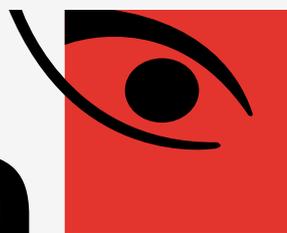


# begira



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MARKEL OLANO.  
Deputy General of  
Gipuzkoa

SUSANA UNZURRUNZAGA.  
45 years working at ULMA



March 2017



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Customised **polymer concrete slats**



REPORT <  
**Susana Unzurrunzaga,**  
45 years working at ULMA



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## ULMA CONVEYOR COMPONENTS

### Projects for Cuajone and Bambas in Peru

A North American engineering firm has awarded ULMA Conveyor Components the contract to supply rollers and supports for the extension of the copper plants at Minera Las Bambas, Peru, which belongs to the Australian mining group MMG and Cuajone, Southern Copper, Peru, which belongs to Grupo Mexico.

#### Minera Las Bambas

**Location:** Cotabambas province, Apurímac region, Peru

**Products:** Concentrated copper (gold and silver by-products) and concentrated molybdenum

**Approximate lifespan of the mine:** 20 years

**Kind of mine and mining method:** Open pit

**Process method:** Conventional copper concentrator

**Mineral reserves:** 7.2 million metric tonnes of copper (copper grade of 0.73%)

**Mineral resources:** 12.6 million metric tonnes of copper (copper grade of 0.61%)

ULMA Conveyor Components currently has a replacement contract with this mine.

#### Sothern Copper Cuajone

**Location:** Southern Peru, 840 km from Lima, Moquegua department

**Products:** Concentrated copper and molybdenum

**Kind of mine and mining method:** Open pit

**Process method:** Conventional copper concentrator

**Mineral reserves:** 8.7 million metric tonnes of copper

**Other:** It also operates a foundry and refinery to the west of the Toquepala and Cuajone mines in the coastal city of Ilo, Peru

This first order from a North American engineering firm is highly significant given that the US is a strategic country in ULMA Conveyor Component's internationalisation plans. Furthermore, the majority of projects from North and South America are managed from the United States.



## ULMA CONSTRUCTION

### ULMA formwork and scaffolding for the largest Water Treatment Plant in all of Central Europe

THE NEW WATER TREATMENT PLANT IN PRAGUE IS THE BIGGEST PROJECT IN THE CZECH REPUBLIC CURRENTLY UNDER WAY, AND WHEN COMPLETED WILL BE THE LARGEST FACILITY OF ITS KIND IN ALL OF CENTRAL EUROPE.

The project is divided into two parts, which will occupy a total of 400,000m<sup>2</sup> and require 500,000 m<sup>3</sup> of concrete: a complete overhaul of the existing treatment plant on the island of Císařský Ostrov, as well as the addition of independent treatment facilities – dubbed the “New Water Line” – which will incorporate mechanical and biological processing with an additional chemical treatment system.

The sheer size of this project, not to mention **the diversity of tasks required, demanded specific solutions** for each of the four work zones. The technologies at work and the continual circulation of water necessitate extremely precise execution of the geometry, finishing, and the entire pouring process. The MK System – ENKOFORM VMK for vertical applications and ENKOFORM HMK for horizontal applications – was used to build **more than 30 specialised structures**. Moreover, the walls, measuring more

than 12 m in height, were formed in a single pour using ORMA Panel Formwork reinforced by MK Walers.

The Czech ULMA team provisioned pre-assembled systems, thus saving assembly and erection time on-site. Close and constant cooperation between the customer and the ULMA team has been critical to the completion of the project in accordance with the established criteria and deadlines. **ULMA's comprehensive solution includes the continuous on-site assessment.** Specialised technical personnel from every department were present to assist in material delivery, systems erection, and other critical tasks.

Safety considerations formed a vital part of this project. ULMA demonstrated its commitment to **guaranteeing safety throughout the entire construction process** by provisioning all safety systems required.



## ULMA PIPING

### ULMA Piping is participating in the FADHILI project for a new SAUDI ARAMCO gas plant

SAUDI ARAMCO IS THE LARGEST PRODUCING OIL COMPANY IN THE WORLD.

This year, ULMA Piping has signed a contract to supply flanges to one of the biggest natural gas plants in the world in Fadhili, Saudi Arabia.

The new plant will have the capacity to process 2.5 billion cubic feet of gas a day from the Khursaniyah and Hasbah gas fields.

Fadhili, along with other Aramco gas projects in Wasit and Midyan, could add more than 5 billion cubic feet a day of processing capacity, which would allow the Saudi company to meet growing internal demand for industrial use and generating electricity.

Saudi Aramco is the largest producing oil company in the world, producing around 10 million barrels a day and having the largest proven reserves with 26 billion barrels.

Furthermore, Aramco is the largest exporter of liquid natural gas. Gas production remains one of the top priorities for Saudi Arabia, who wants to control its use of oil for generating electricity and maintain its capacity to increase exports.

Aramco's decision to move forward with the Fadhili project is an indicator that Saudi Arabia continues making large investments in gas, which it sees as vital for its economic future.

## ULMA PACKAGING

### ULMA Packaging beats records again

With 8% growth over last year, ULMA Packaging beat its own goals once again with a fiscal year with sales reaching € 217 m.

This fact has been corroborated by Alimarket, the highly influential publication in economic data by sector. The publication has recently published the news, both online and in its magazine, reporting that ULMA Packaging exports reached € 173.6 m.

On the other hand, as Alimarket noted in its last report, ULMA Packaging still leads



the Spanish market in food packaging machinery with a market share of 26.7%, which is far above its domestic competitors.

## ULMA HANDLING SYSTEMS

### The new terminal of Oran (Algeria) will be equipped with ULMA's Baggage Handling System

A new international project reinforces ULMA's international expansion strategy thanks to the trust EGSA Oran has placed in ULMA Handling System's baggage handling, inspection and sorting systems.

EGSA Oran, which manages more than 10 airports in Algeria, has put their trust in ULMA Handling Systems to develop the **Baggage Handling** system for the new terminal at the Oran Airport, which will service international flights.

The departure system of the Algerian City's new terminal will have enough capacity to handle 2500 pieces of luggage an hour. It will have 19 check-in desks and 2 inspection circuits. The system will be controlled by the ULMA management system, which will give the airport a great deal of flexibility in assigning flights to carousels. The

terminal will also have one line exclusively for special baggage. The arrivals system will have 3 carousels that use conveyor belts with built-in inspection systems and a line for special baggage.

In addition to the new terminal, ULMA Handling Systems will also develop a new baggage handling and inspection system in the existing terminal. It will have 12 more check-in desks for standard baggage, 1 desk for special baggage and 1 inspection line. In that terminal, there will be 1200 pieces of baggage processed by the departures system and the arrivals system will be equipped with 2 carousels.

