

# begira



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 **ULMA**

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This is ULMA; a joint project under the same umbrella

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The other talents of the ULMA Group

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ULMA, from afar

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ULMA HANDLING SYSTEMS

## Banque de France: the first automated banking logistics system in the Eurosystem

ULMA Handling Systems accepted the challenge from Banque de France to create the first automatic infrastructure for the Eurosystem banking sector and the result is the framework of the new Nord de France Trust Centre (CEFINOF).

The proposal of Banque de France at the beginning of the project was to increase the level of production, which has been fully resolved. Thanks to the technology integrated by ULMA, it meets the requirements for receiving, transport, storage and disposal of banknotes and coins, as well as order preparation services for banks in northern France.

The main process is used daily for receiving new banknotes and coin bags, for subsequent sorting, processing and storage while waiting to be sent in a new order. More than 330 million notes are automatically analysed in these facilities thanks to three processing and triage machines that decide which notes are retained and which are destroyed.

The director of ULMA Handling Systems France, Julian Garmendia, explains the process: *"While boxes with new notes and new coins are directly stored, the used notes are sent by the transport system to a security zone waiting to be verified and classified. There, the system discards those that are false or are broken, while those are in good condition are used to create new bundles that are automatically packaged."* When banks order a new amount of money, the system prepares the order for shipment.

*"We hope to improve productivity by automating the process, eliminating cumbersome tasks in several stages of the processing chain and provide the best service to customers,"* stressed François Villeroy De Galhau, governor of the Banque de France at the opening of CEFINOF.



ULMA CONSTRUCTION

## The showroom is the ideal space for presenting the latest news from ULMA Construction

In terms of mass events, ULMA Construction's conviction about the importance of devoting closer and more personalised customer service makes the difference. Therefore all the new products have been moved to the recently updated ULMA Construction Showroom so that customers can see, touch and test all of the brand's products.

In this sense, visitor interaction with the sample has been empowered in the



extensive and updated systems catalogue. The exhibition is a true reflection of ULMA Construction's ability to respond to the implementation of major projects, its strong commitment to ensuring security in all systems and continuous innovation motivated by its commitment and customer orientation.

This space of more than 1,700 m<sup>2</sup>, to which many visitors have already attended, will serve as a training centre

for ULMA Construction customers as well as employees, for expanding knowledge about each product, solution and assembly process.



ULMA CONVEYOR COMPONENTS

## Vattenfall Supply Contract Extension, Germany



Vattenfall is one of Europe's largest energy groups, owned by the Swedish government and with operations in Scandinavia, Germany, Holland, France and the UK. Around 87% of Vattenfall Germany's production comes from fossil fuels, mainly extracted from lignite mines owned by the company (Jänschwalde, Nochten and Welzow).

After accreditation obtained in 2014, ULMA Conveyor Components secured a contract to supply rollers for mines and thermal power plants to the Vattenfall Energy Group in Germany for five years.

This is a demanding customer and a highly demanding product in terms of production and specifications; the rollers must be dynamically balanced, low noise and have controlled mass.

Having completed the first year of supply, Vattenfall has decided to amend the agreements and launch a new tender for the supply of rolls and garlands, this time with a 30-month duration.

As a result of the new tender, ULMA Conveyor Components has increased the volume of the award through the supply of a greater number of rollers and rubbing strips.

With this award, ULMA Conveyor Components takes another step forward in its consolidation strategy as a supplier of modern, high-performance and high-specification rollers, achieving a quantum leap in the composition of the mix of products manufactured in the Otxandio facilities.

ULMA ARCHITECTURAL SOLUTIONS

## New ULMA KOMPAQDRAIN® compact channel

ULMA ARCHITECTURAL SOLUTIONS PRESENTS KOMPAQDRAIN®, ITS NEW INNOVATIVE COMPACT DRAINAGE CHANNEL WITH MAS FLOW® SYSTEM.

**KOMPAQDRAIN®** is an innovative compact channel made of polymer concrete, suitable even for the F900 load class, according to the EN-1433 standard. It has been specifically designed for areas with high traffic density by ULMA Architectural Solutions, which specialises in drainage systems.

Motorways, airports, service stations and other high traffic areas require high drainage and maximum security requirements, which **KOMPAQDRAIN®** provides with a combination of features that make it unique on the market:

- **It is compact**, presented in a single piece: the channel and grate form a single part that ensures greater rigidity and safety, avoiding dangerous separation of elements. This compactness minimises the maintenance required and is faster to install, significantly reducing the associated costs.
- It is **entirely manufactured in polymer concrete**, anti-corrosion material made up of a select combination of silica and quartz aggregates, bound by stable polyester resin. Kompaqdrain® offers exceptional durability and resistance.
- Its **innovative Max Flow® system** with V-section provides the channel increased drainage and self-cleaning capacity, increasing the water-entry speed. Therefore Kompaqdrain® can drain the same volume of water with a smaller



channel.

- The **KOMPAQDRAIN®** surface, with **non-slip design**, presents **routing directional openings holes** that optimise water intake and utilise its energy, avoiding reducing its speed once inside the channel and therefore increasing drainage capacity.
- The original design of the **KOMPAQDRAIN®** channel inlet includes a progressive widening of the lower part, to which prevent waste accumulation. This feature, coupled with the increased water entry speed, ensures an effective self-cleaning effect.

**KOMPAQDRAIN®** meets all requirements of the **EN-1433** international standard for quality and reliability.

It can be viewed in the video section on the ULMA website ([www.ulmaarchitectural.com/en/videos/](http://www.ulmaarchitectural.com/en/videos/)) and on the **ULMA Architectural Solutions** YouTube channel.

ULMA FORKLIFT TRUCKS

## New technological solutions for machinery and capital resources in the BIEMH

AN ULMA FORKLIFT TRUCKS PROJECT DEVELOPED WITH IK4-TEKNIKER WAS SHOWN AT THE BIENNIAL EVENT.

At the 29th edition of the BIEMH, and more specifically in the field of Industry 4.0 and preventive maintenance, the IK4-TEKNIKER technology centre exhibited the comprehensive fleet management logistics solution that has been developed in collaboration with the ULMA Forklift Trucks engineering team and enables essential parameters for improving the use, maintenance and service life of the forklifts to be monitored.

A system that enables implementation of early fault detection systems, planned outages, extends the life of equipment, improves availability and dramatically reduces costs of



repairs as well as maintenance and operation.

**An event that has come back with a force, widely confirming all expectations.**

In this important Basque Country technological centre, major manufacturers, importers, distributors and buyers from thirty countries, totalling more than 1,500 exhibiting companies, gathered from 30 May to 4 June in what has been the best edition of the Machine/Tool biennial event in recent times.



ULMA PACKAGING

## ULMA presents a revolutionary application for its FLOW-VAC® equipment

FV35SD FLOW-VAC® with transfer system and vacuum extractor

Using patent-pending technology, ULMA has developed a system as simple as it is ingenious to automate feeding the vacuum extractor on both sides. The containers are sealed at only one end and are prepared to automatically transfer to the buffer belt prior to the chamber, with the open end of the bag facing the sealing bars.

The 90° transfer system pairs the bags towards the buffer so that the two sealing bars of the vacuum hood can be used

simultaneously. If the product is not small enough to be paired, the system auto-detects it and loads it individually.

This automatic system increases

productivity and reduces production costs. It is particularly aimed at the meat and dairy industries.



ULMA EMBEDDED SOLUTIONS

## LDRA and ULMA Embedded Solutions announce partnership agreement



LDRA develops and markets tools for identifying errors in the early development stages of systems and compliance with regulations and standards governing safety and mission-critical applications through automated software verification, code analysis and testing.

