

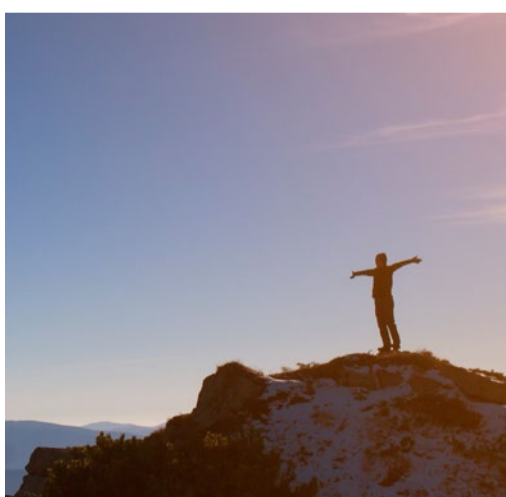
Start

magazine

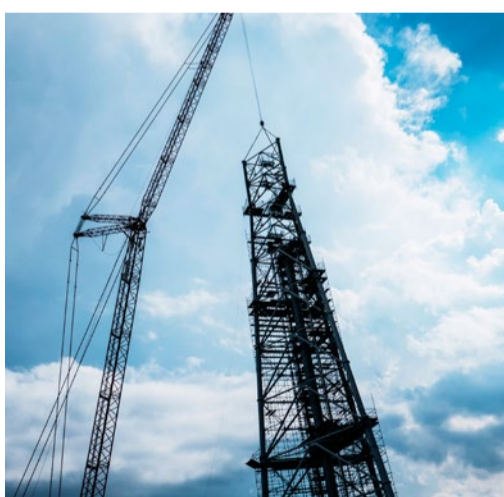
N. 08
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DON'T FORGET, LIFE SHOULD ALWAYS BE A CHALLENGE



EVERY DAY IS DIFFERENT



THE "FLARE", WHEN THE IMPOSSIBLE BECOMES POSSIBLE



SAFETY: ZERO INJURIES AWARD



ENVIRONMENT: PRODUCING WIND POWER

LIFE IS A COMEDY WRITTEN BY A SADISTIC COMEDY WRITER
WRITER (Woody Allen movie "Café Society" – 2016)



EVERY DAY IS DIFFERENT

EVERY DAY, EVERY SINGLE DAY, CAN MAKE A DIFFERENCE

"What separates the winners from the losers is how a person reacts to each new twist of fate" (Donald Trump, President Elect, USA)



There are days in which nothing happens and days in which everything might change. Do you know how many times a carbon ion is attracted by a hydrogen atom? Well, let me tell you: 10 trillion times a day. And do you know how many times an oxygen electron joins this mix? Just once - or at least, up until now it has happened only once. And do you know what happened that time? The Universe was born. Now go and tell the carbon ions that every day is the same. Go tell that to Donald Trump who one day would become the President of the United States, against all the odds. And go tell that to Bob Dylan that one he would be awarded a Nobel Prize.

In our line of work we know that every single day is important and that our challenges will never cease to grow. In this issue of START we will tell you the story of Diego, whose dad Angelo was the first employee hired by Marraffa s.r.l.; then we will tell you a little bit about Enrico and Andrea, who have only recently have become part of our family and started working in our new site in Marghera. We will tell you something about Antonio Lenoci whose company captures the power of the wind in order to turn it into electrical energy and the passion we share for renewable energy. The environment and Health and safety are two of the pillars which guide our daily work, so we will give you an insight into an award that we are very proud to have been rewarded by Total. Finally, on the last page, we will tell you our story, how Venpasud was started exactly 20 years ago and that in 2017 Marraffa will celebrate its first 40 years in business. Nevertheless, as we do not want to break our tradition of creating something new in our company every 20 years, this year saw the birth of the WERENT brand..

We still do not know what will happen tomorrow, let alone what awaits us next year, but what we do know is that whatever it is will be wonderful.

Start

magazine

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CHALLENGE: ZERO INJURIES

SAFETY AWARD REWARDED BY TOTAL E&P ITALY



Last April, Total E&P Italy, as part of the construction work continuing at the new Tempa Rossa platform, decided to reward deserving workers and companies who had proved themselves able to conduct their operations on the site without any injury and had therefore contributed through their attention to detail and experience to making the work place as safe as possible.