This is a pioneering project that the logistical engineering company will develop in the Algerian city, which will allow ULMA to reinforce its international expansion.





## Enpresagintza students visit the ULMA Group



Last February, 30 students from the Mondragon Unibertsitatea Business School visited the ULMA Group's facilities.

The students were participants in the myGADE programme, which is a new version of GADE that focuses on teaching students both in the classroom and in businesses. The ULMA Group, which has always had a close relationship with academia, also participates in the programme.

As usual with these kinds of visits, the intention was to present ULMA and its businesses. However, during this visit, the Group's Brand and Communication Area made a slightly different presentation due to the young age of the audience of the talk.

Instead of a regular presentation, there was a **small contest to test student's knowledge about ULMA to encourage their participation**. The contest was set up such that students were divided into groups of 6 and they had to answer a series of questions related to ULMA. Each question was worth a point and whoever had the most points at the end of the game won a prize.

After each question, different concepts at ULMA were explained such as its history, the number of groups that make up the Group and what they do, how much they bill, how many countries ULMA has a presence in, the number of members and workers or the difference between a cooperative and other business

models, and more.

In this way, the students were able to learn about all the topics related with ULMA in a much more fun and participative way.

Lastly, a short discussion was begun to find out from the students themselves their main reasons for choosing to work in one company over another. In other words, it was a win-win situation for all parties.

In short, **it was an enriching experience for both ULMA and the students**.



## ULMA external wall system and façade at CEIP ZELAIETA



**ULMA External wall and façade at CEIP ZELAIETA, a highly efficient one-of-a-kind building constructed in record time.**

ULMA Architectural Solutions has executed the external wall system and ventilated façade solution with polymer concrete panels at the Zelaieta Infant and Primary School in the town of Abadiño in Biscay.

### ENERGY EFFICIENCY

The owner wanted a highly efficient building with thermal resistance below 0.20 to achieve a building with ZERO energy consumption. The **ULMA External Wall System** meets that requirement, because it's a **highly energy efficient industrialised system** that meets the most demanding criteria of sustainability.

### EXECUTION SPEED

Another goal of the project was to have the building completely finished in 6 months, which was a tight deadline that could be met if the industrialised wall system was built by a single company. Because the ULMA external wall is a dry multi-layer system, it **has on-site installation performance and ease of control far superior to traditional wall systems** but at a similar cost.

### VISUAL EFFECT OF THE WATER TEXTURE

**The spectacular visual effect of the WATER texture creates the illusion that different tones of green have been used.** However, the multi-tone effect is achieved using only one colour because the wavy finish of the WATER texture is installed in different orientations (vertical, diagonal or horizontal).

Additionally, the CREAKTIVE texture was used, which simulates black grape leaves and contrasts with the wavy green texture to turn the project into a unique and very beautiful building.



## ULMA takes part in the construction of state-of-the-art flats in Chile

Chile has more seismic activity than any other country in the world, a fact that makes construction regulations not only extremely strict but subject to continual revision. The criteria set out in regulations must be followed for all construction projects in the country, regardless of the building's final purpose.

In accordance with these regulations, the Poeta Pedro Prado condominium was built by Maestra Construction Firm in a residential neighbourhood near the centre of the national capitol, Santiago. The two towers boast 27 storeys each, with 2,400 m<sup>2</sup> per

floor and a 3,000 m<sup>2</sup> car park. The building is extremely well insulated both acoustically and thermally by certified energy-efficient materials employing the latest technology available. All firms participating in the project are ISO 9001 certified a testament to the quality management principles by which they operate.

ULMA provided personalised service from the very outset of the project, furnishing perfectly-suited technological solutions according to a carefully planned schedule of delivery, reuse, and rotation of the let material.



## ISO 9001 and ISO 15504-level 2 certifications obtained

Obtaining these 2 certifications demonstrates ULMA Embedded Solution's commitment to quality in its management system and continuous improvement of its processes.

Implementing the ISO 9001:2015 standard means ULMA Embedded Solutions has taken another step in improving its quality system, always with the aim of providing services that meet its customers' needs in a coherent way.

In its continuous striving for excellence in its processes, ULMA Embedded Solutions has obtained ISO 15504 SPICE (Software

Process Improvement and Capability Determination) standard certification. This international standard developed for evaluating processes is used alongside the ISO/IEC 12207 standard (the process reference model) to evaluate and improve the capacity and maturity of software development and maintenance processes.

This recognition verifies that the processes designed and implemented at ULMA Embedded Solutions ensure the continuous improvement of the services it provides to its customers.



## ULMA AGRÍCOLA

### 20 ha of G14 ULMA Agrícola greenhouse in North America

In fiscal year 2016, ULMA Agrícola, installed 2 large projects, in addition to others, in North America that cover a total of nearly 20 ha with ultra-high-tech G14 greenhouse structures.

ULMA Agrícola's G14 model is a 14.4 m wide gothic shaped structure.

Better climate control can be achieved with these dimensions because it favours the minimum possible interior temperature variation. Because the structures have a large undivided space, there is less shade from the structure on the crops that, along with more sunlight, helps achieve higher crop production. The arches made with 90 x 50 tubing give the structure great strength.

The ULMA Agrícola team stays alongside customers from the beginning of the project and gives them advice about choosing every element that will be installed in their project, from the kind of structure to use to deciding on which auxiliary elements and equipment is best

suited to obtaining the optimal climate for every kind of crop.

In these two projects that cover nearly 20 ha, the greenhouses have lateral and frontal ventilation that are appropriate for every use and whose size has been determined according to studying the balance between the ventilation openings to create the conditions needed for air exchange to provide the comfort the plants need for proper growth.



Furthermore, every area has been equipped with a double inflated film system, recirculation fans, hydroponic or drip irrigation, hot air generators and CO2 distribution controllers. The climate and irrigation equipment is controlled using a device that can monitor and control the guidelines set forth.

ULMA Agrícola was in charge of supervising and coordinating both projects.

## ULMA FORKLIFT TRUCKS

### Change in ULMA Forklift Trucks management

#### MANAGING DIRECTOR OF THE COOP SINCE 1999, ÁNGEL SÁNCHEZ FERNÁNDEZ RETIRES

After 17 years as head of ULMA Forklift Truck management, Ángel Sánchez Fernández retired last 31 December. Born in Aramayona, Álava in 1956, his professional career was tied to the ULMA Group for 27 years, 10 of which were spent at ULMA Construction (5 as Financial Director and another 5 as Manager of the Scaffolding line), and he spent 17 years at ULMA Forklift Trucks. He has a degree in Business Administration from the University of Deusto, a Masters in Advanced Management (MEGA) from the Deusto Business School and a Masters in Industrial Cooperative Management from Mondragon Unibertsitatea.