ULMA Embedded Solutions develops systems for critical applications that must comply with regulations in sectors such as railway, health, automotive, energy, etc. LDRA tools enable comprehensive, reliable and high-quality systems to be developed, reducing time and errors.

ULMA Embedded Solutions, in addition to being user of these tools and having the latest LDRA technology, will handle support throughout Spain. Thus, LDRA will enter a new market, aided by the experience and presence of ULMA Embedded Solutions.



ULMA PIPING

## ULMA Piping participation in the TUBE & WIRE 2016 trade show in Düsseldorf

ULMA Piping was present at the main trade show in the sector during the first week of April. The TUBE & WIRE trade show is held every two years in the German city of Düsseldorf.

In a full global steel crisis, this year there was less euphoria than in previous editions.

However, around 2,600 companies exhibited their products, innovations and values over 110,900 square meters. There were 69,500 visitors from more than 130 different countries throughout the 16 halls of the trade show.

Five intense days during which ULMA staff, including management, the sales department and the purchasing department presented the latest developments and reinforced the values that have made ULMA Piping a leader among manufacturers of flanges, forged accessories and other piping products. It especially emphasised the

course of recent years and consolidation of the project throughout the world.

There are 50 square meters of exhibition space for teaching and sharing the latest challenges undertaken by the business with customers. With the photo of mountaineer Alberto Iñurategi as its image, the aim was to show the world how ULMA Piping works. Values such as teamwork, commitment, reliability and sacrifice were ULMA's key messages, always reinforcing the human factor as the main weapon of success.

All this in a culinary and cultural feast, which brought the Basque culture to the German city. This was extra value that customers appreciated and very much enjoyed.



ULMA GROUP

## ULMA present at the Deusto Employment Forum

20 AND 21 APRIL DEUSTO EMPLOYMENT FORUM.

ULMA Group and ULMA Handling Systems were present at the 12th Deusto Employment Forum. The two intense days were attended by future professionals. ULMA also made a presentation and conducted several interviews for a selection process.

It was a very enriching experience; hundreds of CVs were collected that are very beneficial for establishing contacts for the future.



ULMA PACKAGING

Great influx of visitors at the last IFFA trade show

The last edition of the IFFA trade show held in Frankfurt from 7 to 12 May was a quality showcase for ULMA Packaging, which was one of the worldwide leaders specialising in meat packaging.

ULMA Packaging, which exhibited on a stand adjoining ULMA Inoxtruck, showed eight installations aimed at this sector, which holds its most

important international trade show every three years. Between them their stands totalled more than 600 m<sup>2</sup>, which presented a striking image for all visitors passing through hall 11.

Visitors showed great interest in the installations exhibited, although of the greatest interest to customers was the FV 35 SD FLOW-VAC® with transfer system and vacuum extractor.

In conclusion, the increased visitor numbers, 27% higher than the previous edition, and their quality, will pay off with good results in the coming months.

ULMA HANDLING SYSTEMS  
Miguel Ángel Mendiola: Practical guide for improving productivity



Far from being a mere observer of his surroundings, Miguel Angel Mendiola, ULMA Handling Systems Project Manager, dedicates significant time in schedule towards developing a good practice guide that aims to guide all partners and employees in terms of workplace productivity.

Efficiency in the workplace is one of the most important challenges for ULMA Handling Systems. The need to optimise resources, better plan tasks, organise efficient meetings and create an ideal working environment places this issue at the forefront of the company's needs.

In this sense, the document created by Miguel Ángel Mendiola is fully in line with ULMA's objective to create an efficient, profitable and motivating business model.

*"What has led me to write this paper is actively seeking to be more productive and working more efficiently to contribute more. It is the summary of different experiences in talks, lectures, and observation. Anyway I think that "the good, if you do not share it, ceases to be" and this was the purpose for this document that now belongs to everyone,"* explains Miguel Angel Mendiola.

ULMA FORKLIFT TRUCKS  
ULMA Forklift Trucks participates in LUBMAT 2016



ANGEL SANCHEZ, MANAGER, AND ASIER AGIRREGOMEZKORTA, PRODUCT MANAGER, PARTICIPATED AS SPEAKERS.



Under the heading "How smart connected products can drive new businesses" and forming part of a large range of talks, Angel Sanchez and Asier Agirregomezkorta presented the case for transforming the ULMA Forklift Trucks business model.

Maintenance is a key factor in the framework of Industry 4.0 in order to modify the new possibilities offered by a multitude of technological solutions in a new way of doing business, transforming companies and making them more profitable, scalable and competitive. The collection and subsequent analysis of data from industrial processes is one of the axes on which the development of Industry 4.0 pivots; the new context for industrial production based on the use of advanced information and communication technologies in production environments.

The ULMA Forklift challenge has been to transform a machinery supplier into a new competitive business model in the new industrial context.

The LUBMAT 2016 international conference, in its fifth edition this year, came about as a result of a collaboration agreement between the United Kingdom's Jost Institute for Tribotechnology and IK4-TEKNIKER, and has gradually become an essential European event for the industry sector to share the latest developments in products and services. More than 300 professionals from around the world in the field of industrial lubrication, tribology and advanced maintenance attended this edition.



ULMA AGRÍCOLA

ULMA Agrícola in the Middle East

The climate conditions in the Middle East make it a very demanding market for greenhouses, where demand for production facility solutions requires a high level of technology and equipment.

In late May, ULMA Agrícola, as part of its internationalisation and leadership strengthening strategy, has been present in two of the most important trade shows held in the region.

23rd edition of Agro Iran in Tehran

Agricultural ULMA had already attended the Iran Agro trade show on previous occasions and maintains its presence as an exhibitor due to the good results obtained in previous editions and because it is the main trade show for the agricultural industry. This year the trade show had 99 exhibitors from 11 countries and 40,000 visitors.

Agrominitech trade show - Uzbekistan. 31/05/2016 - 03/06/2016

This year, ULMA Agrícola also exhibited



at the Agrominitech Trade Show held in Tashkent, Uzbekistan. The event is organised by the Ministry for Foreign Economy Affairs, Relations, Investments and Trade of Uzbekistan and therefore receives full government support. There were 220 companies from 30 countries participating and more than 30,000 visitors representing small businesses, agricultural companies and farms.

ULMA Agrícola had the opportunity to present the wide range of solutions and services to them as well as its extensive experience in responding to such projects with professionalism.



ULMA ARCHITECTURAL SOLUTIONS

## Endless possibilities to customise an architectural project

NEW VIDEO ON THE RANGE OF ULMA CREAKTIVE VENTILATED FACADES

ULMA Architectural Solutions has just released its **new video showing the endless possibilities of the Creaktive ventilated facades range.** This is its most versatile and creative range, offering a wide range of options for architects to create and customise their projects.

Specifically, this audio-visual media shows the teamwork that came together to create **the school project "Sant Pere Mulanta"** by architect Gustau Gili and the ULMA technical team, where Gili highlights the importance of collaboration between the manufacturing industry and the architect to carry out this types of custom projects. "Complicity between designer and industry is something that is not very common, and I think it is essential for both sides, this is what I

found with ULMA."

A **special texture simulating a drawing of a vine leaf**, plus a specific colour for it was developed for this project.

The versatility of polymer concrete, combined with more than 25 years' experience and the know-how of



ULMA's technical team provide an opportunity for designers to give free rein to their imagination to give that personal touch to projects.



