comprehensive and rigorous the examination for its obtainment and subsequent maintenance is, this certificate is also recognised in other countries, including Germany. It should be highlighted that it is necessary to pass 6 audits per year to keep the KOMO, while other quality certificates require only 1 annual audit, such as the ISO 9001, for example.

COMMITMENT TO QUALITY

Our commitment to quality is one of our most important values. We actively promote **quality** and **innovation** as the sole guarantee of a future, since these are strategic factors backed up in the commitment of our individuals.



ULMA FORKLIFT TRUCKS

ULMA Forklift Trucks releases a new corporate dossier



Offering the solution for each client through personalised treatment, with professionalism and commitment is one of the pillars of the company. The three main divisions of ULMA Servicios de Mantenimiento (Forklifts, Used Forklifts and Spare Parts) also play a leading role in this corporate dossier.

The new dossier, made up of a catalogue and several brochures, has been designed and created to deal with the different contexts and needs which,

according to the targeted client, they can present commercially-speaking, not only to the parent company, ULMA Forklift Trucks, but also to the other subsidiaries and business units.

A project in which a clear design, consistency and interconnection of contents, a balanced distribution and good graphical material have given rise to an updated, useful and particularly practical commercial working tool.

ULMA CONVEYOR COMPONENTS

ULMA Conveyor Components launches its new digital project: www.ulmaconveyor.com

The new website deals with the strategic reflection performed during the past year, which includes the international development and consolidation of the business as a key point. In this sense, the website presents the incorporation of two new languages - French and German - together with intuitive browsing that facilitates access to the new content.

The channels of contact with ULMA Conveyor Components and its news will be more accessible for its target audience, essentially made up of mining, energy and engineering companies, as well as businesses from other sectors.

The technical descriptions of the components for the transport of unit loads and bulk cargo such as steamrollers, garlands, supports and drums, in some way identify the nature of its clients, highly specialist companies with high demands in

the development of engineering adapted to their needs and specific projects.

Through its new website **www.ulmaconveyor.com**, ULMA Conveyor Components share the knowledge and technical solutions, largely the result of its qualified engineering team and each of its clients, experiences which can undoubtedly prove of great value to possible clients whose activity is developed in similar sectors.





ULMA Group attended its annual event with students at LANBAI III

On 11 June the 3rd Lanbai Employment and Training Fair, organised by MONDRAGON Unibertsitatea was held, with the collaboration of LANBIDE and the Mondragón Council.

ULMA Group attended LANBAI for the second consecutive year together with another 34 organisations from different sectors, joining this initiative for the creation of bridges between the business and university world, and facilitating the incorporation of graduates into the labour market.

The Lanbai III employment fair, held in Arrasate in the building that the Escuela Politécnica Superior of MONDRAGON Unibertsitatea has in the Polo de Innovación Garaia, is directed at all people interested in completing their last years of study by

carrying out internships in companies or who are in search of employment regardless of the professional training school or university in which they have studied.

The human resources representatives of ULMA Group dealt with students and graduates mainly coming from the branch of electronic, automotive and robotic or design engineering, business administration and professional training. In this third edition of LANBAI a total of 144 CVs were collected, which will be incorporated in the ULMA Group job pool to address the needs of any of the 8 areas of business that make up the Group.



ULMA Embedded Solutions in Altium's network of partners

Altium has developed and sold tools for electronic design since 1985. Its products, created with the latest technology, help engineers in the management of the design process.

In addition to being a user of these tools, ULMA Embedded Solutions has developed an adaptor integrating the Altium Designer tool with IBM Rational DOORS, obtaining full traceability between the requirements and the hardware design. This solution that facilitates the verification and validation of systems has opened doors for ULMA Embedded Solutions to Altium's Network

of partners.

In this way, at ULMA Embedded Solutions we continue to extend our network of partners, which provide us with the most up-to-date techniques and tools of the market, thus improving the solutions we develop for our clients.



Frozen fruit packaging by ULMA Packaging



Packaging with vertical packing machine in a triple-seal padded format.

Frozen fruit is a product of growing interest in the markets, facilitating its use in the HORECA sector (hotels, restaurants and catering) and also at domestic level. The proposal shown in the image makes it possible to work with product volumes adapted to the different needs. The possibility of printing the film adds the factor of attractive presentation.

In the last period, ULMA has implemented innovative developments in its vertical packing machines (VFFS). These machines, which are designed to meet the strictest of requirements, have the following characteristics:

- Hygienic design prepared for extreme environments.
- Possibility of changing format for lateral packing. Option patented by ULMA, which makes it possible to change the forming tube for on the side of the machine (normally the most accessible zone of a vertical installation).
- Ease of use for the machine operator.
- Machine with full accessibility for maintenance tasks and with a very low maintenance cost.
- Control via industrial PC with better visibility to make adjustments to the machine when it is running.
- Double reel holders with automatic reel changing. Option that allows to make the reel changes without stopping the machine.

All of this, while always trying to achieve the best production parameters (OEE).



ULMA Agrícola greenhouses for tropical climate



In recent months at ULMA Agrícola we have been developing several Arin-type greenhouse facilities in several zones of the Caribbean, Africa and equatorial America. This structure is also known as a tropical structure because it is designed to meet the needs of these geographical regions with warm climates and high relative humidity. We are experiencing high demand and good results thanks to the vast volumes and excellent ventilation offered by this model, mitigating the effects of high temperatures and humidity in cultivation, thus obtaining optimal development.

Based on the design of the Multicapilla Gótico G9 greenhouse structure, this one is different due to its 4-metre modulation and has roof-top ventilation that allows continuous and greater air renewal inside the greenhouse and the incorporation of balconies on the sides to minimise the "edge effect" and strengthen the structure, thus obtaining a light, strong and reliable structure.

The structure of the Arin greenhouse can be used for both projects with and without crop loads. Greenhouses without crop loads are considered to be those dedicated to crops that do not require support from the structure (flowers,



The self-climbing systems of ULMA Construction in full flow

The Q22 tower, one of the tallest skyscrapers in Poland, is erected in the centre of the capital. At 194 m in height including its flagpole, this office building will have a surface area of 50,000 m² distributed over 47 floors, 5 of them underground.