Ángel Sánchez left ULMA Forklift Trucks in 2016 with 32 million euros in billing and more than 160 employees, including figures from ULMA Forklift

Trucks, ULMA Safe Handling Equipment (ULMA Inoxtruck) and Centroman, which are all part of the USM Group, ULMA Servicios de Manutención S. Coop.

Of special note in Ángel Sánchez's career is the work he did to get through the worst years of the economic crises when he led the re-structuring of the organisation, drove a change in the business model and began a push for product and market diversification.

ULMA Forklift Trucks shifted from basing its business in importing and selling new forklift trucks to becoming a company that, in addition to selling forklift trucks, focuses on rentals, Technical Assistance Services and selling spare parts.

In his last months as Manager, Ángel Sánchez accompanied Francisco Javier Elías Chocarro, who is his replacement and is currently the manager, in order to ensure a smooth and orderly transition.



## ULMA PACKAGING

### ULMA Packaging presents at Fruit Logistica exhibition in Berlin

This exhibition is a cannot-miss event for all fruit and vegetable producers. ULMA Packaging didn't miss out and once again showed interesting new products that attendees of the exhibition who visited the stand found interesting.

Among the new products, it showed a high volume heat-sealing machine for fruits and vegetables on trays that reaches speeds up to 150 packages/min and a rhythm of 25 cycles/min. It was a TSA 875 P, which was specially designed for this sector, along with its little sister the TSA 680 P.

The model presented at the exhibition has a laser cover film perforation system that provides proper ventilation for the packaged product.

The FR 200, a rotating flow pack packing machine that evolved out of the Florida model, was presented to the market for the first time.

Another new product of note was the vertical VTC 840 packing machine with ultrasonic welding. This machine is geared towards pre-packaged vegetable applications, like salads. Sometimes, the difficulty of feeding the product causes some problems with welding because the product gets caught in the sealing area. The ultrasonic system ensures a very strong seal regardless of whether there is any product in the package's sealing area.

## ULMA INOXTRUCK

### 2016, First year with profits

After several years of hard work developing a product portfolio based on a simple idea and creating an international distribution network, the day has finally come when we can share this great news with everyone. Inoxtruck closed 2016 with profits.

Despite the amortisation of R&D costs during these years that we're still burdened with, a **nearly 40% increase in sales over 2015** (nearly 20% s/PG) has made it possible for us to achieve a small profit at the close of the 2016 fiscal year. With a sales volume of € 2.25 million,

profits for the 2016 fiscal year constituted a 7% profit on sales, if the effects of R&D costs are discounted.

The results are spectacular and wouldn't have been possible without the combined efforts of the entire ULMA Inoxtruck staff and the contributions of the many others who have been affiliated with this spin-off at some time.

## ULMA PIPING

### ULMA Piping focuses its strategy on opening new markets

In its strategy to open new markets, ULMA Forging S. Coop. is partnering with a Russian valve distributor. The company is located in Velikiy Novgorod, the city where Russian republican and democratic values were born, 130 km from Saint Petersburg.

The Russian company works with established brands in the OIL & GAS industry and has a wide range of products including Control valves, Shutoff valves, Safety relief valves, Check valves, etc.

For its part, ULMA Piping is supplying the counter flanges used to make the assembly of the equipment in the Piping system. The geometry of every flange is defined by the customer, because components manufactured to ASME standards must be joined with components made to Russian GOST standards. In addition to flanges, ULMA Forging is also supplying fittings, nuts and bolts, in other words, the entire set of joining components.

ULMA flanges supplied through this sales channel can currently be found in refineries like Mozyr or Novokuibyshevsky. ULMA Forging's launch in the Russian market was reaffirmed when it won a sales contract for flanges with the Italian company EPC-Tecnimont for the CORU refinery located near Moscow.



## ULMA ARCHITECTURAL SOLUTIONS

### Customised polymer concrete slats

ULMA ARCHITECTURAL SOLUTIONS HAS DESIGNED CUSTOMISED POLYMER CONCRETE SLATS FOR THE BANCA MARCH HEADQUARTERS IN PALMA DE MALLORCA.

ULMA polymer concrete **slats** have been provided for the façade of the Banca March building in Mallorca. The building's façade had columns all around it that the architects wanted to clad in order to make the façade more attractive. To achieve those ends, ULMA designed and manufactured special slats adapted to the requirements of the building.

The 175 slats that were installed were attached to aluminium supports between slabs. ULMA prefabricated slats have excellent on-site installation performance because they are easy to install and manipulate due to their light weight.

ULMA polymer concrete was specified from the beginning of the project because it's an ideal material for coastal areas. The qualities that give polymer concrete its durability are its impermeability and its resistance to humidity and salpetre.



## ULMA HANDLING SYSTEMS

### Alfaro Brakes trusts ULMA with their warehouse automation

**Alfaro Brakes, the solution par-excellence for brake, steering and suspension components,** will have an automated warehouse at its facilities in Alfaro, La Rioja, Spain thanks to the project developed by ULMA Handling Systems.

Alfaro Brakes has extensive experience developing pioneering products, always paying special attention to the quality of its products and bringing innovation to the market. Due to its history, it has forged a reputation in terms of safety and durability and with that in mind, it has chosen to automate its facilities in La Rioja.

Thanks to the **logistics automation** that will be developed by ULMA, Alfaro Brakes will increase the productivity of its logistics process and optimise efficiency. It will also improve product traceability and, consequently, it will improve the services it provides its customers.

ULMA will develop an **automated warehouse** solution. An automated

warehouse managed by pallet and tray stacker cranes will be the new solution the automotive component manufacturer will work with after ULMA Handling Systems has developed the complete project. Picking stations will complete the logistics process where Alfaro Brakes will be able to prepare orders in a fast and efficient way.



## ULMA PIPING

### ULMA Piping gets STAR 1 homologation at SHELL

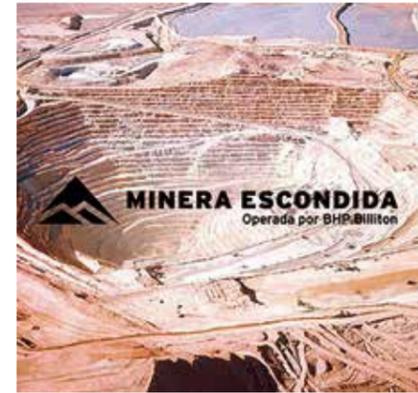
After more than three years of hard work, ULMA Piping has been granted approval to be a STAR 1 provider by the **Royal Dutch Shell** oil company.

