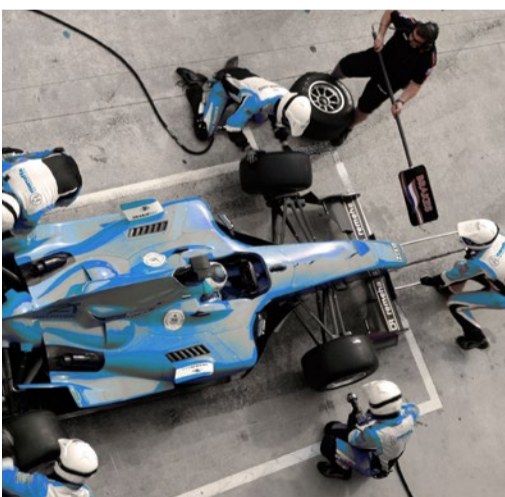


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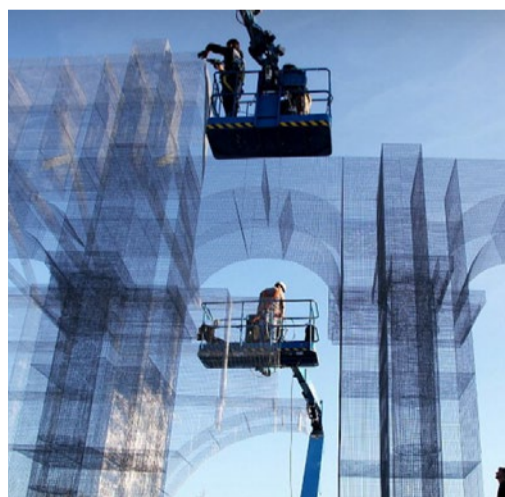
EVEN ELEPHANTS CAN RUN