The design of the Q22 is a product of the Kuryłowicz & Associates architecture firm, fruit of a collaboration with the Polish firm of BuroHappold. The project has obtained the Breeam Interim Excellent certificate with the highest rating in Poland. Among the assessment criteria were those of energy efficiency, materials used, waste management and labour environment.



ULMA Construction has put into "operation" a wide range of structural frameworks and scaffolding among which the self-climbing systems feature heavily. With these products it is possible to build very high structures and buildings without the need for a crane. With the ATR system, four cores or lift shafts have been built while the HWS perimeter protections have guaranteed the safety of the workers both in terms of adverse weather conditions and possible falls of both people and objects, normal risks in very tall constructions.

The works we initiated in July 2014 and in little more than 20 months the project will be finished. The works pertaining to the project, valued at approximately PLN 500 million (EUR 120 million), are scheduled to be completed in the first quarter of 2016.



leafy vegetables, baby leaf, etc.). If an installation with crop loads is required (tomato, pepper, cucumber, etc.), the grating is added to suspend the crop and the sides with braces.

For the covering, the most usual option in these cases is to use plastic for the roof

and mesh in the perimeter such that the crop is protected and a high rate of air renewal is allowed. In some cases roll-up plastic has been installed over the mesh of the perimeter.

ULMA ARCHITECTURAL SOLUTIONS

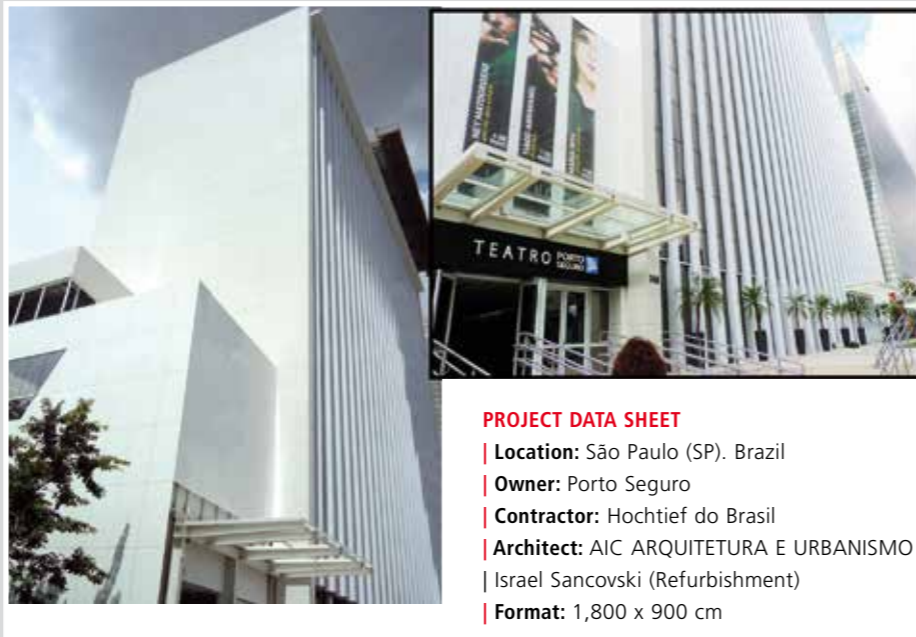
The ULMA ventilated facade guarantees an aesthetically pleasing and uniform finish in the Porto Seguro theatre in Brazil

Located in a central zone of the city of São Paulo, the work, led by the AIC ARQUITETURA E URBANISMO architecture firm, forms part of a project for the restoration of the "Campos Elíseos" district.

The challenge consisted of settling the architectural language to be maintained between the two existing buildings, on the one hand the refurbishment of the shopping centre carried out by architect Israel Sancovski and, on the other hand, the newly built theatre. This harmony of languages has been made possible thanks to the flexibility and adaptability of the **ULMA ventilated facade system**.

To tackle the renovation project of the existing building it was necessary to strengthen both the structure and the pillars of the buildings. The selection of the materials, their finish, resistance to atmospheric changes as well as their rapid installation have proved decisive.

Some **3,000 m** of ventilated polymer concrete facade have been installed, specifically of the **Vanguard range**, in P06 colour. The format of the sheets chosen



PROJECT DATA SHEET

- | **Location:** São Paulo (SP). Brazil
- | **Owner:** Porto Seguro
- | **Contractor:** Hochtief do Brasil
- | **Architect:** AIC ARQUITETURA E URBANISMO
- | Israel Sancovski (Refurbishment)
- | **Format:** 1,800 x 900 cm

for the project was 1.80 x 0.90 m, a large format, which gives the building an elegant character, transforming the existing tower into a new sustainable construction. It should be highlighted that, thanks to the ULMA installation system, the demolition of the original facade has been avoided.

"Thanks to the mounting system used by ULMA, which is flexible and adaptable to each project, it has been possible to correct a difference in the underpinning of the construction of almost 10 cm, as well as avoiding the demolition of the original facade", stated Rodrigo Gamero, sales representative of the company.

Other positive aspects to be underlined regarding the constructive system are the **energy savings** it provides, its high durability and **easy maintenance**.

Furthermore, it has different options of formats, textures and colours. Rodrigo highlights that "the motives that have led the architect to decide on our constructive solution are the technical possibilities and the sustainability it offers this constructive system".

The Vanguard range proposes a solution adapted to each project, making bespoke plate-cutting and flexible formats possible. Adaptability, flexibility and quality guarantee are the keys that define our most cutting-edge range. It has a 10-year guarantee. Lastly, it should be pointed out that the ULMA ventilated facade system contributes to the LEED v3 Certification in 1 pre-requisite and 12 credits, with a maximum of 32 points, depending on the particular characteristics of each project.