Royal Dutch Shell is an English-Dutch hydrocarbon company with interests in the oil, natural gas and petrol refining industries. It's one of the largest multi-nationals in the world and **one of the 4 largest companies in the petroleum industry alongside BP, ExxonMobil and Total.**

In March, 2016, an auditing team from SHELL visited the Zubillaga and Lazkao facilities. After successfully completing the audit in late 2016, ULMA received the letter accrediting the homologation.

Previously, ULMA Piping was an approved STAR 2 provider and could only have access to very low quotas for SHELL projects. The DISTRIBUTORS and EPCs only consider **STAR 1 providers.**

In a context of great uncertainty caused by low crude prices, being able to bid on supply contracts for large scale projects carried out by SHELL is certainly very good news. It must not be forgotten that all the flanges manufactured by ULMA Piping are destined for the "approved" OIL & GAS market, which is why **homologations with large oil and gas companies are essential for business.**



## ULMA CONVEYOR COMPONENTS

### ULMA Conveyor Components gets homologation order in Minera Escondida

**100 RETURN GARLANDS WILL HOPEFULLY SOLVE THE CLEANLINESS PROBLEMS ON ONE OF THE BELTS IN THE FACILITY.**

Minera Escondida is a mine operated by the multi-national BHP Billiton. It was founded in 1988, and it's the highest producing copper mine in the world. It's located 170km south west of the city of Antofagasta in the second region of Chile and it's focused on producing concentrated copper and copper cathodes.

The order ULMA Conveyor Components will be handling consists of 100 return garlands that will hopefully solve the cleanliness problems on one of the belts in the facility. 95 helical garlands will be shipped along with 5 improved ones with polyurethane rings for the customer to try so they can compare the two solutions and decide which one best suits their needs. The garlands will be installed on a CV25 belt, which is a 1 km long mobile conveyor located inside the new Óxidos plant (OLAP). It has a belt width of 1600 mm and can transport around 3000 tn/h.

With this order, ULMA Conveyor Components has reinforced its position as one of the most important distributors of mining materials in Chile.

## ULMA CONSTRUCTION

### ULMA Construction continues publishing new local web sites to strengthen its focus on customers

ULMA Construction's pursuit of internationalisation and its analysis, understanding and adaptation to the culture and building methods of every country is also reflected in the digital world.

This ability to adapt is translated into the **distinct and individualised way** that ULMA Construction approaches the people that make up every market. Along with its international corporate website, ULMA Construction currently has 13 other websites and 2 landing pages that show a portfolio of formwork, scaffolding and safety systems selected for each market in an effort to respond to the realities of every market and the requirements of every climate.

Since the publication of its international corporate website [www.ulmaconstruction.com](http://www.ulmaconstruction.com) almost 3 years ago, **the local websites have been gradually incorporated into the general content management platform.**

Consequently, in the last 3 years the websites and localised orientative landing pages aimed at the markets in Spain, Poland, Brazil, Peru, Chile, Mexico, Italy, Argentina, Kazakhstan, the Ukraine, the USA, Canada and Portugal are updated using the same management system all following a single editorial and aesthetic line that is easy to identify and associate with ULMA Construction.

The language itself and the nuances and usage of different technical terms for each market are among the key elements that ensure **the connection between ULMA Construction and its customers. Likewise, it helps customers find online content** through bringing together what customers are looking for and what ULMA Construction provides and it also improves ULMA's ranking among the top results in the most popular search engines in every country.



ULMA ARCHITECTURAL SOLUTIONS

## Pikolin trusts ULMA Drainage for its new factory in Zaragoza

**KOMPAQDRAIN® ULMA channels in the new Pikolin facilities; Europe's biggest and most advanced industrial complex in the mattress industry.**

The new Pikolin facilities, which the Aragonese company has invested 50 million euros in, cover 85,000 square metres and, according to the company, it's Europe's biggest and most advanced industrial complex in the mattress industry.

For this emblematic project, **Pikolin and the specialised engineering firm Idom have put their trust in ULMA Architectural Solutions drainage systems, which has developed a tailor made channel to meet the requirements presented.** Pikolin needed a draining channel with very small openings and a smooth surface to avoid vibrations caused by passing forklifts.



In total, **1910 linear metres of KOMPAQDRAIN® KVFD200.10R.E2530 Industry channels with a MAX FLOW® system were installed.** The channel has an innovative compact design and was manufactured with polymer concrete where the channel and the grating are one piece to ensure greater rigidity.

Furthermore, it can be used in a D400 load class environment in compliance with the EN-1433 standard and it's specifically designed for high traffic areas.

ULMA GROUP

## Programme to prepare for an active retirement

The change of life brought about by retirement is a process that's not done from one day to the next. It's a process that a person can prepare for and it can be seen as an aspect of life-long learning. Like other phases of our lives, we prepare ourselves to carry out a specific role and when we enter retirement it's wise to prepare for our new situation.

In an effort to make the transition easier, ULMA provides its members with a programme for preparing for an active retirement. The programme is geared towards people currently in this phase of life and it covers personal and social issues like how we think, how we feel, how we act, how we relate to others, what concerns we have and how we deal with them, what our interests are, how we spend our time etc. It aims to start a process of making the most of opportunities in terms of health, participation and safety with the intention of improving quality of life as people enter

the transition from an "active working life" to an "active retirement".

There were 12 participants in the last edition of the programme, which lasted 16 hours over 4 days. The issues that were covered included managing change, new technologies and social networks,

physical well-being, legal issues, healthy relationships and community participation.

The assessment of the programme by the participants has been very positive and that should encourage other people in a similar situation to participate in the programme.



**PIZTU ZURE JUBILAZIOA / ACTIVA TU JUBILACIÓN**

ULMA CONSTRUCTION

## ULMA Construction offers flexible solutions for Dubai City Walk shopping mall



ULMA Construction has offered rapid, simple, and, most importantly, flexible solutions for this project composed of extremely diverse slab thicknesses and heights.

The city of Dubai is constantly growing and constantly creating new architectural projects that garner global renown. One such project is the Dubai City Walk.

The project is composed of 52 retail outlets and restaurants spread over 13,000 m<sup>2</sup>, serving tourists and locals

alike. It also includes a large exterior area with views of the surroundings, including Burj Khalifa, the tallest skyscraper in the world.

ULMA Construction provided flexible solutions adapted to each individual storey of the project, adjusting to the diversity of slab thicknesses and heights required. Prefabricated slabs were combined with slabs poured on site.

The solution developed for this project was to combine the ENKOFLEX slab

formwork system with the T-60 frame shoring system. ENKOFLEX provided flexibility, allowing the configuration of unique formwork solutions for each slab shape and size. Complex and demanding building requirements were thus met with a simple solution.

ULMA supplied 18,000 T-60 shoring frames, a system chosen for its wide range of frames, high load-bearing capacity, and height-adjustment capabilities with both screw jacks and varied frame sizes. This system allowed all of the varied height requirements for each storey to be satisfied in a quick, efficient, and completely safe way.