**DO NOT TELL OUR
SECRET TO ANYONE**



**OPENING OUR DOORS
TO OUR FAMILIES**



**AN EARLY CHRISTIAN
BASILICA BROUGHT
BACK TO LIFE**

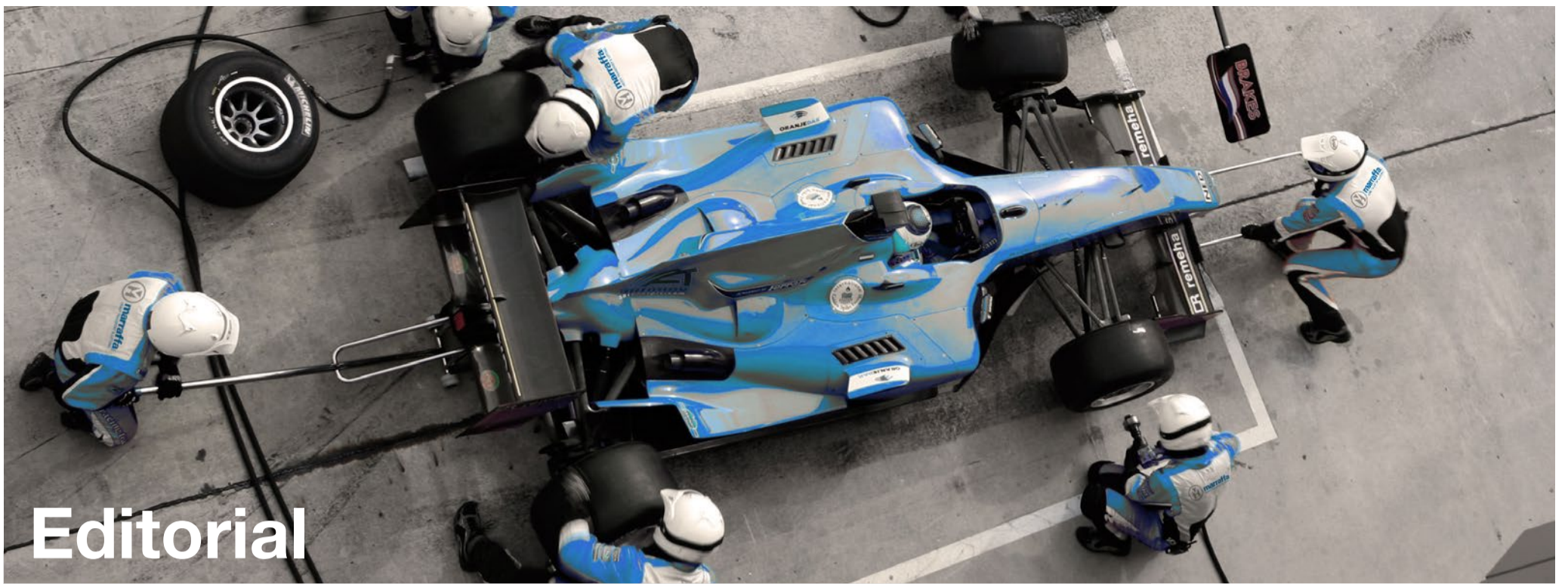


**A JOURNEY FROM
SLOVAKIA TO
BASILICATA**

"I've lost the best years of my life. You told me that emotions are overrated, but this is complete crap. Emotions are all we've got"

from the film "Youth" by Paolo Sorrentino





Editorial

DO NOT TELL ANYONE. Our secret? Team play and individual skills.

When you start working with a team, you have to let them go their own way and in the end you'll owe everything to them.

(Michael Schumacher)

An ancient proverb from Burkina Faso says "if ants decide to work together, they will be able to move an elephant". Team work has now become strategically important. Many companies, from SMEs to the largest multinationals, are on the constant look-out for tips and strategies and invest heavily in order to enhance the efficiency of their teams. Nowadays even the most famous football teams lose games because they just can't play together, and each player plays as an individual, not as a team.

We have now come to the sixth edition of this publication but we are not alone on our journey. There are all of our employees with their unique life stories, our suppliers with their needs, and of course our clients, ever-increasing in both number and demands. Our challenges are becoming always more ambitious, our goals more difficult, and our objectives more demanding. We are like elephants trying to walk on a thin cable, but that's the beauty of our job, striving to turn what seems impossible into something that is possible.

As we said, one of our secrets is teamwork, both in our private life and in our jobs. Massimo Montino, a young 30-year-old member of our team, fully understands the meaning of these words and

his precious work, together with that of his colleagues, is helping Venpasud to obtain its success. After work, he puts on a pair of shorts, a shirt and basket shoes, and goes straight off to play basketball. The Martina Franca Basketball Amateurs is his team, but it is also the organization in which Marraffa decided to invest, to offer those who love basketball the chance to continue to be a part of this sport. Printed on the team shirt is our company logo, but inside each and every one of those shirts are people with their own stories to tell.

Just a few days before Christmas, on a cold winter afternoon, the doors of MARRAFFA and VENPASUD were thrown open to welcome the families of our employees and partners. A festive, shared moment of fun thanks to Uccio De Santis (a famous Apulian comedian) and to the numerous street artists, some of which performed on silk lines suspended from one of the cranes in our fleet, which was on display. The open day concluded with a taste of some of the excellent products Puglia has to offer, under a sky illuminated by fireworks. Our doors are always open to our families, after all, aren't we just one big family?

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magazine

Periodic free distribution in Italy and abroad
Registration Court of Taranto n. 10/2013 of 26 July, 2013

Printer industria grafica - Mesagne (Br)
Publisher Venpa Sud srl
Editorial staff Massimo Montino - Giovanni Marraffa
Graphic design GFC Associati
Translation Lucy Roberts - Pasquale Marraffa
Chief Editor Ottavio Cristofaro
Year Founded 2014 - N.6
Closed in preparation 15 marzo 2016



AN EARLY CHRISTIAN BASILICA BROUGHT BACK TO LIFE



*Watch the interview
with the artist*



Venpasud project manager Ezio Conte worked alongside Cobar (from Altamura), an Apulian company specialized in the design and construction of building projects for both the private and public sectors, to supply 2 of our machines, a GENIE Z135, with a max. height of 43 metres, and a 30-metre RAGNO TSJ, for the construction of Edoardo Tresoldi's great sculptural work in the archaeological site of Siponto (in Manfredonia in the province of Foggia). A total of seven tons of iron wire that extends up more than 14 meters into the air.