ULMA PACKAGING

New TSA 680 double-line heat-sealing machine for high productions

ULMA has developed the double-line model within its new range of high efficiency TSA heat-sealing machines.

This model, which heat seals pre-formed trays, is directed at sectors such as prepared dishes, meat, poultry, fish and fruit and veg.

It reaches productions of up to 120 trays per minute in single-sealing applications with K37 trays and 6 pack/cycle.

This latest development gives a new

boost to this new range of heat-sealing machines which are experiencing such strong market acceptance due to their high efficiency, operational quality and easy maintenance.



ULMA CONVEYOR COMPONENTS

Shs-Stahl-Holding-Saar Steelworks Supply Contract Germany

Following the ratification attained in 2014, ULMA Conveyor Components has won a steamroller supply contract for the steel holding company SHS-Stahl-Holding-Saar, which unites the steelworks in the Saarland region.

- They employ around 13,000 people.
- They produce more than 4,000 tonnes of steel per year.
- Business volume of around EUR 4.5 trillion.
- With its production centres of Völklingen, Burbach and Neunkirchen, Saarstahl AG is one of the largest global producers of long steel products such as cable and bars.

The contract is for 2015 with the possibility of annual renewals. The achievement of this first contract with a steelworks plant in Germany is an important landmark which it is hoped to build upon with the ratification processes being carried out in other important steelworks in Germany of the Arcelor and Thyssenkrupp Steel groups.



ULMA GROUP

LagunAro provides its partners with access to information

With the objective of improving its communication, LagunAro has placed the renovated website www.lagunaro.es, which aims to provide access to information in a flexible, intuitive and simple manner, at the disposal of all mutual entities.

The site has a "**Private Area**", in which users can access both their personal information (constantly updated medical chart, receipts, membership and pension details, updated AroGestión position, etc.), and the institutional information

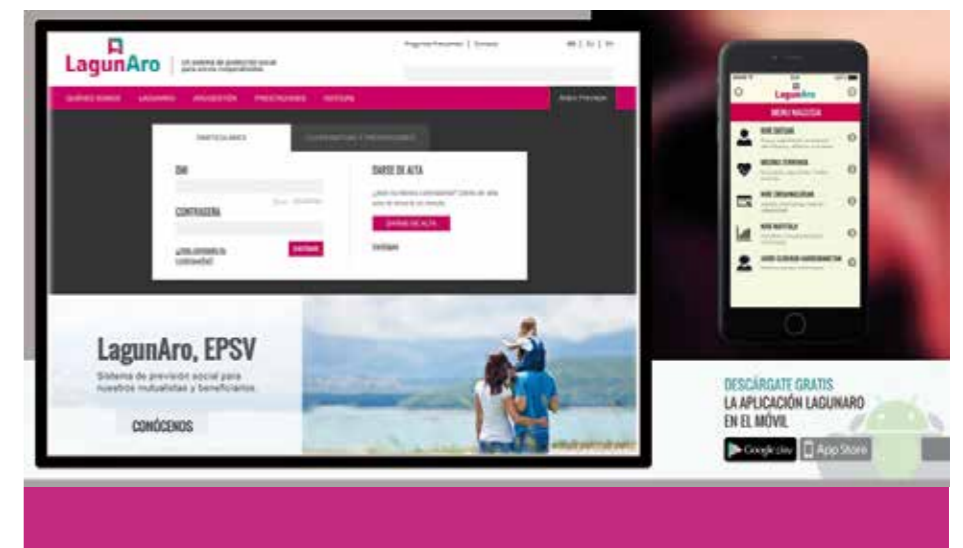
ULMA CONSTRUCTION

ULMA Construction boosts its presence on YouTube and LinkedIn



ULMA Construction has opted to create a YouTube channel and a LinkedIn profile, both corporate, as flexible and convenient ways to communicate with clients. The objectives of these two channels for ULMA are: to increase the notoriety of the brand, to contribute to the image of the benchmark company in the construction sector, to boost the knowledge of the product portfolio, to increase the interaction with clients and potential clients, as well as proximity to students. Ultimately, to have greater visibility in a medium such as the internet, key in modern-day communication.

On the YouTube channel, www.youtube.com/user/constructionulma, videos and animations of the company, its products and applications, as well as of the projects carried out throughout the world, can be viewed. Currently, the files are available in all the languages present in the subsidiaries of ULMA Construction, such as Polish, Brazilian, Portuguese, Russian, German, etc. The corporate **ULMA Construction LinkedIn** profile, with more than 1,900 followers as of today, is updated weekly in Spanish and English with news, links to videos, projects, etc., any information of interest to the user.



(Statements, Management Reports, Audits, etc.).

The mobile version is also available by downloading the application on a

smartphone or iPhone. After entering the personal code the user will be able to view their personal information immediately and in a simple manner.

ULMA PIPING

ULMA Piping participates in the modernisation of one of Peru's largest oil refineries

The modernisation of the Talara oil refinery in Peru is one of the projects in which ULMA Piping is currently participating, in collaboration with internationally renowned EPC (Engineering, Procurement & Construction) engineering firms.

The viability of the project will require an investment of USD 3.5 billion with a state subsidy covering 72%. It is an ambitious project that will contribute to the reduction of the environmental impact and will allow a considerable increase in the capacity of the plant, which will increase its daily production from the current figure of 65,000 barrels a day to an estimated 95,000 barrels.

The last extension of the Talara refinery, owned by the state company Petroperú, took place in 1965, and it has the equipment that was installed in the 40s during the period when it was under the administration of Standard Oil Company. The modernisation of the Talara refinery, which spans a surface area of 128.9 hectares, includes the



design, construction and assistance in the implementation of the equipment and installations for the treatment of crude oil, processes in which ULMA Piping will intervene with the bespoke design and supply of flanges.

In an estimated period of 55 months, the Talara refinery will start the production of higher quality diesel fuel and petrol, in accordance with the new Peruvian environmental requirements, which, with the new facilities, will be able to guarantee a significant reduction in emissions and the desalination of seawater, guaranteeing the protection of the water resources in the zone.