ULMA FORKLIFT TRUCKS

## Going for the repeat

**MITSUBISHI FORKLIFT TRUCKS GETS TWO NOMINATIONS AT THE ANNUAL FLTA AWARDS FOR EXCELLENCE.**

The Fork Lift Truck Association, a leading UK authority in fork lift truck operations, has not once, but twice recognised the Mitsubishi Forklift Truck models in its annual list of Awards for Excellence.

With 2 of its news models, the 80 volt EDiA EX electric forklift and the cabin for the SENSiA line of retractable forklifts, adapted to very cold environments, as finalists in the Safety and Innovation categories, Mitsubishi will compete with

many of the biggest names in the industry for the coveted Archie statue.

The Mitsubishi Forklift Trucks brand, imported exclusively into Spain by ULMA Forklift Trucks, is no newcomer to this kind of award. Its product design has won several awards for the design of its range of interior and electric products, and it was the first company to win an Archie in all four FLTA categories (environment, ergonomics, safety and innovation).

This year's finalists will be decided by the FLTA Technical Committee who evaluates the participants according to the strict criteria of the award.



ULMA GROUP

## Deputy General of Gipuzkoa, Markel Olano visits the ULMA Group

Deputy General, Markel Olano and Ainhoa Aizpuru, the Deputy Director of Economic Promotion, visited the ULMA Group's facilities last 1 March.

During his visit, the Deputy General singled out the ULMA Group as a "leader in competitive attitudes". Furthermore, Olano sees ULMA as representing the model the regional government wants to encourage insofar as it promotes attitudes like "innovation, internationalisation, cooperation, high quality employment and putting people at the centre of projects".



ULMA HANDLING SYSTEMS

## ULMA presented its solutions in 3 exhibitions in March

ULMA Handling Systems presented its integral intralogistics solutions at the 15th edition of **LogiMAT**, which was held in Stuttgart, Germany and at the **Intralogistics Europe 2017** exhibition in Paris, France. Additionally, it was part of the 20th edition of the **Passenger Terminal Expo** exhibition in Amsterdam where it presented its integral baggage handling systems.

Under the motto "Shaping Change: Digital, Connected, Innovative", **LogiMAT**, which is considered to be biggest annual intralogistics exhibition in Europe, held its 15th edition. "Mega-trends" like **Industry 4.0**, the Internet of Things, digitalisation and e-commerce are creating a radical change in value added processes. And new

products and solutions are needed for that. Additionally, according to the **Intralogistics Europe** organisation, there is a significant change in storage logistics: stacker cranes, robotic palletising, automated order preparation systems, smart automatic transportation systems, connected objects and remote monitoring are all part of the innovations in intralogistics today. **This is the age of logistics 4.0.**

Meanwhile, **Passenger Terminal Expo** was the setting where ULMA exhibited its integral Baggage Handling systems with a wide range of modular products and solutions that can be adapted to the specific needs of any airport. According to the exhibition organiser, Amsterdam has

been the place to see the latest projects, trends and developments in the industry.



ULMA AGRÍCOLA

## Greenhouses for Mexican flower farms

ULMA Agrícola has recently finished a more than 1 ha installation for a major Mexican flower growing company. The company has gained international recognition for the quality of the products it grows. It's chiefly known for its attention to all the details that boost quality levels, attention and market satisfaction.

Floriculture is the branch of horticulture concerned with the cultivation of ornamental plants and flowers at an industrialised level for decorative, cosmetic or medicinal use. It's generally considered to be a very demanding crop in terms of climate and lighting conditions, so the selection and size of all the auxiliary elements in the greenhouse is vitally important.

ULMA Agrícola has extensive experience in building facilities that meet the needs of this delicate kind of crop. In this case, the decision was made to subdivide the project into 4 different areas according to the kind of crop to be grown in each one. For interior climate control, a double inflated film system, recirculation fans, water heaters and internal and external thermal screens were installed. The equipment is controlled independently for each area, so the management of each one can be adapted according to the specific needs of each crop.

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ULMA ARCHITECTURAL SOLUTIONS

## New commercial and corporate support material for ULMA Architectural Solutions in Basque

At ULMA Architectural Solutions, normalisation and sensitivity about the use of Basque in the cooperative is a key value. After doing an analysis of the support material used in Basque both within the ULMA Group and in nearby cooperatives, ULMA Architectural Solutions has adapted its most important corporate and commercial support material to the Basque language.

The physical documents that have been adapted are the following: the Façade Renovation brochure, the brochure with our complete range of drainage systems and the general catalogue where all our

business lines appear. Additionally, the audio-visual material that has been published includes the corporate and façade renovation videos.

In this way, our primary goal is to give our customers friendly and trustworthy services without forgetting our origins.



ULMA CONVEYOR COMPONENTS

## International expansion

As part of its sales network expansion strategy, ULMA Conveyor Components has hired 2 people for its Peru and US subsidiaries.

Rosember Héctor Cornejo Arce has been hired for the Peru subsidiary. He will carry out the duties of Commercial Manager with the goal of expanding the field of operations in Peru. His main responsibility is to handle Southern Peru at its three facilities: the Toquepala and Cuajone mines and the ILO foundry and port.

Rosember has extensive experience in the Peruvian mining industry, where he has spent almost his entire career, and likewise, he has handled Southern Peru for other companies.

In the US, the services of Juan Zarate from UCC have been hired as Business Development Americas, with headquarters in Denver, Colorado with the goal of developing the distributors network in the US and Canada.

Juan Zarate comes from the mining industry where he has spent his career in mining companies like Newmont Mining Corporation and Golden Star Resources Ltd. as well as mining supply companies like Esco Corporation and Bradken USA.

With these new hires, ULMA Conveyor Components is spotlighting the commitment it has made to the Americas.

## Markel Olano

### Deputy General of Gipuzkoa

Born 2 June, 1965 in Beasain. He has a degree in philosophy and he has filled different roles in the PNV throughout his political career. He's been the highest ranking party official in areas such as education, culture and new technologies. He's currently in his second term as Deputy General of Gipuzkoa.



“ After years of deep economic crisis that has seriously impacted our society, how would Markel Olano judge the current social and economic situation of Gipuzkoa?

It's a situation of gradual recovery, but it's happening within a changing international context that makes companies feel constantly under stress. In general, they're all talking about recovery in terms of orders and billing, but also about narrower margins. Furthermore, there are a number of open fronts (internationalisation, R&D&i, industry 4.0) that make these times very exciting

but, at the same time, extremely critical because we either get on board now or we might run the risk of descending into a process of de-industrialisation. And, the Regional Government's attitude in this context is to stay close to companies in order to foster competitive and socially advanced industry. That's the only way we can maintain the socio-economic model of Gipuzkoa where the competitiveness of our industry and businesses makes it possible for us to create jobs and maintain high quality social services, and in this way we can fight inequality at all levels.