The best way to explain the process than showing examples of projects completed where the teamwork between ULMA and the project designers has led to a tailored facade design with endless customisation possibilities.

The **Creaktive** range is not just panels, it is **creativity, technical know-how, customisation and above all teamwork.**

It is available in the video section of the ULMA website (<http://www.ulmaarchitectural.com/en/videos/>) and on the ULMA Architectural YouTube channel.

ULMA PIPING

## March informative talks at ULMA Piping

ULMA Piping held informative talks at the beginning of this year, as it does every year.

The talks took place in the ULMA Group meeting rooms on Thursday 10 March, in the morning and the afternoon.

This year in particular, a presentation was made to the entire group working to promote the 2016-2020 strategic plan.

The session also addressed the general data from the end of 2015, how the year started out in 2016 and the projects currently in progress, workload and projects in the pipeline.

The next day, Friday 11 March, the third and final talk was held at ULMA Lazkao Forging. The photo accompanying the text was taken on the day.

Data from the end of 2015 was also presented, along with an overview of the work situation at the beginning of 2016.

Subjects such as the greatest challenges that will be faced in 2016, investment, process improvement, etc. were also addressed.

Especially, the agreement signed on working conditions until 2018 was announced.

In addition to the issues raised, there was also time to exchange views and opinions, out of which very interesting ideas arose. All of them will be taken on board and are certainly of great help for addressing the challenges ahead in 2016.

Congratulations to everyone who took part in the meetings.

It is always easier to address difficulties and move forward with knowledge about the project and knowing the way forward.

Every year, albeit gradually, participation has increased, and especially this year the talks were of great interest.



Until next time!



ULMA INOXTRUCK

## ULMA Inoxtruck, VIP guest of ULMA Packaging at IFFA

Given the good business relationship between the two companies and the synergies between ULMA Inoxtruck coil handling auxiliary equipment and the ULMA Packaging range of packaging products, an invitation was accepted to co-exhibit at the last edition of the IFFA in Frankfurt; the most important event worldwide for the meat sector.

Although ULMA knew the potential

of this show from its participation in the previous edition on its own, the equipment exhibited and the fantastic showcase purpose-designed for the occasion contributed to the torrent of direct visits through distributors as well as through the ULMA Packaging sales team. Several sales were closed at the show (as was the case in previous years) and good results are now being achieved from the

contacts made.

Thank you for the opportunity and all the assistance received; these efforts have absolutely contributed to strengthening the ULMA brand.

ULMA CONVEYOR COMPONENTS

## Project for Cementos Argos, Colombia

A German engineering firm has awarded ULMA Conveyor Components the contract to supply rollers and supports for expanding the Cementos Argos plant in Colombia. The plant is strategically located in the town of Sogamoso, 200 km northeast of the capital Bogota in the province of Boyaca, to serve the market in the midwest, which accounts for about 70 per cent of the demand for cement.

The plant is designed to produce 4,300 tonnes/day of cement. The total investment is around 450 m USD and is expected to be operational by the end of 2017. The new facilities are more efficient, with costs of 195 dollars per tonne. It will be the most modern and efficient plant in the country, due to its location, the use of existing Argos infrastructure in Sogamoso and the implementation of technologies



to replace fuels such as coal with alternative fuels such as biomass and waste (used tyres, plastic, rice husks).

ULMA Conveyor Components has developed special rollers with rubber that is resistant to high temperatures (120°C) for output conveyors from the furnaces.

In the cement business, Argos is a leader in Colombia; the fifth-largest producer in Latin America and second-largest in the south-eastern United States. It has nine plants in

Colombia, three in the United States and one in Honduras; ten clinker mills located in Colombia, United States, Haiti, Panama, Dominican Republic, Honduras, French Guiana and Suriname; and twenty-four receiving and packaging ports and terminals. The total installed capacity is 21 million tonnes of cement per year.



ULMA ARCHITECTURAL SOLUTIONS

## The new skin of ULMA Architectural Solutions

It has been 15 years since the ULMA AS plant opened in 2001. Among the activities planned to mark the 25th anniversary of the cooperative (1990-2015), it was decided to renovate the facade. A multidisciplinary team was created which worked on maintaining the essence of the project while adapting to new architectural trends and new developments in the line of ventilated facades. It was decided that internal staff would be responsible for development, with the architect of the technical facades team, **Jaione Vazquez**, responsible for designing the new enclosure.



ORIGINAL BUILDING

It is a contemporary and modern design where the "horizontality" of the building and the curtain wall are the main features of an innovative building for its time.

NEW PROPOSAL INSPIRED BY ORGANIC TEXTURES

What was the objective sought with this update/renewal?

The first intention of this new facade was to convey a more organic feel through the textures, shapes and the colour selection, modernising the architecture and harnessing the possibilities offered by ULMA's polymer concrete. Throughout these years ULMA has been developing and improving its material and has promoted the customisation possibilities offered. The idea also encompassed an update of the entry module, featuring the volume of the gaps and framing them in black graphite and giving the ULMA logo more prominence.

Lattice is the creative element and feature of the entire facade, helping to filter

light and protect against solar radiation, as well as providing a highly innovative style to the facade. On the other hand, the thermal enclosure has been improved by installing thermal insulation, which provides significant energy savings and greater comfort that is clearly perceptible.

The textures were "paper" in a light colour that simulates organic cotton and "sandpaper" texture (black coal) for the main area. The lattice has a design in consonance with the paper texture, a bamboo plantation enhanced with night lighting.

Here are some of the different opinions about this new change.

Opinion of ULMA Architectural Solutions workers-members:

*It was a necessary change, and what better occasion than ULMA Architectural Solutions's 25th anniversary. This change of "face", in addition to the aesthetic component, is a reflection of the continuing evolution that ULMA Architectural Solutions has undergone since its inception, and this is largely due to the efforts and involvement of its people. The change of face also represents freshness and a message of optimism about the project that being shared.*

**Unai Arregi: President of ULMA Architectural Solutions**

Architects' opinions:

*The new facade manufactured by ULMA Architectural Solutions shows that the correct choice of colours, shapes and textures in the product range highlights two fundamental aspects of an architectural project: the simplicity of elegance and elegance of simplicity. The versatility of textures and the possibility of lattices allow us to solve different design and environment requirements and with the same material requirements, reducing solar radiation as needed.*

**José Aguilar, Architect of the Agvar Architecture Studio - Aguilar y Varona Arquitectos**

ULMA HANDLING SYSTEMS

## ZARA Home places its trust in ULMA Handling Systems logistics automation



The renowned firm ZARA HOME, belonging to the Inditex Group, trusts ULMA Handling Systems for logistics automation for its fashion and home decor products.

ZARA HOME, created in 2003, with presence in 53 countries and with more than 500 shops, has always been immersed in a continuous renewal of its offer by introducing the latest fashion trends for the home. In line with its commitment to continuous renewal, ZARA addresses the challenge of transforming its logistic model by incorporating automation solutions from ULMA Handling Systems at its facilities in Madrid.

The logistics process begins in the reception area with six receiving stations. All merchandise is prepared to be placed on to a circuit composed of 15 STVs that automatically transport the goods from reception to the automatic storage area, providing reliability and speed in

operations. The automated warehouse consists of six stacker cranes with a storage capacity of more than 40,000 pallets.

ZARA also has four positions that allow ergonomic removal from pallets, thus creating a more comfortable working environment. It also has a pallet loading position characterised by efficiency and ergonomic operation. Once the pallet loading process is complete, the pallets are sent to the reception area to bale them, place them together with other products on pallets and efficiently prepare orders for more than 500 stores.