ULMA CONVEYOR COMPONENTS

Exponor Exhibition, Chile

ULMA Conveyor Components attends the Exponor mining exhibition, held in the city of Antofagasta from 11 to 15 May.

Chile is one of the strategic countries for ULMA Conveyor Components in its internationalisation process. A global leader in copper production with a quota of 38%, mining in Chile represents around 13 percent of the country's Gross Domestic Product, accounting for 59.7 percent of total export.

The results of the exhibition have been very positive due to the quality of the visits received and the business opportunities obtained.

After the creation of the commercial

subsidiary in 2014, this year the commercial team has been built. The full commercial team was present at the exhibition.



ULMA HANDLING SYSTEMS

New ULMA Handling Systems website

ULMA Handling Systems unveils its new website adapted to the new era of communication, visual and simple, current, practical and multilingual.

Under the principle of less is more, the new ULMA Handling Systems website offers the user a full shop window of its logistical solutions, from multimedia presentations that allow users to view the wide range of solutions, to the development of success stories and latest news.

The new site also makes it possible to raise awareness of the new activities and products developed by ULMA Handling Systems in the market, such as, for example, its new activity directed at hospital logistics solutions, as well as its most innovative products such as the Robot IK PAL, new order preparation systems and much more.

The new site is full of social and human values characteristic of this cooperative, introducing its team of professionals, to DAIFUKU as its main ally and various experiences of success stories developed throughout its professional history.

Through the site, in addition to a renewed image, ULMA offers a new horizon of interactivity with its users and customers by means of social networks in which it is present.

www.ulmahandling.com



ULMA PACKAGING

The food group GRUMA acquires an ULMA packing machine to package tortillas

THE LEADING GLOBAL TORTILLAS COMPANY ACQUIRES A HIGHLY PRACTICAL RE-SEALABLE PACKAGING SOLUTION TO PACKAGE TORTILLAS IN A MODIFIED ATMOSPHERE (MAP)

The Artic packing machine is a flow-pack machine that packages food products in a modified atmosphere with the added value of incorporating a re-sealable system so that the product can be consumed in units.

The re-sealable system, conceived by ULMA, makes an easily identifiable flap so that the packaging can be easily opened and once the units to be consumed have been removed, it can be closed again as many times as necessary with an adhesive strip.

This model of machine is perfectly adapted to other types of products such as sliced meat and dairy, and blocks of cheese.

The side seal gives the container an attractive visual presentation that allows full visibility of the product or the printing thereof on both sides as can be seen in the image.

The low packaging cost makes this machine an ideal solution to automate the process of packaging tortillas.



ULMA GROUP

31% increase in visits to the new ULMA Group website

Several months have passed since the new supports edited by ULMA GROUP were unveiled under the slogan "We are ULMA", a single message strengthened and promoted using the language and specific resources that each of the media (print, audiovisual and digital) offer.

The assessment of the new corporate image has been more positive, in large part due to the fact that it is a faithful reflection and fruit of the testimony, commitment and protagonism of the partners and employees of ULMA Group. This first-person voice has reached audiences as diverse as the employees, collaborators, suppliers and clients in a fresh and direct manner. Optimistic assessments and opinions endorsed by the more than positive data collected since the unveiling of the new corporate website www.ulma.com. An 31% increase in visits with respect to the previous year, 21.62% more in number of users, 63.08% in pages per

session, or 130% in the average time dedicated to reading and viewing the new content, tell the story, which translates into a large acceptance of this new digital project.

The corporate website in turn fulfils the objective of **strengthening the digital presence of each of the businesses and new promotions of ULMA Group**, offering the user different direct access channels to each of the its websites, where they can find the most specific information on its products and services.



ULMA ARCHITECTURAL SOLUTIONS

New video on the advantages of restoring your façade with the ULMA system

Continuing with the policy of quality content creation and interest for the user, ULMA Architectural Solutions has just published a new video on the advantages of installing a ventilated facade in the refurbishment of a building.

The objective of the video is to disseminate and share with users the ideal characteristics of polymer concrete, and the ULMA ventilated facade system, which are perfectly adapted to the needs of each building. In addition, the video looks at the characteristics of a ventilated facade, showing very interesting details to be kept in mind when performing the restoration and focusing on the notable advantages it brings to achieve maximum comfort and saving for users.

It is a very clear and simple video directed and neighbours' communities in search of alternatives for the restoration of the facade of their building.

It is available to be viewed on the ULMA web page in the videos section (<http://www.ulmaarchitectural.com/es/videos/>) and on the ULMA Architectural YouTube channel.



“
The majority of businesses, each with its own circumstances, have been able to feel the support engendered from being in a group like ours in recent years.”



“In my opinion, our greatest challenge now is to strengthen the Group project, both in the business and social spheres.” RAÚL GARCÍA, Chairman of ULMA Group

“**More than a year and half in the position, what general assessment could you make?**

It is certainly a special position, different to chairing a cooperative. You have information on the evolution of all the businesses but you do not know in such great detail how you can gauge your source business. The function

that the chair of the Group performs is more removed from the daily business activity and more focused on the work of institutional representation of the Group with a view to the outside and coordination of internal Group matters. In some way, it is like a political position within the cooperative group. Although the general assessment I can make is good, insofar as I start to settle into the

post I am noticing that from this place there is also a broad field of work to help improve the Group and thus improve our cooperatives.

“**In recent years a significant boost has been given to the General Policies of the Group, set by the Organisational Project of ULMA Group (POGU). Do you think this is**

making better cohesion between all our cooperatives possible? How do you look upon this progress?

The boost to the general policies in recent years has been mixed with the crisis we are suffering. The majority of businesses, each with its own circumstances, have been able to feel the support engendered from being in a Group like ours in recent years. This support, which is basically the reflection of solidarity between the cooperatives of the Group and the coordination at the Central Departments, has been clear and unconditional in many areas but, if one is worth highlighting, I would mention the area of relocations and the financial area. In both cases we have cooperated at a very high level.