“ All these years of crisis has exposed a few threats but also some opportunities. Does the Deputy General of Gipuzkoa think that the society of Gipuzkoa is prepared to face the challenges on our doorstep?

After everything these years of crisis have meant, whose consequences are still being felt by a lot of people and families, I see a society that's worried, but also committed to building a future where we can take steps towards improving levels of well-being and solidarity. Gipuzkoa is striving to modernise its infrastructure, production systems and its social well-

“ *The Basque cooperative movement is globally recognised in cooperative work and it represents Gipuzkoa around the world as associating advanced concepts in knowledge, intelligence, competitiveness, innovation and research with other issues like solidarity, cooperation, auzolan (communal neighbourhood work), diversity and work culture.*

being system while also building a more and more fair society with less inequality. I think our society is prepared to take on the challenge. As a territory, we need to be ambitious and look at the most advanced models in Europe so we can, on one hand, transform our industry to achieve greater competitiveness and, on the other hand, find answers to social issues like reconciliation and co-responsibility, the ageing of our population and integrating the most disadvantaged groups into the labour market.

“ One of our territory's strengths has been its industrial fabric. Moreover, Gipuzkoa has a long tradition of entrepreneurship. Markel Olano thinks we still have those things... What are institutions proposing to foster entrepreneurship and industry?

If we want to maintain the levels of social well-being that we've been used to up to now, we need to stay committed to industry as a primary motor of our economy. And if we have our current industrial fabric, which is cutting edge in many areas, it's because of the entrepreneurship of a lot of people who have worked very hard for a project, elbow to elbow with other people, and they've had the vision necessary to carry our companies forward. Since the beginning of this term, the General Assembly has set the reactivation of the economy as its primary goal. And, to those ends, we've initiated the Economic Reactivation Plan for 2015-2019, with a budget of 200 million euros. One of the programmes in the plan is aimed precisely at fostering entrepreneurship. I'd like to highlight on this point the need to foster intra-entrepreneurship between companies. By that I mean, companies

themselves should identify and generate ideas that can give rise to new lines of business or innovative improvements in existing products. ULMA, in particular, is a very good example of this. It shows us the importance of intra-entrepreneurship because it makes it possible to diversify and create new lines of business.

“ The cooperative landscape in Gipuzkoa has a strong industrial tradition backing it up. How does Markel Olano think cooperativism has influenced the social and economic development of Gipuzkoa?

It's not an exaggeration to say Gipuzkoa wouldn't be the same territory without cooperativism. Our society, our companies, would be different, which is why I see cooperativism as having made a vital contribution to the development of Gipuzkoa. MONDRAGON is one of the most notable assets our territory has, and one of the ones that best represents the values of the society of Gipuzkoa; the way we work and who we are. The Basque cooperative movement is globally recognised in cooperative work and it represents Gipuzkoa around the world as associating advanced concepts in knowledge, intelligence, competitiveness, innovation and research with other issues like solidarity, cooperation, auzolan (communal neighbourhood work), diversity and work culture.

“ To finish up, Markel Olano, Deputy General of Gipuzkoa, has recently visited the ULMA Group. What can you tell us about ULMA? Do you have a message for its members and workers?

I'd like to acknowledge and highlight ULMA's commitment, and the entire MONDRAGON group's in general, to the

territory and the people that make up its society. That commitment has led ULMA to hire 600 more people in recent years, in times of crisis. I'd like to underline that recognition and, from there, I extend my congratulations to everybody who is part of this project. ULMA shows us that through firm and ongoing commitment to innovation and competitiveness opportunities for companies can grow. ULMA shows us how that route is also valid for the challenges we'll be facing as a territory in the future.

“ *ULMA shows us that through firm and ongoing commitment to innovation and competitiveness opportunities for companies can grow.*

# Susana Unzurrunzaga, 45 years working at ULMA



**SUSANA UNZURRUNZAGA.**  
ULMA Packaging  
**The longest working active member of the ULMA Group, at ULMA since May 1972.**

“ If our information is correct, you’ve been with ULMA since May 1972. This is your 45th year with us, which makes you the longest working active member not just in Packaging, but in the entire ULMA Group. Did you know that? When are you planning on retiring?

I wasn’t entirely sure, but I did suspect that might be the case. Just a few days ago, I was talking about it with some of my co-workers who are also close to retirement and, doing the numbers, it seemed like I was the one who had been in Packaging the longest.

What I didn’t know was that I’ve also been here the longest out of anybody in the whole ULMA Group.

As far as when I’m retiring, it’s scheduled for the end of February, 2018. But, with the early retirement subsidies from Lagun-Aro, I’m pretty sure I’ll be retiring at the end of July this year. We’ll see what happens...

“ Tell us Susana, what were the early days in the cooperative like? What has your career in the cooperative been like?

Wow, it’s been so long! But anyway, I had a lot of expectations, being as it was my first job and everything was new to me. It’s a fact that I found myself among some



of the most fantastic, caring people and I only have nice things to say about them.

They were the ones who really showed me what the world we live in is really like. They instilled the principles of cooperativism in me and, I’d say they even taught me what team work is. I’ll always be deeply grateful to them.

My career has had its ups and downs. I’ve had some really good times, less times good times, and also some bad times.

At some point, we all go through really tough times in the cooperative. For example, during the crisis of 1984; we didn’t know how that crisis was going to end and we had to work really hard. But, it worked out and here we are, stronger, bigger and without a doubt a great company and a great group.

As far as my own story, I started out as a draughtsman and then with the re-structuring and all that, I ended up doing everything from being the “copy girl” to working in the purchasing department and now I handle all the administration for the machining department.

“ In your extensive work experience, I imagine you’ve gone through all sorts of things... What times do you have special memories of?

I love reminiscing about the early years. I remember them dearly, because in those years there was a real sense of comradery, which has become pretty rare nowadays. We helped each other out and took care of

each other. Maybe it was because I was very young, but I always felt my co-workers were there for me, and I still feel that way about them today. That’s something I miss these days. So, that’s why those are the years I remember so dearly.

“ After working at ULMA for so many years, you must’ve seen how the cooperative and the ULMA Group itself have evolved. What are your perceptions of that evolution and how do you see the future?

To all appearances, the cooperative has done well. In fact, I’d say it’s done very well in terms of business.

When I started, we were all together. Construction and Packaging were both in Obispo Otadui, and it was all one business. As time went by, we got big and each business has followed its own path. And, in my opinion, it was good thing to split up, because they were two totally different kinds of businesses. And, this way both of them have ended up developing independently of each other.