ULMA PIPING

## ULMA Piping joins the FIGHT FAKE PRODUCTS initiative



ULMA Piping is a member of the FIGHT FAKE PRODUCTS association. This initiative brings renowned producers together in the fight against counterfeit piping, flanges and fittings. To date, 17 manufacturers have joined this initiative with the idea of developing a joint action plan to address unfair competition resulting in hazards for the industry and for society.

There is another parallel market in which quality is replaced in the search for a cheaper product. In an attempt to combine



ULMA CONSTRUCTION

## ULMA Construction updates its corporate image with a new general catalogue

Under the name of Construction Book, ULMA Construction presents more than 250 pages in a new general catalogue with extensive information on more than 70 relevant projects implemented worldwide along with its entire portfolio of formwork, scaffolding and shorings.

A single document contains the latest products, solutions and applications, in a clear commitment to innovation. The product portfolio has been strengthened and expanded with particular emphasis on a new section devoted entirely to safety systems in the different solutions.

Construction Book aims to convey the identity of ULMA Construction, its values and its close customer service through the words of the team of people who work every day in the various countries in which ULMA Construction is present. Thus, Construction Book is a new showcase for ULMA Construction in which professionals can consult any details about the products as well as find out about the ULMA team's ability to undertake any project.

quality and low cost, many companies and traders cross the limits of legality, with all that this entails.

The aim of the initiative in this regard is very clear: to fight these illegal actions using all possible means. The battle is to make it clear that these practices are a violation of the law.

## ULMA AGRÍCOLA LOTU flange presentation

At trade shows this year, ULMA Agrícola is presenting a **new product** called the **LOTU flange**, developed by its R&D department.

This time, it is not just a product development, it is a new business philosophy, a new way of working that results in a better product and better service to customers.

The development of this element has resulted from strategic reflection to create a standardised product that has also involved changes in other parts of the greenhouse, the most notable applied to spouts and arches.

The ULMA Agrícola R&D department has conducted a thorough study of all the parts that make up the central core of the greenhouse and has designed a unique part, the LOTU flange, which enables height adjustment and easy assembly, offering versatility and robustness with the entire set.

This new flange replaces the current head, becoming an essential part for offering greater resistance to twisting of the gutter, and **greater strength at the**

**joint between spout, head and pillar.** It will be used in all ULMA Agrícola multi-tunnel greenhouse models.

This is a great innovation for greenhouse structures, as a single product effectively covers the functions for which until now a large number of elements or references have been needed. This results in a simplified assembly process and more efficient production and logistics for all ULMA Agrícola multi-tunnel greenhouses currently offered in its product portfolio.

ULMA Agrícola **spouts** from now on will be a single 500 mm and 1.8 thick profile. The special chemical composition of the **ALUMAG** coating used on the spouts provides greater corrosion resistance in harsh environments. It also has the self-curing protection property on the edges, protecting the bare cut edges with a thin protective film based on zinc magnesium, which prevents corrosive reactions occurring on the edges.

The use of oval **90x50 mm** tube on the arches provides greater strength, less shade and allows more light into the greenhouse structure. The 90x50 oval arc has **130%**



**more inertia and 60% greater resistance capacity** compared with the Ø60 round tube and is designed to allow pre-assembly of the plant training set in all models.

ULMA Agrícola will demonstrate the benefits of the new structure at all the trade shows it attends throughout 2016.

## ULMA CONVEYOR COMPONENTS Las Bambas, Peru supply contract

The Las Bambas Mining Operation is a major copper mine belonging to Grupo Minero MMG. It is located in the Province of Cotabambas, Apurímac Region, in Peru and is expected to be one of the most important copper assets worldwide in terms of production.

It has mineral reserves of 7.2 million tonnes of copper and mineral resources of 12.6 million. It is estimated that in the first five years more than two million tonnes of concentrated copper will be produced.

Initial clearing operations began in April 2014. It is expected that the ore at Las Bambas will be mined in three open pits: Ferrobamba, Chalcobamba and Sulfobamba. Ferrobamba, located



ten kilometres east of the concentrator plant, is right now in the early stages of production.

After participating in the tender for the supply of rollers by Las Bambas in December 2015, in March 2016 ULMA Conveyor Components was awarded the global supply for rollers for the mine's three main conveyors: one 84" conveyor belt (2.14 metres wide) and 1/2 km long and two 72" conveyors (1.83 meters wide) and 3 km long each.

In addition to the supply contract for one year with the material consigned in the mine's warehouses, ULMA Conveyor Components will provide technical advice to Las Bambas maintenance and planning personnel by analysing operational problems of the conveyors and providing solutions to significantly improve their efficiency and avoid emergency stops during operation.

## ULMA CONSTRUCTION

### This is ULMA; a joint project under the same umbrella

This is the second consecutive year that the UMA C y E, S.Coop. Ordinary Annual General Meeting has been held within a new format designed to **facilitate and promote the participation of partners of the cooperative.** The initiative, in addition to incorporating new content such as the talk offered by Igor Ortega de Lanki, determined the layout of the space, having a smaller number of seats in the stands and bringing partners to the area with the lectern which, the same as last year, replaced the conventional presidential table.

The launch of the book **"Retos y dilemas del cooperativismo de Mondragón tras la crisis de FAGOR Electrodomésticos"** ("Challenges and Dilemmas of the Mondragón Cooperative Model After the Fagor Electrical Appliance Crisis") written by Igor Ortega and Leire Uriarte from the University of Mondragón Lanki Institute of Cooperative Studies set the context for the different points that were discussed in the groups formed by numbers given out to the partners at the beginning of the meeting. As Igor Ortega explained, the study was motivated by the need to understand the key points that led to the crisis

affecting the company, learning through this painful experience and becoming aware of the economic, social and human challenges of the new historical cycle.

Next on the agenda, different topics were proposed to partners for **discussion in groups using the "visual thinking" technique**, which facilitates communication and creating ideas in a team using visual resources such as files or the gauge on a thermometer to evaluate and figuratively take the temperature on each of the topics covered. Participation, the most veteran partners' perceptions about the need to restore the cooperative culture with a more self-demanding and committed partner profile, demanding solidarity that requires establishing conditions so that sacrifice is useful, profitability and ultimately the transforming vocation of the cooperative movement were the concepts that led to rain storm of ideas by partners.

Finally, after the video showing the rain and the positive way it can be enjoyed, umbrellas were handed out among attendees to demonstrate **the strength of belonging to a group based on a common project that supports each of the partners and**

**offers mechanisms to address the new challenges** that were drawn into large drops along with the ideas and messages that emerged during each session. The conclusions drawn from the partners' participation will help to cultivate a process of change and move forward towards achieving specific targets such as those identified in the previous edition, which showed the need to promote closer ties between offices, increase the sense of cooperative belonging, have more complete and different communication than current methods and increase participation.



## ULMA PACKAGING

### ULMA develops a reduced waste skin package in collaboration with Sealed Air

The new TFS 407 R includes a film optimisation process, protected by patent, which maximises the use of the area reserved for skin packaging and Cryovac® Darfresh® packaging.

This new development minimises film waste, saves costs, provides operating efficiency and obvious sustainability

benefits.

The TFS 407 R thermoforming machine presented at IFFA can reduce film waste by up to 50%, which is a considerable reduction in waste.

Cryovac and Darfresh® are registered trademarks of Cryovac Inc., a Sealed Air Corporation company.



# TOTAL HEALTH, a new vision for the company

The definition of total health has two parts: Preventive measure integration strategy for occupational hazards, basically to be implemented by the company and health promotion, basically to be implemented by the working partner. And responds to the need for healthy people at work, which is possible if both of the above parts are working together.