“**From the responsibility of the Presidency of the General Council of ULMA and with the vision of a year in the position, what are, in your opinion, the true challenges we face as a Group?**

In my opinion, our greatest challenge now is to strengthen the Group project, both in the business and social spheres. The stronger ULMA is as a whole, the greater the viability of the global project in the long term and, therefore, its impact on our well-being and on our environment. To advance along this path we need to strengthen our rules of operation and extend the spirit that has taken us to where we are today to the whole organisation. That spirit is

We are stronger together than separate

forged by the idea that we are stronger together than separate and by the solidarity between the cooperatives and partners, both in times of crisis and when driving future projects.

“**In recent years the ULMA Foundation has shown itself to be an instrument of social cohesion and reputation in the environment, but what path does the Chairman of ULMA Group think the ULMA Foundation Project has ahead?**

I think our Foundation is a very interesting tool that we have not known how to make the most of or exploit to its full potential up until now. Having a Foundation allows us to channel and manage a large part of the COFIP funds, allowing us to use said funds as we see fit (within the established legal limits) and to promote more important Group projects in the socio-cultural sphere.

The Foundation could be the vehicle to work in the whole Group on the social aspect intrinsic to our cooperative essence, both with a view to our own Group and to our environment. And I am not only referring to the usual non-recoverable economic contributions but also to the direct involvement of our cooperatives and our partners in responsibility and social transformation projects. Our intention is to establish a new focus for the ULMA Foundation over the course of this year.

“**Finally, do you have any message for ULMA Group as a whole in these moments in which it seems we are over the worst of the crisis?**

I could take this opportunity to transmit several messages but there is a subject that in general affects all or nearly

all of the cooperatives and which I believe we must keep in mind. In my opinion, we are submerged in a climate of negativity that places a burden on our minds and limits our efficiency in terms of business.

Based on the fact that there are always things to improve in all areas, I think that the attitude with which to approach work and improvement processes radically changes the result achieved. A positivity and constructive attitude is a very powerful tool to drive a company towards improvement, which a negative attitude generates fatigue and leads to the loss of a large portion of the potential that we have as individuals and as an organisation. It is like applying the brake to one of the wheels of your bike while peddling. On the one hand, it is in the hands of those who manage our companies to create the adequate environments to help this positivity and, on the other hand, it is in all of our hands to decide to get out of this contagious negative in which we sometimes strangely seek comfort.

ULMA Architectural Solutions reaches 25 years

This year marks a very special anniversary for the construction sector: ULMA Architectural Solutions reaches 25 years of activity, in full flow and with an increasingly stronger international projection.

FROM WORKSHOP TO INDUSTRY

The company, born within the core of ULMA Group as the new promotion of ULMA C y E with the clear objective of creating work after the hard years of the 80s.

The focus shifts to an innovative material with great possibilities, "polymer concrete". A high-quality material made up of a select combination of aggregates of silica and quartz, linked by means of stable polyester resin. Its exceptional mechanical resistance stands out (up to 4 times more resistant to compression than traditional concrete), allowing the production of light elements with smaller dimensions. With the hard work of the founders and with the support of the then General Director, Iñigo Aguirre, this young cooperative started its new venture.

In 1990, the first rain gutters and copings were manufactured. Years later the first technological investments were made and new constructive solutions began to be developed, opening its business vision to other market niches. Thus, the drainage channels and the innovative double-skin façade system were created. Over the years of growth it went from being a small workshop to an industry with a manufacturing plant of 12,000 m² in 2001.

INTERNATIONALISATION

In 2009, with the qualified human team, the technology and the know-how acquired after years of experience, a new strategic focus led it to implement an internationalisation policy focusing on opening up to an increasingly globalised world.

Today, ULMA Architectural Solutions, with a quarter of a century behind it, is a benchmark in the sector in Spain and has subsidiaries in Portugal, France, Brazil, Mexico and Italy, and with presence through distributors in more than 20 countries across the world.

Among the different initiatives to commemorate the 25th anniversary:



COMMEMORATIVE VIDEO

A video has been produced, the goal of which was to tell the story of the cooperative, in a close and human manner, highlighting the most important milestones. It is a video in which many internal people have collaborated, as "the involvement of people" was one of the objectives. The partners have participated as actors, speakers and scriptwriters.

Additionally, throughout this year the façade of the Plant with the Double-skin Façade system will be renovated.



SON OF THE TREE OF GERNIKA

Another of the initiatives that have been carried out is the plantation of an official "Son" of the Tree of Gernika, granted by the General Councils of Biscay, with the symbolic objective of strong growth, like the future of the cooperative.



>> Photo of group after the 25th anniversary commemoration meal

Testimonials



Francisco Benito
Head of Manufacturing

I came to the company when it was a small workshop where the camaraderie was great and a lot of work was done. We all did a bit of everything if it was needed, just before the change to the new plant. The leap has been very big; we have gone from being a workshop to a company, which is growing internationally. This is helping us to get through the crisis. I think that with the passing of the years, this camaraderie has been lost, along with the feeling that the company is ours. But I think that this is due to the society in which we live, which is reflected in cooperatives. During the current economic climate, I believe that we have gone make to that spirit of effort and sacrifice to a degree. The group is making great efforts to try to change the situation. The forms and conditions of work have radically changed compared with those years. Great investments have been made. But now what I miss is the respect that there was back then among the individuals, at all levels.

My assessment of these years is very positive, as seeing how the company has been growing is a source of pride. I look to the future with optimism and I think that the current period we are going through will make the company stronger. It should serve to make us more prepared. But I think that "excitement and involvement" on the part of all of us who make up and will make up ULMA Architectural Solutions is very important and necessary.



Nicandro Falco
Product Manager

Even though I am not one of the longest-serving partners of this cooperative, I can attest to how ULMA Hormigón Polímero has evolved from its origins to today as ULMA Architectural Solutions.

From that period of the late 90s, which I remember with nostalgia, in those small facilities at Paseo Otadui nº3, to the large factory in Zubillaga. In short, I have witnessed how we have gone from a workshop to a big industry.

