

Start

5th EDITION
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LET'S MOVE INTO 5TH GEAR



**A BRIDGE TOWARDS
THE FUTURE**



**MARRAFFA RECEIVES
THE SPMT AWARD
ILTA 2015**



**THE ROTTERDAM OF
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**THE BAROQUE
GREATNESS OF
PUGLIA**



"You got a dream. You gotta protect it. People can't do something themselves, they wanna tell you can't do it. If you want something, go get it."

Gabriele Muccino - "The Pursuit of Happiness"





The editorial

LET'S MOVE INTO 5TH GEAR

We are ready to overtake; now we have to floor it.

You know that feeling when you are stuck in a narrow country road crawling along at 20 km an hour behind a tractor that seems determined to test your patience?

You know that you want to go faster, but you can't until the road widens out, and it's only then that you can "move into 5th gear". Then at a later point the road becomes a dual-carriageway, and everyone is free to choose their own speed (keeping within the legal speed limit of course). We are exactly where you left us in the last edition, inside our truck, ready to continue our trip. 2016 is set to be an "overtaking" year. During the first nine months of 2015 the Banca d'Italia defined economic growth in Puglia as "moderate", with a "slight improvement" in industrial activity, and a higher number of companies reporting an increase in their turnover with regard to those who registered a decrease. After 7 years of recession even the building industry has shown a slight increase in turnover and the labour market is also looking more positive. Exports were up in the first half of the year as well. The positive signs are not just limited to Puglia. On a national level things are looking better due to a growth in internal demand and a more stable labour market.

In this new edition of START we are going to introduce you to the ATF

400G-6, the latest addition here at MARRAFFA, and a machine with extraordinary lifting capacity and ease of use in the assembly process. We will also take a look at the new Merlo Roto 60.24 MCSS, the newest arrival for VENPASUD.

Next we will go to our regional capital, Bari, to talk about you the on-going project on the cable-stayed bridge that will connect Via Nazariantz and via Tatarella and will finally relieve traffic congestion in the Libertà district. We will tell you a little something about Giuseppe and Donato, before explaining how committed we are to training and health and safety. We'll also make a stop at Tempa Rossa where we will proudly talk about the on-going challenges we face in the field of abnormal loads, a fact that was recently recognized in the ILTA 2015 Oversize SPMT Load Awards that took place in Piacenza.

We will also take the chance to talk to you about the Port of Taranto, and how ambitious plans seem to offer the possibility to transform a moment of economic crisis into a real opportunity for growth. Last but certainly not least, we will talk about the beautiful region our companies call home, Puglia, with its magnificent Baroque-style architecture. Happy 2016 and may it be a year for overtaking! Now is the time to move into 5th gear.

Start

magazine

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A WORD WITH OUR EMPLOYEES



The Tempa Rossa oilfield is situated in the Sauro valley, in the southern Italian region of Basilicata. The project covers the whole Corleto Perticara (PZ) area, 4 km away from where the oil refinery will be located. Once fully operational the site will be one of the most advanced ever seen in the oil industry.

MARRAFFA and VENPASUD are both involved in this project, contributing both men and machines. Donato Montanaro is a 31-year-old crane operator, who has been with MARRAFFA for 5 years. He proudly and professionally serves the company, and while he is fully aware of his abilities, he remains humble enough to recognize that there is always something new to learn. His speciality is team work as he understands that in certain situations driving a crane is like "driving blind" you have to trust exactly what your colleagues tell you to do. "You have to completely trust your team - says Donato - because when you drive a crane your eyes are just not enough, your colleagues' eyes become your eyes, what they see becomes what you see, and safety always plays a crucial role".

On-going vocational training and health and safety are the right road to take in order to continue our growth and improve our professional skills, while never ceasing to challenge the forces of gravity.



"One day I woke up and told myself I know how to play a guitar. Obviously it wasn't true, however, that morning I went to buy one and decided to learn how to play it". This is the kind of effort that **Giuseppe Lupoli** puts into his working days and his private life. A 40-year-old expert mechanic, he's been with VENPASUD

since 2002, where he's involved in external maintenance. A lathe turner by trade, specialized in machine tools, Giuseppe's previously worked in this sector before joining us at VENPASUD. Working in maintenance can also sometimes mean "fire-fighting" to solve all sorts of problems that a particular piece of machinery could throw up. Giuseppe faces the continual challenge of finding a solution to these types of problems.

Article 71 of Legislative Decree no. 81 requires that all vehicles be properly maintained and checked. Any maintenance work must be carried out by a qualified mechanic according to the schedule and manner prescribed by the vehicle manufacturer.

All work is recorded in the maintenance register. In addition to these standard procedures the mobile lifting platforms working at height have to undergo periodic annual checks and VENPASUD provides its clients with a network of workshops and specialized maintenance technicians across the whole of Italy.



A BRIDGE TOWARDS THE FUTURE

Two enormous legs, 78 meters high, transported and lifted into position by MARRAFFA and VENPASUD vehicles.

We are in Bari, Puglia, where a cable-stayed bridge is slowly rising from the ground. A gigantic construction almost like a big upside-down V-shaped antenna, with 24 steel rope cable stays, 12 on one side and 12 on the other from which the bridge hangs.