For this reason MARRAFFA, considered the most deserving subcontractor, and Martino Bufano, our specialized crane operator who has personally handled more than 100 lifts on site, were rewarded with two "Safety Awards", making us extremely proud and highlighting the importance of a complicated job which is very often underestimated. These awards also show how successful a job can be when proper teamwork comes together.



Diego was just a child when he first climbed up into the truck belonging to his dad Angelo, our first employee here at MARRAFFA. Today Diego is 24, and represents the second generation of Marraffa employees, having started work with us at the young age of 20, just like his dad.

Being Angelo's son did not make things any easier for Diego, he has had to work his way up the ladder in the company and find his own way to shine. Today he deals with abnormal loads, from receipt of the order to the preparation of the transport itself, making sure that every authorization and permit that is needed is acquired, he

handles the necessary safety cars and manages customer relations.

Diego's job consists of a series of complex tasks and requires a great degree of responsibility, skills which are also important in VENPASUD, especially now that the company handles transports almost everywhere; Spain, the U.K., Sweden, Norway, Germany, Romania and the Netherlands, are just some of the countries in which MARRAFFA has worked in the last few months. Before even reaching the road, every transport needs to be carefully organized, the route and the itinerary have to be planned, taking into consideration every possible risk and preparing any necessary permits, even when the transportation has to be carried out using the "motorways of the sea". The more complex the transport, the greater the satisfaction when we get the job done, because for MARRAFFA no transport is impossible, as long as the skills of every member of the team are exploited to the full, like in a perfectly oiled mechanism, where everyone knows what to do, how to do it and when. Perfect, just like Diego's diary which is always well-organized and precise, kept almost obsessively neat and tidy to such a point that you get the desire to doodle all over it!



You can never put your feet up and take a rest.. Every 20 years the company is bowled over by a revolution that takes another 20 years to accomplish in full: it first happened with MARRAFFA and then 20 years later with VENPASUD. Our headquarters in Martina Franca (TA), was first followed by a branch in Bari - Modugno, a strategic point that connects the south to north of Italy. This was later followed by a logistics site in Taranto in order to better our ever-increasing fleet of vehicles. This year has marked another revolution for the company with the opening of our new branch

in Marghera and the birth of our WERENT brand marking a turning point for the companies in our Group. Enrico Piovan and Andrea Piovan are the first two new employees in this new branch office, located in the centre of the industrialized zone of the port of Venice. Andrea is 31 and works in the rental department, whereas his cousin, 35-year-old Enrico, deals with the abnormal load and lifting department. They have both worked for many years in the field of transportation and rentals. Marghera is a strategic logistics hub, as they well know and they also understand how important it is to reinforce the connections between the south and the north of Italy. However, Marghera is also an important logistic hub just one step from the heart of Europe and allows us to be as close as possible to our customers abroad. Enrico and Andrea carry out their work side by side with the central office in Martina Franca, and in synergy with our site in Bari. Over the coming few months our Marraffa "family" will continue to grow in Marghera as new personnel are hired, but in the meantime Enrico and Andrea continue to enjoy their own families. Enrico has two children, whilst Andrea has a 7-month-old little girl. For Enrico the issue of lifting is something that he cannot easily forget even when he is at home: in his free time he likes to go to the gym, and I bet you can guess what he enjoys doing? He lifts weights!

REACHING FOR THE SKIES

A CHALLENGING LIFT WHICH NO ONE ELSE THOUGHT WAS POSSIBLE



During the past year (2016) MARRAFFA planned and carried out the vertical placement for a refinery flare stack at the Tempa Rossa site in the region of Basilicata.

The planning behind installing this "Flare" at Tempa Rossa was a real challenge, as everyone thought it was impossible to lift and move certain structures with a fixed crane due to the extremely narrow room to manoeuvre. Project Manager Mauro Massaro, with the help of his team found the only possible placement, calculated to the nearest centimetre, that would allow the correct move sequence and placement of the six main modules, prefabricated on the ground.

It took almost 40 days and months of detailed planning in order to perform all of the critical lifting operations for the six pre-assembled modules on the ground and numerous "raisers" (heat conduction tubes).

With help provided by the VENPASUD vehicle fleet and thanks to the contribution of our technical teams, we were able to achieve lifts with numbers that would seem to defy logic. The maximum lift was for a module weighing 90 tons at a height of 64 metres with a radius of 54 meters. The final, fully-assembled "Flare" had a height of 136 metres and some of the lifts were carried out at a distance of 72 metres.