It gives true satisfaction to see how the company has grown in size, in number of partners, delegations, approaching new markets, to see not only how it the project has become consolidated but also its growing international expansion, with enormous potential.

But all of this has not been achieved without the effort, sacrifice and commitment of all those who make up this company. Nobody has gifted us anything. In all this time many people have passed through here, but those who have really shown that commitment and feeling of ownership in the project are those who can feel pride at belonging to this great family.



Amaia Ramos
Practical Technician

I started at ULMA years after its foundation and it was a small company continuing with the process of separation from Construction. We started to work with another management system and to establish our own procedures and processes; it was a big change.

Physically, the situation we experienced in some years was very funny; we were in a very small space, we were starting to grow, it was very normal to see two or even three workers sharing a single work table. We were all aware of everything.

But the big change came when the new plant was built. It was a project that involved great effort on the part of everyone, but which, in turn, gave us great strength and an identity.

The best thing I think our company has is a great group of hard-working people with great desire to progress with this project.

At this point in time, I believe we are in a need-for-change phase, and we are expectant due to the recent change of management.

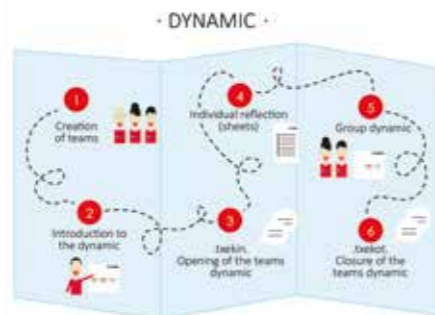
With respect to the future, I think the market is improving and we are positioning ourselves well. We should be capable of completing all the processes well in order to take real profitability from this opportunity.



We are ULMA, the voice and image for a new Assembly focus

The Ordinary General Assembly of ULMA CyE, held on 22 May was different to the previous ones. That was the exact hope, to give a different focus and create a comfortable and close space to stimulate the participative attitude of all the partners present at the annual event.

Several days before the Assembly, the partners of ULMA CyE could guess the change of which they would be the protagonists when they received the agenda and were invited to participate in a group dynamic.



>> Guidelines followed in the group dynamic

Upon entering the sports complex where the Assembly was held, each partner received a ticket indicating the team of colleagues with whom they would converse on aspects related to the cooperative environment with the "visual thinking" method which

facilitates conversation on different concepts, through the communication and construction of meanings as a team. **Cooperative, enthusiasm, team and pride are some of the concepts that featured in the cloud of conclusions, ideas and sentiments collected in the different teams that were formed.**

The distribution of the space also promoted the feeling of proximity, confidence and active participation in the development of the day, replacing the usual presidential table with the lectern, solely occupied by the person responsible for making the presentation at all times, shortening the distance between them and the audience, accommodated on chairs placed around the stage, reducing the number of seats located in the stands and thus trying to eliminate any aspect that would make the partner a mere spectator.

In this way, ULMA CyE wanted to give relevance to the General Assembly, the body that represents the maximum

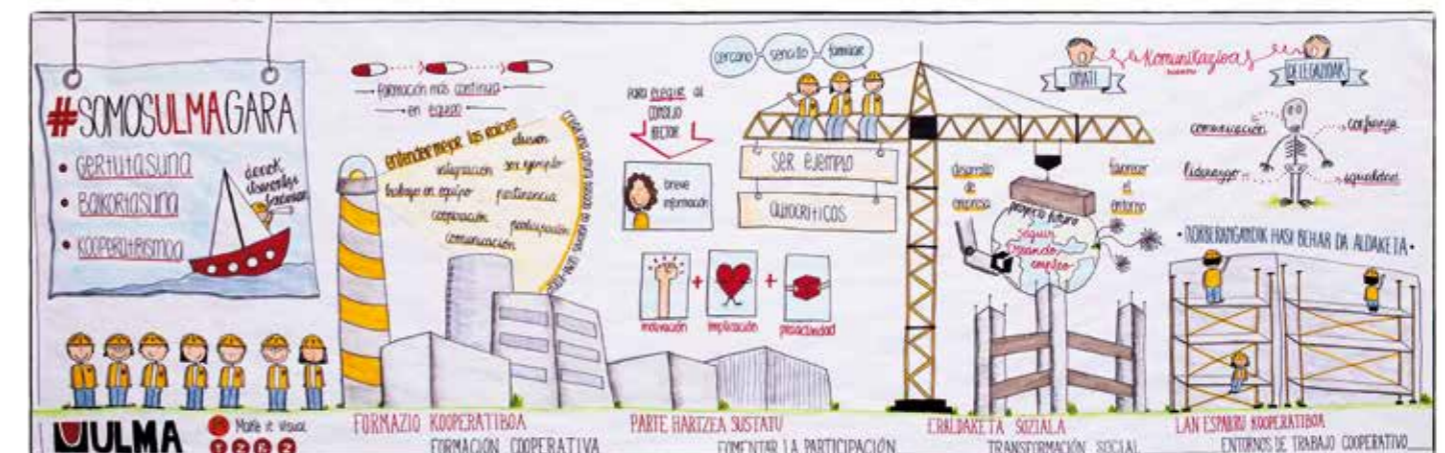
expression of the company's will. Looking after every detail during the day and furthermore giving the deserved level of importance both to the work that precedes the assembly and the subsequent development once the conclusions resulting from the participative dynamic are interpreted, the goal was to take a new step in the revitalisation of the cooperative essence.

The first-person "We are ULMA" voice, present in the new corporate supports of the Group, **materialises and acquires significance by means of actions of participation, innovation and creativity such as that which ULMA CyE has performed giving renewed value to a space that promotes knowledge and the amplification of all voices.**

Cooperative, enthusiasm, team and pride are some of the concepts that featured in the cloud of conclusions.