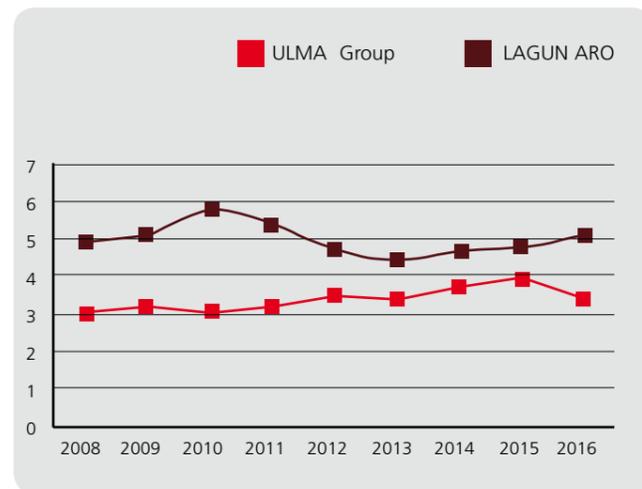


Within the ULMA Group, in the area of promotion, a project has been implemented for promoting health – Izan Osasuntsu – with the aim of making a commitment to health management for the people who make up the Group and making health a strategic business objective and a value moving forward into the future.

For areas will be developed: the promotion of physical activity, the psychosocial environment, promoting healthy habits and health care.

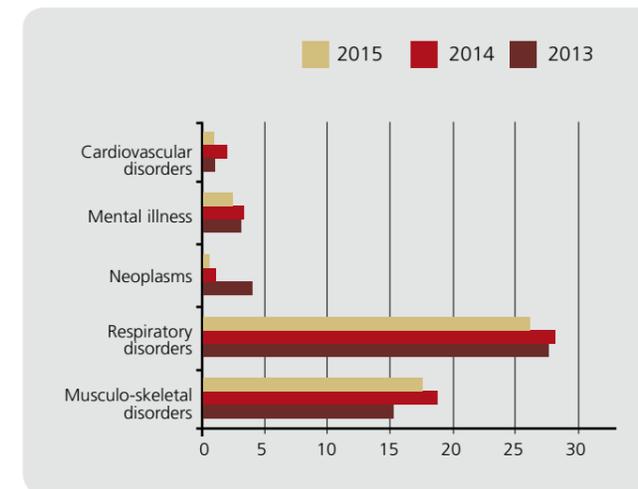
“  
*If people are healthier at work companies will be healthier*”

## ABSENTEEISM INDICATOR

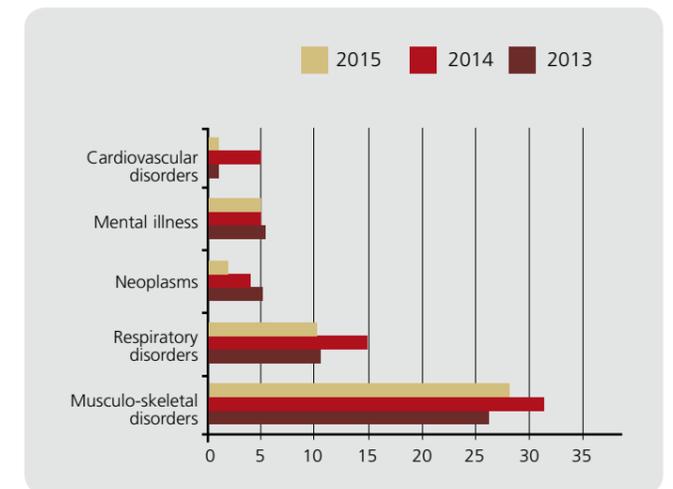


Absenteeism levels currently range from 3 to 3.5 theoretical hours of work and are below the average levels of the cooperatives belonging to the Lagun Aro entity.

## TEMPORARY DISABILITY DIAGNOSTICS



In the diagnoses of temporary disabilities at ULMA, pathologies resulting from cardiovascular diseases, mental disorders and neoplasms are a low percentage compared with other diagnoses.



Regarding the duration of temporary disability processes, musculoskeletal diseases represent 30% of the total duration.

## The other talents of the ULMA Group

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



Here we have everything,  
nothing is missing.  
Such initiatives provide  
a life lesson

Amaia Ugarte,  
ULMA Construction Quality Technician

### Keeping an eye on the others

Amaia Ugarte, ULMA Construction

**Collaborates on charity initiatives that enable cooperation projects to be undertaken in countries such as Haiti and the Dominican Republic.**

Amaia Ugarte believes it is possible to be close to and not lose sight of what is far away. She therefore cooperates with different charity initiatives looking to make the lives of others a little easier in countries such as the Dominican Republic, Haiti, Colombia and Benin, without leaving Oñati.

Amaia, who works in the ULMA Construction quality department, contributes to the organisation of various activities aimed to raising awareness among residents and raising funds to implement development projects in places where members of the Pastoral Unit Mission Group of Oñati are displaced.

Charity dinners, chocolate stalls at carnivals, charity tables at Christmas and theatrical performances are some of the

initiatives that Amaia is involved in with the aim of raising the funds needed to implement projects such as building a shelter in Colombia, houses in the Dominican Republic and a clinic in Haiti.

All these initiatives are carried out in collaboration with the missionaries of the Basque town.

*"The response from people has been phenomenal. We are known in the town. At the charity dinners the missionaries who were in Oñati at the time were invited to talk about their experiences and project status,"* says Ugarte.

The process they follow is to work over about two years to raise funds for a specific initiative. After this period they transfer the proceeds collected, even if they do not cover the entire project they provide a buffer that can meet specific needs, and then focus on a different initiative.

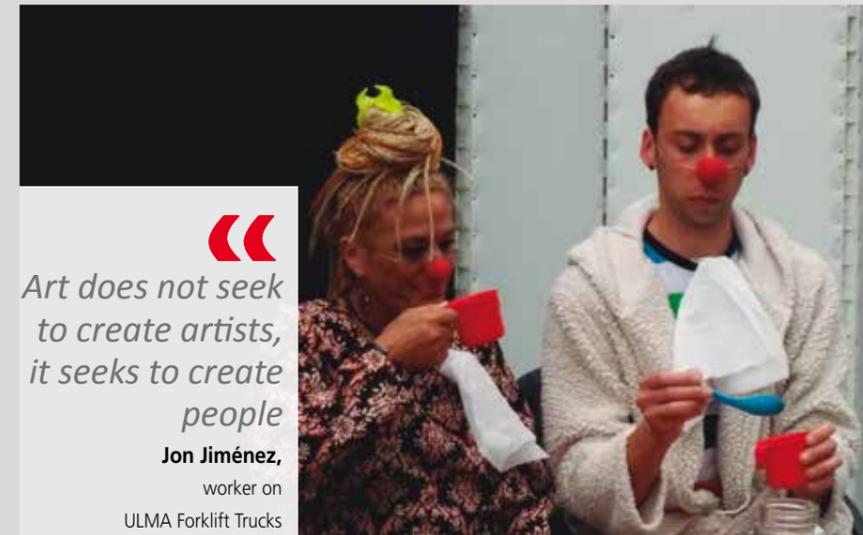
*"Right now the project to build a*

*school in Haiti has been completed and another one will be built in Benin,"* Amaia added.

In her view such activities are positive because they provide *"a different view of things."* *"Here we have everything, we lack nothing. Such initiatives give you a life lesson,"* she adds.