The main structure was assembled in record time in only 40 days, in full compliance with the strictest safety parameters imposed by TMC and Total, and without compromising any other construction activity being carried out onsite.

Every single critical concern was addressed, including those related to the wind conditions over a height of 80 metres, since at a certain height unexpected gust of wind were quite frequent. In order to be keep conditions as safe as possible it was decided that the work would be stopped if ground-level wind speeds exceeded 5 m/sec. Every lifting operation was overseen by 8-man teams from MARRAFFA (6 operators + 2 supervisors), and 7 assembly operators + 6 supervisors from Tecnimont-Total.



The following vehicles were used:

Terex Demag TC 2800 – 600-ton nominal capacity
Crane set up with a 90-metre base boom + a trellis of 72 metres.
Tadano Faun ATF 400-G – 400-ton nominal capacity
Tadano Faun ATF 100-5 – 100-ton nominal capacity
Tadano Faun ATF 70 – 70-ton nominal capacity
Wumag 1000 – 103-metre platform from Venpa Sud Srl

HE WHO SOWS WIND, REAPS...ENERGY

THE STOMA GROUP EXPERIENCE WITH RENEWABLE ENERGY

Stoma Group S.p.a. is an international company known worldwide for the quality of its work and mechanical engineering. Founded in 1977, it has over 30 years of experience in the mechanical–metallurgical sector, establishing itself in the planning, construction and installation of turnkey plants in every sector of industry, with a particular specialization in the iron and steel sector.

The business unit dedicated to the energy sector includes all of the activities related to the production of electricity from renewable sources and the search for alternatives to substitute fossil fuels, with the aim of safeguarding the environment.

Entirely designed and manufactured at the Massafra plant, the 60, 100 and 200 kW wind turbine generators built by STOMA offer the best technology available today in the wind power industry.

Their design characteristics make these generators particularly productive for sites with a medium to low level of wind, but with high turbulence.

The main structural components of all STOMA wind turbine generators are the large diameter three-bladed rotors which are able to ensure the production of electricity even with a 2.5 m/s wind speed and nominal power is achieved with a wind speed of 9.0 m/s (60 kW), 9.6 m/s (100 kW) and 9.4 m/s (200 kW).

The aerodynamic nature of the rotors, composed of highly efficient blades with a reduced dimension support footprint, ensure low levels of noise when operating.

Right from the start of production of the Stoma wind turbines, MARRAFFA and VENPASUD have played an important role in facilitating the transportation and assembly at height of the towers, the blades and the basket, thereby accompanying the growth of the Stoma wind generator family.

Stoma's mission is based on the customer satisfaction, by providing them with highly technological machineries and great production capacity/efficiency.

For this reason we rely on qualified and competent suppliers such as Marraffa srl and Venpasud srl, especially when assembling overhead in arduous conditions.



20 YEARS OF HISTORY



Dolly was the name given to the first living being born thanks to science and human ingenuity. Dolly the sheep entered made history, and not just that found in biology books, as the first mammal successfully created through cloning. That moment marked an important page in the history of mankind. It was 1996 and in Martina Franca, Michele Marraffa, a visionary man who had already been active in the transport sector for 20 years with company bearing his name, gave life to a new creation, VENPASUD. He too decided to start his own little revolution. With his new company he wanted to let the entrepreneurs of southern Italy know that there were vehicles available to help them with their work. Expensive and complex vehicles that now were accessible to everyone since there was no longer any need to buy them. You could rent them for as long as you needed them and then return them. Sounds easy, right? Marraffa introduced the concept of rental, his was neither an industrial nor an economic revolution, it was so much more than that, it was a cultural revolution. Nowadays the concept of rental has been widely accepted, to the extent that we can now even rent our own personal car via a long-term rental formula. However, try to imagine what it was like for an entrepreneur from southern Italy to encourage other entrepreneurs into abandoning the concept of

a fleet of company-owned vehicles, which although expensive was synonymous with the strength of your business and switch to the safe, cheap and smart concept of rental. In northern Italy this concept had already taken hold and become synonymous with modern innovation. We accepted this challenge and embarked on the road towards creating a synergy between north and south in order to better serve our clients, who more often than not ended up becoming our friends. Today it may look easy, but at that time it most certainly was not. We gave it our best and offered an opportunity to those who like us believed it could work. We created a young team and together we have succeeded. Today we can celebrate the first 20 years of VENPASUD with our co-workers, with those who everyday contribute to our success and have allowed us to become a recognized partner on an international scale.