>> Group photo at the end of the group dynamic held after the Ordinary General Assembly of ULMA CyE, S.Coop



>> Wall with the conclusions and concepts collected during the group dynamic

ULMA and San Sebastian - European City of Culture 2016; IDEAS COMPETITION



Next year, San Sebastian will be the headquarters of European culture - SAN SEBASTIAN 2016. To mark this occasion, and since ULMA Group is a Global Collaborator of said event, ULMA FOUNDATION is going to promote an Ideas Competition for its partners and employees.

The proposals must describe an action, activity or initiative that promotes the image of ULMA, its values, and which gives rise to participation. The challenge will be to generate ideas among those who work at ULMA which settle on an action or activity.

The proposals may refer to social or cultural initiatives and activities. The objective is to propose ideas that promote the participation of ULMA staff, to bring culture closer to an industrial context, promote creativity and activate innovation.

The winning proposal will be considered within the extensive programme of cultural activities to form part of the San Sebastian, European Capital of Culture 2016 programme, as ULMA is offered the possibility to present ideas which, if viewed upon by those responsible as appropriate and interesting, will be carried out next year within the official programme.

Participation, Deadlines, Prizes and Requirements.

Any person or group of people who work in ULMA Group can participate, regardless of their geographic location. It will only be necessary to send a **sufficiently documented cultural proposal or initiative. Initiatives that consider aspects of greater innovative and participative content will be prioritised.**

The maximum period for presenting ideas will be 24 September, and they can be sent as of 6 July.

They should be sent by email to; **donostia2016@ulma.com** or by ordinary post to the Central Departments of ULMA Group, at Garagaltza auzoa 51, in Oñati, with the reference DONOSTIA2016. They may also be delivered directly at the reception of the Central Departments of ULMA Group at Garagaltza auzoa, 51.

The beginning of the assessment process will be immediately after the closure of the period for the admission of proposals. The selected proposals will be sent to the General Council of ULMA Group which will ultimately be responsible for determining

the winning projects. In the event that none of the proposals meets the minimum quality requirements, the competition may be declared void.

The prizes will consist of 1,500 euros to the winning project and 500 euros to the second-placed project. The presentation of prizes will take place on 28 October 2015 in the ULMA Group Auditorium.

It will be looked upon positively if the proposals are in keeping with the ULMA Values and can be materialised in the region of Debagoiena. Aspects such as originality, creativity, sustainability and being able to be carried out with the use of new technologies will be valued.

The winning proposal, if considered viable and of interest by the Capital of Culture 2016 committee, will form part of its programme of activities. If the proposal is not considered of interest, ULMA Foundation will assess the possibility of carrying it out.

«
Initiatives that consider aspects of greater innovative and participative content will be prioritised.

Are you interested?
Take part alone or as a team and **win 1,500 euros**
ULMA Foundation encourages you to participate

Send a well-documented proposal to the email address **donostia2016@ulma.com**, with a social or cultural initiative that can be developed in our area and you could **win 1,500 euros**.
Delivery deadline: 24 September

Your proposal must include the business in which you work, your name and surnames, as well as the reference DONOSTIA2016. In the case of team entries, indicate the names/surnames of all the members of the team and the businesses in which they work.

ULMA, great protagonist at the HISPACK-BTA exhibition

The 2015 edition of the HISPACK-BTA exhibition (April, Barcelona) included a large presence of the ULMA brand, with four of the Group's businesses participating in this great international event directed at the food and beverages industry, the main machinery and container and packaging consumption sector.



ULMA ARCHITECTURAL SOLUTIONS

ULMA Architectural Solutions presented its Stainless Steel Drainage Solutions at the BTA Food Technologies Exhibition.

One of the great pieces of news from the new range presented is the HygienicPro model. An original and exclusive draining concept developed by Blücher and distributed by ULMA, which has more than 50 years of experience in design and manufacturing in the sector.

All these solutions presented by ULMA Architectural Solutions in its new stainless steel catalogue place it at the forefront of the development of personalised and sustainable solutions for the construction sector, in addition to being a symbol of quality and seal of quality in construction.



ULMA PACKAGING

For its part, ULMA Packaging exhibited its most original developments at the HISPACK exhibition, the benchmark fair in the area of the domestic market.

In the area of heat-sealing, two models of the new range of high efficiency TSA heat-sealing machines. The TSA 680 model for vacuum skin applications of fresh products that project above the height of tray (protruding) and the TSA 875 model, integrated in a line in which all the elements were self-manufactured.

In the Flow Pack area, three different models for three times of containers. An ARTIC with side sealing for slices in a very practical re-sealable container. The FV 35 packing machine that belongs to the FLOW-VAC® family, developed to create shrink-wrap vacuum bags that adapt to the length of the product to be packaged.

Finally, the high-speed flow pack FR 500 packing machine, designed to package industrial baked products and chocolate, which possesses an automatic feed system to guarantee its high cadence of up to 800 pack/min.

Within the Thermoforming solutions, the TFS 407 DARFRESH® with CRYOVAC® film for vacuum skin packaging and the high-efficiency TFS 700 thermoformer designed for sliced meat products, which possesses a sanitisable and high-autonomy design to guarantee a production of 90 containers/min.

With respect to the line of vertical packing machines, the VTC 740, with an updated, fully sanitisable and maximum efficiency design. This vertical packing machine includes new systems that reduce the reference and format changing times.

Finally, the original multi-format system for cardboard packaging with automatic format changes. This installation, which offers high flexibility for multiple formats, is made up of a case erector which uses a U10 robot and closer.



ULMA HANDLING SYSTEMS

ULMA Handling Systems showed the automated logistical systems directed at producers, manufacturers and distributors of from various industrial and consumption sectors.

Undoubtedly, considering the real operation of its automatic rust-free automatic storage system and the automatic palletising systems were the most prominent activities of this stand.

The ULMA rust-free storage system is specially designed for the food sector and has unique characteristics to improve the quality of the processes and flexibility in the adaptation to the logistical structures of clients. This system, in addition to ensuring the traceability and optimal quality of the products for a greater safety control, reduces the processing

times of the food while delaying the final destination assignment.