The core of her mission is based in Oñati, although she once spent three weeks in the Dominican Republic with the aim of finding out about the project being developed and the reality of the country.

Through this experience she gained the wisdom of the aid workers who work abroad in the message: *"do not give things away."* Because the goal is to involve the beneficiaries in the social activities to make the world a home for everyone.



Art does not seek  
to create artists,  
it seeks to create  
people

Jon Jiménez,  
worker on  
ULMA Forklift Trucks

### Spreading happiness with a red nose

Jon Jimenez, ULMA Forklift Trucks

**Participating as a clown in a joint initiative has enabled Jon to look through the naive eyes of a child. The maintenance technician is part of the ExpressYourClown Group, an association that seeks to bring a smile to children and adults through social activities.**

*"Being a clown has helped me to remove the transcendence to things. It gives me permission to be wrong, because from a clown's point of view there are no mistakes, only a different and non-conventional way of being (perhaps crazy...) and doing and solving problems,"* were the words with which Jon Jiménez, ULMA Forklift Trucks worker, defined the small internal revolution he experienced through the ExpressYourClown Group to which he belongs.

It all started when the maintenance technician began taking clown courses in Vitoria; while clowning around with other companions he decided to orchestrate an initiative to convey the magic.

*"I noticed that it filled me up, I came out of the dynamics and went back to playing like a child, without being judged,"* says Jon, explaining how it was during this training process that the idea came about to organise a group or association to channel artistic impulses towards a social aspect.

Thus the ExpressYourClown initiative was born; a group of clowns that organises

charity activities with the aim of bringing about smiles where they are most needed.

Composed of twenty people from fields as diverse as psychology, journalism, hospitality and construction, the association organises activities such as Hospital Clown.

This initiative, described by Jon as *"the most prominent and exciting"* of all those organised, involves spending one day a week in the paediatric ward of the Txagorritxu Hospital in the Basque capital, where he visits children and transforms health concerns into a fantasy universe for a few minutes.

Jon believes the impact of this activity on his life is essential: *"Being a clown makes me look at life through the eyes of a child. There is the possibility of taking a problem, turning it around and getting a smile."*

This activity also adds value to your profession.

*"As I work in a technical service I am continuously obliged to change plans and obtain resources. There is a clear similarity with the clown who is always in trouble and uses his wits to find a solution, the silliest and... the most effective."*

ExpressYourClown never stops and is preparing an ambitious initiative that aims to extend the art of being a clown to beyond the Basque Country.

The Guatemala Express project involves a two-week stay during the month of August organising group dynamic activities



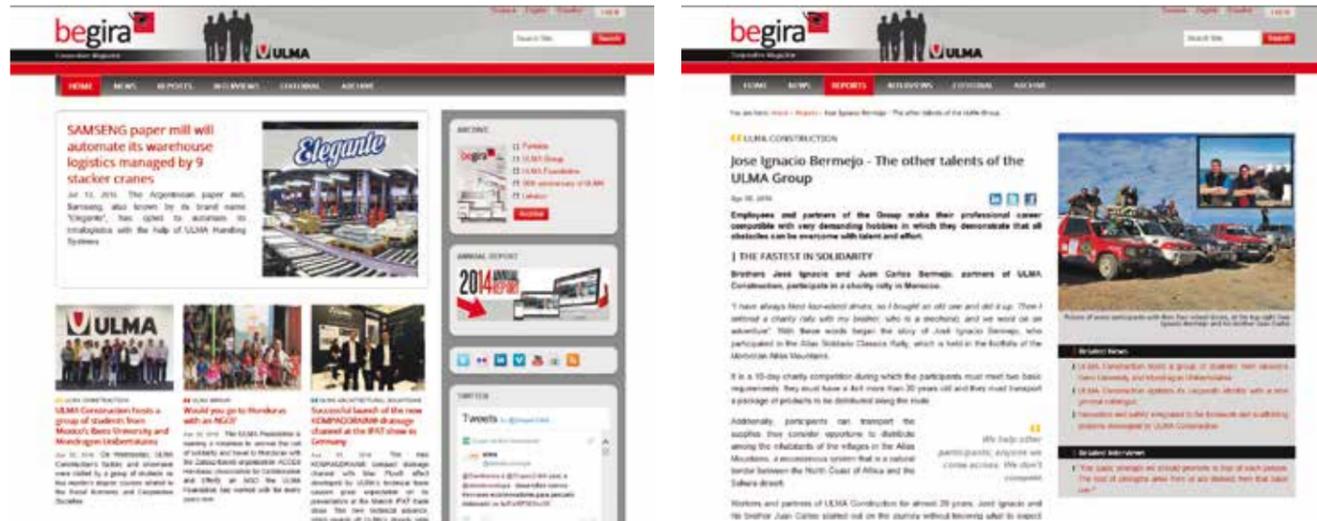
with students, teachers and parents in the Guatemalan town of Santiago de Atitlán.

The aim is to convey the educational and teaching potential of the performing arts, but also its value as a tool for showing emotions and improving communication.

*"Art does not seek to create artists, it seeks to create people,"* concluded Jon.



# Begira OnLine, the latest at ULMA on the web and on your smartphone



>> Pages of the new Begira OnLine website.

**BEGIRA Online is the web platform from which the most current information about ULMA can be accessed quickly and conveniently. BEGIRA Online is a resource for ULMA information.**

The platform contains reports, news about the Group and businesses, a repository for the Begira journal, annual reports and interviews with various figures in the daily life of ULMA, among other content. BEGIRA, in addition to being the resource platform for ULMA information, is also the place where workers can express themselves and contribute their perspective.

The information is divided into different sections so that navigation is very simple and intuitive. The sections include:

**Present.** This section provides all the latest information about ULMA Group and its business. Latest news.

**Commentary.** This section offers a close perspective of different ULMA workers, the many projects the business are involved in, and

activities organised by ULMA and the Foundation, etc.

**Interviews.** As the name suggests, this section contains interviews with people from all areas within ULMA.

**Editorial.** In this section the General Manager of the ULMA Group has the baton. From time to time, there is an opportunity to view his editorial.

**News library** This section contains all issues of the BEGIRA magazine in PDF format available for download.

In addition to these sections, the right side of the page offers access to additional content such as the Group's Annual Report, suggestions, links to the websites of the businesses, etc.

And if that were not enough, all the information is available in three languages; Basque, Spanish and English. What more could you ask for?

Finally, from the platform also provides direct access to all social networks on which ULMA is present so that you can actively collaborate and thus strengthen the company's digital brand image.

BEGIRA Online is available from any browser, either on your PC or your Smartphone, so take this opportunity to keep up with everything happening at ULMA, quickly and conveniently at your fingertips.

Don't wait any longer to dive into the ULMA universe through BEGIRA Online, your information portal for keeping you up-to-date with everything happening in your company.

Are you familiar with Begira Online? Do you use the platform to find out the latest news from ULMA or do you use other channels? What do you think of the platform? Is there anything missing?