On the other hand, I think along the way we’ve lost the sense of comradery, the spirit of cooperativism and all those kinds of feelings that should be innate to this kind of business. Nowadays, I feel like everything is too bureaucratic, everyone looks out for themselves. It seems like the directors are on a different level, out of reach. And, all of this, out of principle, should never be allowed in a cooperative. This isn’t a

“ *I love reminiscing about the early years. I remember them dearly, because in those years there was a real sense of comradery*

cooperative any more, it’s something else.

As far as everything else, when I think about the future I think it’ll go well. I don’t know if it’ll grow more or not. But, if they stay together, I think it’ll turn out well.

“ Which people would you like to remember here after a career of nearly 45 years, and why?

In the first place and without a second of doubt, I’d like to remember my sister Maite, who was the one who first got us into cooperativism, first me and later on my sister Mariló. And Vicente Elguero, my first boss, and José Andrés Igartua and all my co-workers from the first years I spent at ULMA. I’d like to thank all of them for their understanding, comradery and help.

“ Lastly, after everything you’ve been through at ULMA. Is there anything you’d like to say to your co-workers at ULMA?

Stay enthusiastic and motivated. You’ve got a great business and a great Group that are worth working for.

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



## The privileged society

“ Raúl, how's it going as president of Mundukide?”

Really good. Even though it doesn't take up a lot of my time. In the months I've been here already, I've had the opportunity to learn some things and participate in a few things.

“ Is that why the “one minute a day” campaign was launched at ULMA?”

That's right. We did the press conference to launch the campaign and we visited all the ULMA locations in Oñati in 10 weeks, between October and December, to collect “minutes”.



“ And, how many people at ULMA have donated their minute a day?”

As of today, 11 people.

“ That's not very many, is it?”

No, it's a lot less than we hoped for. But the campaign is still going on.

“ Why do you think so few people are participating?”

I don't know. Maybe because we don't care about these kinds of things or maybe because we're a little tired of so many outreach programmes. I think, in general, we've become pretty desensitized to these kinds of issues. Even though it's also true that a lot of people do contribute or get involved in different organisations.

“ Now then, for whoever hasn't seen the campaign yet, give us a brief summary.”

It involves donating a small portion of your salary so Mundukide can keep working on its programmes in disadvantaged parts of the world.

“ By small, how much do you mean? Give us an example.”

A minute of your day works out to 0.2% of your salary. We aren't even asking for the famous 0.7%, even though people can obviously donate however many minutes they want.

For example, for someone who earns 2000 euros a month after taxes, one minute would be 4.17 euros a month.

“ What would you say to whoever is reading this to get them involved?”

There's a calculator on the www.unminutoaldia.org website to do the numbers. I'd at least ask people to try it out.

We're part of a privileged few because we live in a prosperous part of the world, but there's a lot of misery and inequality out there.

We can ask the state and other institutions for a lot of things, but each person can always do something. For example, they've now made it so that by sending an SMS to 28014 with the word MUNDUKIDE you can donate 1.20 euros per message to the Mundukide project in Mozambique. In fact, cooperating with those who have the least is at the core of our cooperative model.

“ Lets imagine, if every person working at ULMA donated a minute, what could Mundukide achieve with the money?”

With a donation like that, Mundukide could help more than 3000 families in the Balama and Namuno communities in Mozambique start their own farms, give them the resources they need and teach them the most appropriate techniques for every crop.

A total of 700 hectares of land could be producing food for those families in just a year.

“ And, just to keep dreaming, if all the workers at ULMA gave 0.7% of their salary...”

Then, for example, we could do work for three years in 334 settlements in Brazil, where 26,748 people live, by giving them education to help them improve the management of their cooperatives, where more than 6000 members work in rice, milk, horticulture, meat and seed production, in order to increase their productivity and help them sell more of their products, and additionally strengthen women's rights.

“ With the ULMA Foundation, you can now get involved in a different way and experience solidarity by taking a trip you'll never forget. Tell us about it.”

We believe that having an experience like this is truly enriching and it's something a person will remember for their whole life. It's a good way to raise your awareness. At some point, a lot of people have wanted to take a solidarity trip, but they never make up their minds or they don't know how to do it. Now, the ULMA Foundation has several opportunities for its members to have an experience of solidarity and make a contribution to different programmes and different places.

“ What kind of person is suited for this?”

Being as there are a lot of options, it's a matter of looking at the qualifications of each person who wants to participate and see what they can contribute at the destination and how they can fit into the needs of Mundukide. Nothing is set in stone. It's a question of putting all the pieces together. There's also the option to take a trip for just a few days without tying it to any specific job and regardless of the person's qualifications.

“ And, how will the ULMA Foundation



\*1,20€/sms  
The whole donation goes to the MUNDUKIDE project in Mozambique.

help with the trip?

That's something that can be worked out later between Mundukide, the person who wants to travel and the ULMA Foundation. As I said before, there will be several options and it's a question of sitting down and talking about it.

“ What does someone who's interested need to do?”

With this article, I encourage anyone who's interested to contact the ULMA Foundation, no strings attached.

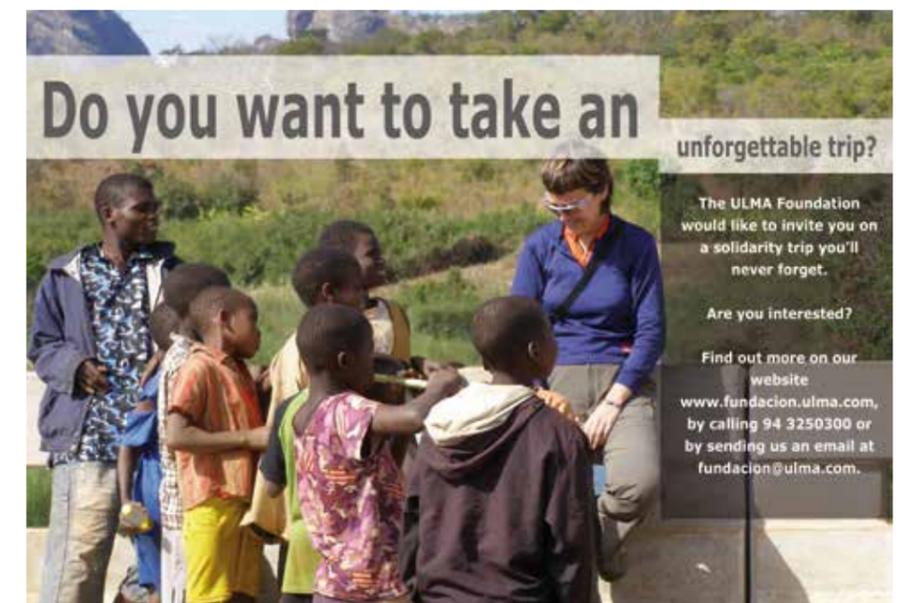
- Email: fundacion@ulma.com

- telephone: 943 250 300.