In turn, the automatic palletising system presented by ULMA Handling Systems is proof of the different functionalities offered by engineering in the End-of-Line systems. It has the best partners in robotics and a great knowledge of material flow automation systems in the Supply Chain and in the Cold Chain.



ULMA INOXTRUCK

ULMA Inoxtruck participated for the second time in the Hispack-BTA fair, where it exhibited its whole range of sanitisable stainless-steel equipment for handling loads, designed for the food industry under the parameters of sanitisability, ergonomics and low maintenance, facilitating its daily cleanliness without affecting the provisions and durability.

Solutions for horizontal cargo movement (hand and electronic pallet trucks) were presented in addition to solutions for elevation and handling of loads (electronic and electro-manual applicators), a full range of auxiliary equipment for the change of spools or moulds in packaging equipment and the range of turning equipment, especially for the turning of DIN 9797 cutter trolleys. The exhibition of an electronic pallet transfer machine within an urn immersed in pressurised water, simulating movements, which generated expectation among the visitors.

The other talents of 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 effort.

Neither the impertinence of the alarm clock nor arduous journeys can beat them. They form part of the family of employees of ULMA Group, and perfectly combine the responsibility of complying with the obligations of their profession with activities such as elite sport or music. They are hobbies but they go far beyond training.



Nerea Arregui in her job and during a match with her handball team, Aiala Zarautz >>

Competitive passion

The only thing that wears down Nerea Arregui is inactivity. She was born 26 years ago in Zarautz, she lives in Elgoibar and works in Oñati but moving from one place to another is a routine that she balances in perfect harmony. She is a logistics engineer at ULMA Handling Systems and you can be sure that the rigorous planning required to automate warehouses contributes to her good time management because, in addition to complying with her professional commitments, she has a great passion in which she spares no effort: handball. Nerea plays for Aiala Zarautz, a team that has just gained promotion to the premier division of women's handball after 32 years in the lower leagues thanks, among other things, to the 65 goals she has scored this season, which make this engineer the third highest goal scorer in her all-star team. She competes at the weekend, trains practically

every day and it is rare that she gets home before eleven o'clock at night.

"I love competition. I like winning, a lot. I need to unload my energy and be with my friends. For me it is relaxing and when you see that the results accompany you it is easier", she assures. For Nerea, handball is fun. She started to play this sport as a young girl, driven by her school friends who started to form a team, and since then she has combined competition with the rest of the tasks in her daily routine. Despite the great things this sport has given her, the idea of exclusively dedicating herself to handball is not one that enters her head.

"In my mind I do not consider it becoming a profession. We do not earn

money. There are very few who live off handball. Women's sport in general is not well valued", she adds. The priority of Nerea Arregui is her work at ULMA Handling Systems but she is anticipating next season with great excitement and the hope of avoiding relegation and writing a new successful chapter in the history of her team. "We are going to be up against it, but we must also enjoy and learn. All the players are from Zarautz, all reserve players. Our objective is to stay up for another year at the top level", she says, full of excitement.



I love completion, I need to unload my energy and be with my friends.

Nerea Arregui,
logistics Engineer at ULMA Handling Systems

On the chords

Far from the pitches and courts but with the same intensity and dedication, ULMA Construction manufacturing operator Ángel Lumbreras looks for space in his agenda to play chords on his guitar. At a very young age he suffered an injury that took away his possibilities of dedicating himself to physically demanding activities but, since that moment, he put all of his talent into music, which became one of his great passions.

Some 20 years ago he founded the rock group Legash, with which he produced several records and worked on a stable basis up to 2007. *"The group and music have been my life. But it is a great responsibility and requires a lot of dedication",* he explains.

After a 5-year break, in 2012 the members of the group came back together to produce a compilation with their most emblematic tunes. But the musical future of Ángel is also written on his own and the artist is looking for time to immerse himself in writing and producing a second solo record. *"When I have time, my main goal will be to release a record. If people like it, all the better, but the most important thing is my personal satisfaction",* he adds.

Lumbreras has become a father twice in a short space of time and finds it increasingly difficult to get moments of alone time to write but, although he is very busy, the music is always with him. He describes it simply and categorically: *"I have metal inside me".*



The group and music have been my life, but it is a great responsibility and requires a lot of dedication.

Ángel Lumbreras,
ULMA Construction manufacturing operator.



>> Ángel Lumbreras with his guitar and the covers of the records released by his Metal Rock Group Legash.



CRAFTS COMPETITION

Competition for children of partners and employees

ULMA is committed to recycling and reusing resources. For this reason, ULMA Group is organising the second edition of its crafts competition for children of partners and employees this year.

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

BASIS:

PARTICIPANTS: All children of ULMA's partners and employees may participate. Participants will be divided into 2 categories. Children of up to 6 years and children from 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 23 September.

AWARD OF PRIZES: Thursday, 15 October at 6 pm.

EXHIBITION 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 exhibited 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.


PHOTO: Some of the craftwork presented in the previous edition

our exhibitions



Oñati in the memory photographic exhibition

Date: From 24 June to 14 September
Visiting hours from Monday to Friday: 8:30-12:30 and 14:00-17:30
Venue: Hall of the Central Departments of ULMA Group, Garagaltza 51.



JOIN IN AND SEND US YOUR IDEAS;

And, as always, we continue to maintain our Suggestion Box, where we await to receive your ideas and opinions;

Grupo ULMA. Central Departments.
 Garagaltza Auzoa 51 - Apdo 22.
 20560 OÑATI (Gipuzkoa)
 Ref.: Begira. Email: begira@ulma.com

RETIREMENTS: 1st April to 31st August 2015

José Zurutuza Gallastegui



Francisco Rodríguez Blázquez



Juan Cruz Axpe Lejarcegui



Joxe Arregi Aranburu



Felix Bengoa Unzurrunzaga



Salvador Urcelay Azkargorta



Juan Gregorio Díaz Rodríguez



Manuel Rodríguez Patiño



Pedro M^a Querejeta Jausoro

Thanks to all and enjoy it!
Congratulations