MONTSE MOROTE

ULMA Conveyor Components

*"I know about the platform, but the truth is I don't use it much. When I leave work I try to disconnect. I prefer a physical magazine, receive it at home and read it from time to time."*

*I prefer the magazine on paper*



IÑAKI IDIGORAS

ULMA Embedded Solutions

*"To tell the truth, I don't think much of the paper version of BEGIRA. However, in terms of BEGIRA (the online version as well as the magazine), I think it's a communication channel that only reflects commercial successes. Under the slogan 'We Are ULMA' and based on cooperative principles, it should be a tool that reports issues such as the internal organisation of the company, workers' problems and complaints, etc. Any ULMA worker, whether a partner, director, driver or contractor should have the opportunity to contribute content on topics of interest to them, thus creating a collaborative platform."*

*In short, instead of being a one-way platform, it should be a more collaborative platform that contains content developed in the network."*

*Instead of being such a one-way platform, BEGIRA should be more collaborative*



EDURNE UNZUETA

ULMA Handling Systems

*"I think it is a useful platform as a communication medium. I like both formats: online and the physical magazine. What I value most in the online platform is the speed, and in the paper version the convenience of being able to read at home quietly. Anyway, I personally believe that the online platform lacks promotion."*

*I value the speed of the online version and the convenience of the paper version*



# ULMA from afar

The cooperative movement in general and ULMA in particular is something that is deeply rooted in these parts, after years and years of constant business and social evolution. And ULMA and the cooperative movement have been two of the most important agents for the change that has taken place in Oñati and the region in the last 50 years.

That is why we are aware of the importance of the ULMA Group, its values and the view of the world from the cooperative perspective. Values such as teamwork, cooperation, social development, participation and competitiveness are now and continue to be the keys to this exponential growth, in Oñati as well as anywhere ULMA is present.

But what does all this say about the partners and employees of ULMA offices? What do the people who have not had such close experience think?

ULMA intends to launch a series of reports that convey their perceptions and their views on the cooperative world, the reality of their day-to-day lives in their respective workplaces, the differences between a cooperative such as ULMA and other companies of different types. And all this from the perspective of partners and workers themselves, told in first person. Let's go!

**| Do you think that ULMA is different from other companies? What differences do you observe?**

> **Juan Manuel Varela:** Each company has its own personality. And this is related to the industry being targeted and, especially, the people within the company. Perhaps the biggest difference is the involvement of people in the project.

> **Luis Miguel Jurado:** Of course I notice it as I have since the first contact I had with ULMA Packaging, first in the Madrid office and later in Oñati. Later, with ULMA Polymer Concrete (now ULMA Architectural Solutions), more in-depth, both in interviews and on joining. The difference is, only in joining other companies, is not so defined. Coming from

a limited liability or sole trader company, the organisation of the company and the valuation of people is noticeable.

**| What do you know about the cooperative world? How do you think it differs from more traditional companies?**

> **Juan Manuel Varela:** I know a little about the history and evolution of the cooperative movement. Perhaps the most notable difference is in how a new business is set up and the support offered by other cooperatives when there are problems.

> **Luis Miguel Jurado:** Knowledge about the cooperative movement, before I joined ULMA, I knew about through a friend of Arrasate, who belonged to a cooperative, and he told me about the things that are important. It seemed like a different type of enterprise and more in line with my ideas.

Also, occasionally you read in the media about the MONDRAGON Corporation, how the model is studied in the rest of the world, etc. These are things that make you think. The biggest difference is in the workers and members of the cooperative, it makes them feel more, be more involved, make the most of where they work. In short, you can and should participate.

> **Elena Martin:** It is the cooperation between people working in the same company for a common purpose. Cooperative workers, through mutual support, must seek solutions to business problems through these collective decisions to manage the cooperative.

It differs from a traditional company in which partners have the same goal and objective, seeking common benefit. All partners have the same rights and

obligations and the possibility to actively participate in company's decisions, feeling more involved in and more responsible for it. However, in a traditional company that possibility is much smaller; the motivation for and involvement in it is undermined. Also, in the cooperative enterprise surplus can be returned to the partners, while in the traditional company the surplus corresponds to investors and the decision is only made by the owner.

**| How is the cooperative enterprise seen from afar? What is your overall impression?**

> **Juan Manuel Varela:** Of course, it is much less intense than in the area. My impression is that the idea of cooperative enterprise is diluted with distance.

> **Luis Miguel Jurado:** This is a point that has always made me think, because being so far away, many aspects of the cooperative do not reach you; social activities, participation in various entities, etc. Of course, the doors are open and it depends on each one, even though they are outside, to become involved. The overall impression is very good, although from my point of view, I think we have to move forward, review this aspect, because



The biggest difference between ULMA and other companies is the involvement of people in the project



>> Luis Miguel Jurado,  
ULMA Architectural Solutions

we are increasingly partners who are distant from the headquarters.

> **Elena Martin:** The cooperative is a model unknown to us, since we live in a working environment in which it is not the predominant business mode. However, once you belong to the cooperative and understand the way of working and its overall vision, you feel the same as any cooperative worker at the plant.

The disadvantage from afar includes not knowing the businesses or divisions of the cooperative. But thanks to the Annual General Meeting, the BEGIRA magazine and the corporate website, we can get closer to ULMA, thus feeling like participants in the corporate reality of the cooperative.

**| Do you perceive the cooperative as an egalitarian and fairer company?**

> **Juan Manuel Varela:** No, in some of the companies in which I have worked, issues such as dismissal, training or children's studies were much more advanced. Also coming from outside, the small number of women in management positions or even in middle management has always surprised me.

> **Luis Miguel Jurado:** Yes, it is one of the aspects that is perceived first, being able to access the different bodies helps to have that idea. The information that is transmitted to partners helps us to have a say, to decide and already that makes us fairer and more egalitarian.

> **Elena Martin:** Yes, because the cooperative model is more equal in terms of salary and organisational structure, which favours the development of a more



>> Elena Martin,  
ULMA Construction

egalitarian society and, consequently, a fairer social system.

**| Do you feel you have decision-making power compared with other companies?**

> **Juan Manuel Varela:** The difference is not significant. From my point of view the decision power is diluted depending on the size of the company.

> **Luis Miguel Jurado:** Each partner has decision power with his/her voting share, but other than that, there is an annual general meeting, in which in addition to all the information about the company, the company's past as the future is also shared.

> **Elena Martin:** The decision power in cooperative enterprises lies essentially with the partners, while in other companies it is more hierarchical. The Annual General Meeting is one of the instruments we have for this purpose, given that the most important aspects of business management are decided democratically. Therefore, partners adopt essential agreements at this meeting, while in other companies there is no such possibility.

**| As for Corporate Social Responsibility (commitment to the environment, social welfare, development of the area), do you think ULMA does more in this respect than other companies?**

> **Juan Manuel Varela:** Not always. This depends on many factors other than being a cooperative, a sole trader or a limited company; although the cooperative has a greater attachment to the area in which it was founded.



>> Juan Manuel Varela,  
ULMA Packaging

> **Luis Miguel Jurado:** Being at a distance, many of these issues do not reach us, although they are perceived. I think we do more than other companies and this is because of the union that we have, the group that we are made up of.

> **Elena Martin:** I understand that they are the basic principles of a cooperative, while in a non-cooperative business model they are not priority areas and sometimes are outside of the company. At ULMA the people and the environment in which they work are critical to the organisation and its responsibility is not limited to generating economic values but also social and environmental values.

As can be seen in the answers from each worker, there are opinions for all tastes. What is clear is that we have a long way to go. It is a road that ULMA wants to travel together with its workers, who are its main value, the people it is made up of.



# ULMA foundation

## Charity collection of school material for Sahara: 2,000 kilos and 242 backpacks have been sent



ULMA Foundation has closed the campaign to collect school supplies for Sahara with excellent results; the campaign has been underway during March and April in all ULMA cooperatives.

This image shows just a small sample of all the material that has been donated. New and used material, all valid to be sent to the Algerian Desert where the Sahrawi people's camps are located.