We'll talk and try to find the most appropriate option.

The final decision can be made after thinking it over once you have all the information you need.

We'd like to have some specific proposals on the table by April and have interested people already making decisions.



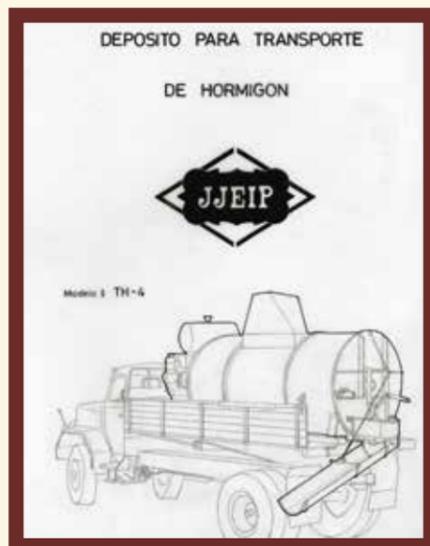
## A wink at the past



### JJEIP TH-4 concrete transportation tank

The beginning of a “fruitful” business

It was the 60s when the TH-4 cement mixer was born under what was in those days the JJEIP brand (nowadays ULMA Construction). Not many people will remember this rather odd product because it was only on the market for a short time. It wasn't exactly among the top products of the old JJEIP brand and not many units were sold, among other reasons because the concrete dried inside. Nevertheless, the cement truck is not without its curiosities. When there was no concrete, in those days they would think “good be the wine”. Why did we say that? On several occasions, the truck was used to transport wine and, as a result, it can be said that at ULMA as well, crisis sharpens ingenuity.



IF YOU HAVE ANY IMAGES LIKE THIS AND/OR YOU REMEMBER ANY HISTORICAL MOMENTS, YOU CAN CONTACT US TO HAVE IT PUBLISHED IN THIS SECTION WHERE WE LOOK BACK ON THE HISTORY OF ULMA.

THANKS IN ADVANCE FOR YOUR INVALUABLE PARTICIPATION!



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# www.ulma.com

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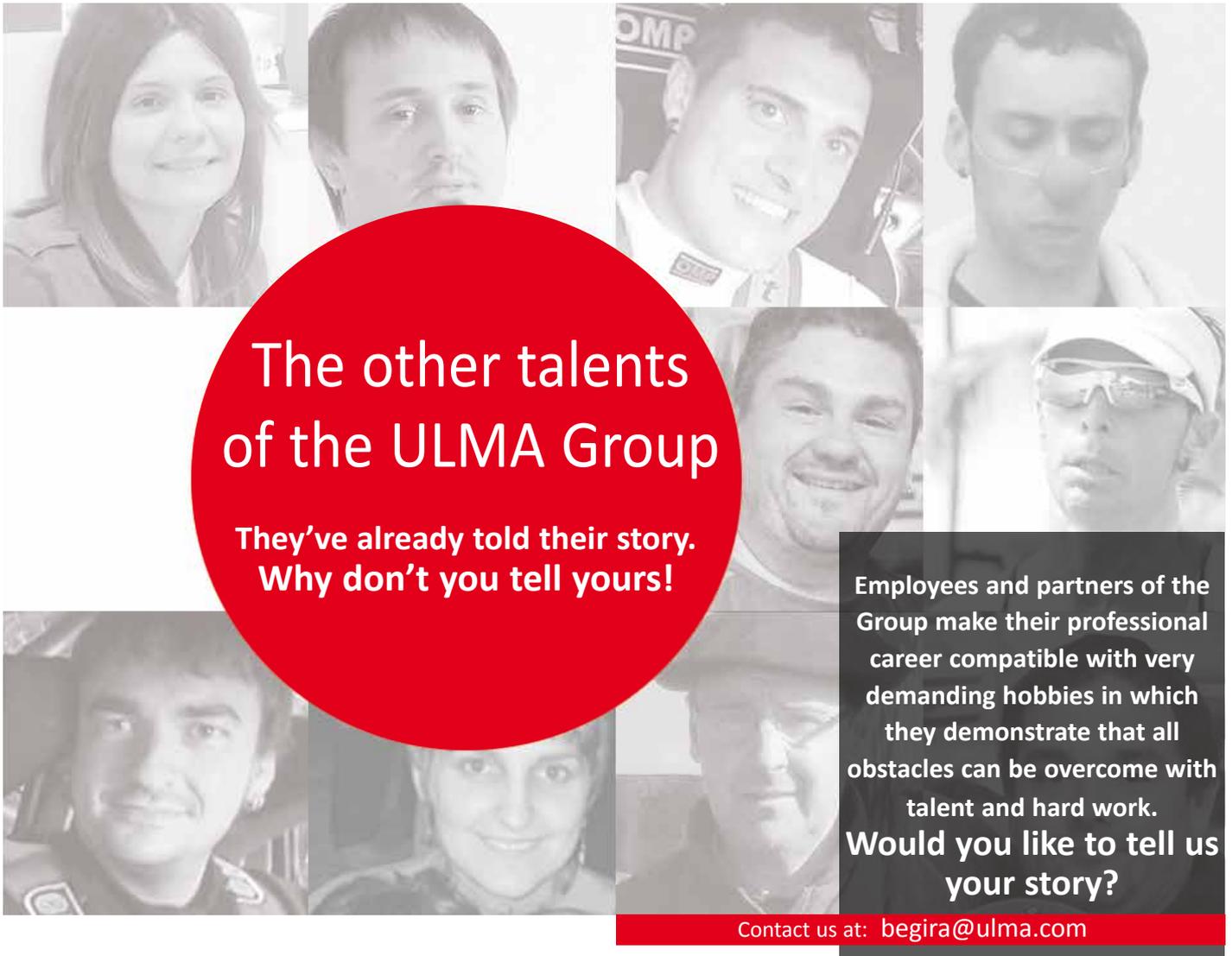
Corporate Magazine

See what's happening at the ULMA Group in pictures.

**Flickr**

Follow the ULMA Group @GrupoULMATaldea

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**The other talents  
of the ULMA Group**

**They've already told their story.  
Why don't you tell yours!**

Employees and partners of the Group make their professional career compatible with very demanding hobbies in which they demonstrate that all obstacles can be overcome with talent and hard work. **Would you like to tell us your story?**

Contact us at: [begira@ulma.com](mailto:begira@ulma.com)

**RETIREMENTS: From 1 January to 31 March, 2017**



Begoña Urrestarazu Iraola

Jose Antonio Umeraz Ugarte

Jose Maria Espadamala Casbas

Rafael Aiastui Arregui

Juani Aguirre Beitia

Juncal Abaunz Biain

Felix Esperesate Gutierrez

**Thank you all and enjoy! Congratulations**