As a result of his on-going collaboration with archaeologists, the young artist has used a wire-mesh structure to start rebuilding the side wall of what used to be the Basilica of Saint Mary.

The project has provided the opportunity of visualising the immense size of the pre-existing early Christian structure and at the same time of bringing to life the relationship between the ancient and contemporary structures.

With the promotion of the Ministry of Cultural Heritage and Activities and in partnership with the Apulian archaeological body, the initiative aims to enhance the archaeological site to serve as more than just a background and location for artistic works, as clarified by the superintendent Luigi La Rocca.

The installation was inaugurated on the 12 March, 2016.

OPENING OUR DOORS TO OUR FAMILIES



Watch the video summary of the initiative



A JOURNEY FROM SLOVAKIA



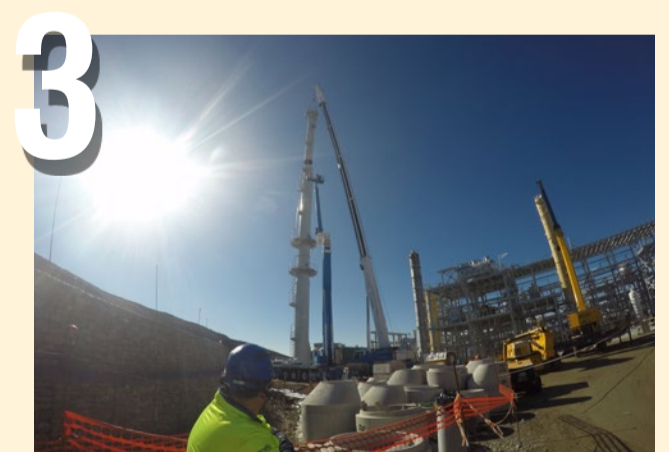
Cms.1793x210x230 kgs.13.500

Three parts of a chimney that started their journey far away, all destined for the Basilicata region of southern Italy. Their journey began on the Hornád river in eastern Slovakia, near the border with Poland, Ukraine and Hungary, in Kosice whose 240,000 citizens make it the second largest city in Slovakia. Three exceptional transport convoys, each almost 30 meters long, passed through the cold Slovakian and Austrian landscapes to reach Italy. Accompanied by safety cars, the three convoys took around 5 days to make the trip, which brought them to Corleto Perticara, another town at the



Cms. 2134x250x266 kgs.22.000

foot of a mountain, but this time in the heart of Basilicata, in the province of Potenza. Awaiting the three convoys were four experienced crane operators who lifted the three chimney parts and loaded them onto a 12-axle SPMT. With its 360° electronic steering, it is the ideal choice for overcoming the narrow hairpin turns of Basilicata and the 17% slopes that separate the transshipping area from the final destination; the new Total refinery in the heart of the Italian South. After three days of up and down along the 17 km route,



Cms.2157x294x295 kgs.33.700

the chimney parts were lined-up on site next to the base platform that will support the chimney for many years to come. With a little help from the new Marraffa s.r.l ATF 400 crane and a secondary smaller crane, the three parts were lifted into a vertical position and then stacked one on top of the other to form a chimney 65 meters high. In order to facilitate all the technical difficulties, Marraffa was able to count on the support of the Wumag 103 meter crane owned by Venpasud, which also supplied a Merlo 101 to simplify the placement work of the ATF 400 ton.