These days the Hermansoloña NGO (Hermanamientos solidarios de Oñati), with retired ULMA partner Jose Antonio Urteaga at the head, has worked with a team of Sahrawi people on classifying all the material collected to sort it before it is sent on a first expedition in the van that will travel from Oñati directly to the Tindouf camps.

*"We have collected far more than we had ever imagined, ULMA is very supportive. The van we were going to send is not large*

*enough to transport all the material at once. Everything will be organised to send in two trips, the next one going to a more distant point in the Tindouf camps, in the province of Dagla, specifically the town of Gleibat El Fula, which is the sister town of Oñati. I would like to also be able to send something to our brother town, which is 200 km farther still."* These were the words of José Antonio Urteaga while working on classifying the material in the Hermansoloña warehouse.

They especially asked for backpacks, remember? It is very gratifying to announce that we have collected exactly 242 backpacks! We can say that ULMA workers overall are very sensitive to these calls for collaboration and their response shows a high level of solidarity. This solidarity comes not only from the people working at ULMA; even outside contractors who were working

for ULMA at the time of the campaign decided to contribute generously to this cause.

On 24 May the van, loaded to the brim, headed off to Tindouf. And on 6 June it began to distribute the material. These photos show the kids happy at the time they received them and with their backpacks on. Our contribution was worthwhile, our help there is so valuable to them.

On behalf of all the boys and girls who will use your material in the schools in Tindouf camps, ULMA Foundation wholeheartedly thanks you your kindness and generosity.

## Would you go to Honduras with an NGO?



ULMA Foundation is looking for a volunteer who feels the call of solidarity and would like to go to Honduras with the NGO ACOES Honduras (Asociación Colaboración

y Esfuerzo) of Zarauz, with which ULMA Foundation has been collaborating.

Would you dedicate a month of your life to people you can help, in Honduras?

You would go there and work on what you know how to do; any help is good. Even if you don't have a particular specialty, you also have much to teach them, you can teach them what cooperation is, teamwork, teach them to help support young people there, or just play with the children or teach

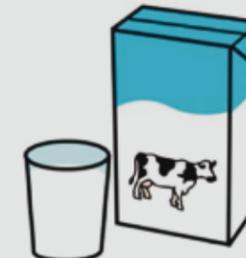
them a song.

As the NGO itself explained: *"They are children and young people who need love, they need to feel cared for. It's almost like a substitute family for a few days"*.

If the idea appeals to you, very much, you can write an email to [fundacionulma@ulma.com](mailto:fundacionulma@ulma.com) or call 943 250 300 and talk about it.



## And now, up until 15 July: Charity food collection What is needed most is milk!



**There is still time to contribute.**

Until July 15 you can deliver food at the collection points in all ULMA businesses. Everything collected is delivered to the Food Bank. From there it is distributed to the towns in the area and to Cáritas. The city councils make sure the items reach the neediest families in the area. And Cáritas uses it in their soup kitchens.

This time the need is very close by! Your help is staying here.

And these are the foods that are requested as priority:

**Milk, oil, canned fish, canned vegetables and canned legumes.**

**Thank you for your participation!**



## ULMA children's workshops in summer evenings



During the afternoons in June, from 2 to 6 pm, to coincide with the working hours of parents, ULMA Foundation organised children's workshops, where children could learn about issues related to nature.

A group of 46 children, accompanied by four monitors, enjoyed a great time during these days making crafts, doing experiments, playing and learning about the importance of caring for the nature around us.

With this activity, ULMA Foundation wanted to help working parents to

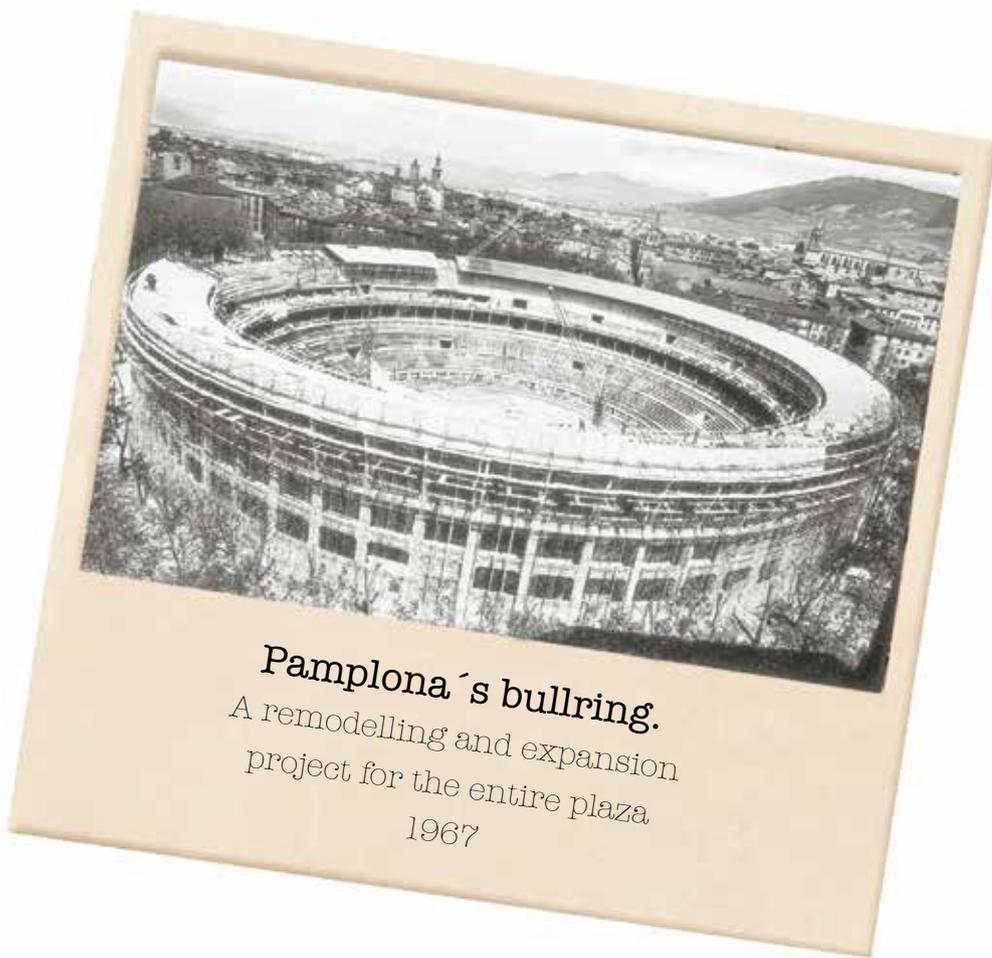
reconcile their work/life balance. On these days when there are no classes in the afternoons, parents are faced with a problem we have tried to help solve, even if only for a few days.

The last day, Thursday 30 June, the final party was held with children who participated in the workshops and all ULMA children who participated by sending a flower, as well as the monitors and family. Here is the family photo.

In this event Maddi, the storyteller of Ganbara Ipuinak, told us the story

of a flower. And then a small gift was given to all the children attending.

This is the first time ULMA Foundation has organised these children's workshops; it is touching to see children and parents working on improving the future and continuing to offer assistance to employees with young children.



**RETIREMENTS: From 1 May to 31 August 2016**

**Thank you all and enjoy!  
Congratulations**

Patxi Barrena Arregi



Mariano Altube Guridi



Mertxe Aguirre Azcona



Andoni Altuna Uribe



Anton Azpiazu Elizondo



Jesús M<sup>a</sup> Ormaetxea Lasaga



M<sup>a</sup> Asunción Ugarte Iria



Idoia Urrutia Herrero



Luis Olariaga Jauregialzo