The bridge, at around 626 meters will sail over the railway tracks and link Via Nazariantz to via Tatarella and should finally relieve traffic congestion in the Libertà district.

The structure will have 4 lanes for vehicles together with a 2-metre wide cycling/pedestrian lane. It will undoubtedly be an architectural masterpiece - or so the design team claim - which, once operational, will be able to carry up to 2000 vehicles an hour.

The Bridge will be open to traffic in June 2016.

MARRAFFA RECEIVES THE SPMT AWARD - ILTA 2015



During the **GIS 2015** show, the ILTA (Italian Lifting and Transportation Awards) were presented to the best operators in the lifting and exceptional transport sectors.

At a Gala event, organized by Mediapoint&Communication (who were also responsible for the organization of the GIS show which was held at the same time in the nearby Piacenza Expo), the ILTA Awards were presented in front of more than 190 people, composed of delegates from the main Italian lifting and transportation companies, together with representatives from the world of politics.

We are honoured to say the award for best transport using an SPMT went to MARRAFFA SRL.

The event was held in the "Sala degli Arazzi del Collegio Alberoni" in Piacenza, a wonderful example of Italian art which provided a stunning backdrop to a veritable parade of technology and high-level professionalism that has dealt with some of the most unique lifting and transportation situations, both in terms of the level of difficulty and the precise use of the vehicles involved. During the course of the evening the winners of the various categories were also announced. In addition to the prize awarded to MARRAFFA, other companies also received recognition such as Vernazza and La Molisana-Terminal Service, respectively for lifting and exceptional transport with a combination of trailers.



ATF 400G-6 STRONGER THAN THE OTHERS

The **ATF 400G-6** with a counterweight of 138 tonnes comes fitted with a 78.5 metre boom and uses a new type of suspension known as the "Power System". This mobile crane is equipped with a standard 6-axle chassis; however it stands out from its competitors in the same category. What makes the difference is its powerful main boom. Even without its Power System, this mobile crane has extremely high lifting potential. Why not take a look for yourself?

Technical data sheet:

- Max. Lifting Capacity 400 t
- Boom 15 m - 60 m
- Boom extension 5.5 m - 78.5 m
- Max. sheave height 125 m
- Max. radius 86 m

Dimensions

- Length: 17.9 m
- Width: 3 m
- Height: 3.99 m



Look at us as we work



MERLO ROTO 60.24 MCSS HIGHER THAN THE OTHERS

With the Roto range telescopic handlers, it is now possible to work at 360° thanks to a turntable that offers a greater range than a compact handler. This is our new **Merlo Roto 60.24 MCSS**. Rotos are now capable of reaching significant heights and lifting up to 6 tonnes, while both their weight and dimensions have been reduced to allow for more manageability and to reduce fuel consumption. In addition the chassis has also been lowered to enable the crane to perform more safely on uneven, sloping ground.

Technical data sheet:

- Maximum lift height 23.9 m
- Maximum Load Capacity 6000 kg
- Hydraulic Capacity 124 l
- Empty Weight 18700 kg
- Width 2.49 m
- Length 7.43 m
- Height 3.1 m
- Engine - Power 176 CV
- Max Speed 40 Km/h
- Transmission Hydrostatic 2V



THE ROTTERDAM OF THE MEDITERRANEAN

The future of the port of Taranto

As management under Tct finally comes to an end, the port of Taranto is now awaiting the arrival of a new port operator, who will be capable of turning this regional capital on the Ionian into the new Rotterdam of the Mediterranean. The port authority commissioner, Sergio Prete, was recently received at the Ministry for Infrastructure and Transportation to draw up the public tender announcement for the container port. A step that it was not possible to take until agreement was finally reached between Tct and the port authority for the handover of the 1200 m quay that Tct has benefitted from since 2001.

Nevertheless, there are still several aspects that are not clear in the new tender. There seems to be a push for a terminal that not only focuses on transshipment, but one that would also make the most of the full range of port assets, by bringing together a more varied use of the available infrastructure, starting with opening it up to logistics use. After completing the first in a series of new infrastructure projects to the tune of 219 million euros, Commissioner Sergio Prete is a full supporter of this idea. The strengths that the port of Taranto has to offer lie in the infrastructural facilities it can provide between the quay and the port storage area, the considerable investments being made in upgrading the quay, dredging and other works and the railway terminal and connections. We should also not forget that Taranto will be the headquarters of the Port Authorities in Puglia and will therefore gradually take on control of the other three; Bari, Brindisi and Manfredonia.



THE BAROQUE GREATNESS OF PUGLIA



The Asterisco association from Martina Franca (TA) recently presented a new book "Martina Barocca e Rococò". This is the latest work from local writer Piero Marinò for the Nuova Editrice Apulia publishing house, owned by Silvio Laddomada.

A volume of immeasurable historical value, it features all of the architectural and artistic beauties of Martina Franca along with precise, descriptive explanations and offers a journey into the beautiful heart of the capital city of the Valle D'Itria with more than 900 stunning photos. The book began as an attempt to collect together the results of different research projects carried out by local historians and published in the annual "Riflessioni" publication of the "Humanism of the Stone" group. It remains an important book, not only for the experts in this field, but also as a valuable tool to give the vast majority of the population a clearer insight into our local art and architecture.