THE ASTERISCO AWARD

Watch the full video of the evening

Matteo (Teo) Pizzigallo, Professor of International Relations at the “Federico II” University in Naples and at the Aviation Academy in Pozzuoli, is the winner of the sixth edition of the Asterisco Award. Presented annually by the Asterisco Association of Martina Franca, this prestigious award is conferred on distinguished people, with origins in Martina Franca, who were able to carry the good name of Martina Franca onto the national and international stage.

This important event, organized by the Asterisco Association, has the main objective of recognizing the work and commitment of people from Martina Franca who are capable of exporting the good name of our city beyond local boundaries. The occasion was also marked with the release of the Asterisco 2016 calendar which, in accordance with the “Holy Year” proclaimed by Pope Francesco, is entirely dedicated to the reopening of the Mount Purgatory Church in Martina Franca. A superb collection of unpublished images snapped from original perspectives with the aid of Marraffa lifting equipment and captured thanks to the creative talent of photographer Piero Narcisi.

The sixth edition of the award also saw the presentation of two “Honourable Mentions” to Stefano Caroli, owner of the “Antica Masseria Caroli”, and to Michele Fumarola, chairman of Icoman and producer of the famous Berwich brand of trousers.



www.associazioneeasterisco.it

AN OVERVIEW OF THE CURRENT SITUATION BY PROF. PIZZIGALLO

Matteo Pizzigallo, born in Martina Franca in 1950, is a Professor in the History of International Relations at the “Federico II” University in Naples and the Aviation Academy in Pozzuoli. He is also a pundit in the international politics sector for RAI, TG1, UNOMATTINA, GR1 and RADIO VATICANA, and in print, he writes cultural articles for “GAZZETTA DEL MEZZOGIORNO”. Pizzigallo is one of the most quoted scholars in the field of economic diplomacy and Euro-Mediterranean relations and has dedicated many years to the study of these complex and sensitive issues. In so doing, he has provided a sensitive contribution and stimulus to peace between peoples, while never cutting the umbilical cord that ties him to his roots in Martina Franca.

The importance of memory

In fact – says Teo Pizzigallo – I was an emigrant. First my studies and later my job obliged me to be one. It was, however, thanks to my mother, that I understood that I had to give something back to the place where I grew up, thus I decided to provide my knowledge, or to be more precise to make available the things that I know how to do. Sometimes the phone can multiply your anxiety because direct, personal contact with another human being is way better, but at the same time it gave me the opportunity of remaining in contact with my mother and thus with my roots, in those long Sunday phone calls. Initially when

I was younger, there was a strong desire to leave, but trust me, the opposing desire to return to your roots will always win out and for me that means Puglia.

The importance of memory

Hungary should not forget that in 1956 well over 200,000 Hungarians left their country, as refugees, and were welcomed by other European and Western countries. Many of those fleeing had been actively involved in the resistance movement against the Russian invasion or fled because they had been singled-out by the Soviet military. Of course, it is sometimes inappropriate to draw parallels between different periods, but today the Hungarian government finds itself trying to handle a situation in which the roles have been reversed, but instead of helping these people, they are raising a wall against them. We need to increase our awareness in a more complex, welcoming culture, and promote dialogue, but without ever giving up a single crumb of our own culture, our roots and who we are. Some of the secrets for good dialogue are knowledge, education and mutual respect. Here in Italy we should feel proud, as our “Mare Nostrum” initiative has already saved the lives of thousands of people.

Oil price at its lowest point since 2009

Possession and control of the energy market has always been the privileged field where modern inter-imperialist multinationals



clash, which inevitably leads to the involvement of their respective governments. We are currently in the middle of an acute phase of the conflict with regard to international political repercussions, which has been triggered by the possible use of shale gas, and might upset the more established structures.

We need antibodies to protect our freedom

The events in Paris horrified us all. Every time the voice of an intellectual is stifled, or worse still, smothered through the use of violence, no matter whose voice it was, or what he or she said, a small part of our freedom dies. It is precisely for this reason that we must remain vigilant and produce antibodies to this violence, such as the extraordinary popular demonstration we saw in Paris, which was able to unite people with different cultures and of different religions from all over the world.