

# Start

magazine

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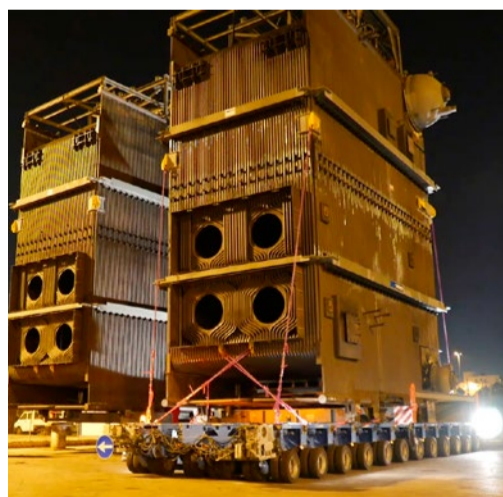
## WHEN HE DREAMS MAN IS A GENIUS



**QUALITY AND SAFETY  
ARE THE INGREDIENTS  
FOR SUCCESS**



**THE PATTERN OF LITTLE  
WHEELS: OUR FLEET  
CONTINUES TO GROW**



**THERE IS NO  
CHALLENGE THAT  
CANNOT BE OVERCOME**



**BACK TO SCHOOL TO  
LEARN HOW TO WORK  
WELL**

Love, time, death. Now these three things connect every single human being on Earth.  
*(from the film "Collateral Beauty" by David Frankel - 2016)*





# NOT EVERY DAY IS THE SAME

BUT EVERY DAY, EVERY SINGLE DAY CAN MAKE A DIFFERENCE

*"Today is not a show of force, because force isn't necessary for the big things in life. Today is a demonstration of desire".  
(Emmanuel Macron, newly-elected President of the French Republic)*

Ok, let's dispel a myth. Size matters, and boy does it matter, at least when we're talking about the size of the brain! It matters every day as we challenge our own intellect and test that of others. But there can be no intelligence without emotion, maybe there can be emotion without so much intelligence, but then I guess that is something that does not really apply to us. We have intelligence on our side and the desire to achieve and we dare to dare because we are not afraid. We dared to pick up the metaphorical glove, thrown down as a challenge, and this has enabled us to become one of the most important business groups in Europe, operating in the field of exceptional transport and rental. Our fleet continues to grow and today, more than ever before, the challenges we face are becoming ever more exciting. A journey, which began in the south of Italy, but has seen us expand all over Europe, and today we are also joined by our new branch office in Marghera. We may have changed our colours and donned the new shirt of the WERENT brand, but it's still us, easily recognisable by the passion we dedicate to our work, and our extensive know-how. Today, with WERENT, we are even more ready to answer whatever questions you may throw at us. Whatever you can dream up we can do it for you. If you don't believe us, just stand and watch us.

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## QUALITY AND SAFETY: THE INGREDIENTS OF SUCCESS



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### MARRAFFA HAS BEEN AWARDED THE SGSL MANAGEMENT SYSTEM CERTIFICATION

Here at MARRAFFA Quality and Safety are two fixed constants. Following certification of the Quality Management System in accordance with ISO 9001:2008, last November we were also awarded the BH OHSAS 18001 certification for Health and Safety Management System.

The OHSAS 18001:1999 regulations, issued by the BSI (British Standards Institution) in 1999 and revised in 2007, are the leading reference model for managing health and safety at work on a global scale.

The desire to attain this certification, which companies adhere to voluntarily, came from the CEO and founder of MARRAFFA, Michele Marraffa who understood that this achievement demonstrates that the company's Health and Safety Management System complies with the more stringent international standards. In order to achieve such results, the management has invested heavily in the consolidation of our organizational structure. Thanks to the hard work carried out by our engineers Marco Marangi and Antonio Colucci, our Occupational Health and Safety Management System is fully compliant with all relevant regulations.

MARRAFFA has also focused attention on staff training in the field of both Quality Control and Health and Safety, helping existing staff members to qualify as Safety Advisors, following a course at AIFES (Associazione Italiana Formatori Esperti in Sicurezza sul Lavoro).

Here at MARRAFFA we do not consider this achievement as a final destination, instead we prefer to see it as a starting point for even more ambitious goals, which aim to extend and reinforce a culture of continual improvement in both Quality Control and Health and Safety, across the entire company structure. This will no doubt entail constant attention to detail, a systematic review of conduct and procedures, a thorough analysis of any errors or non-conformities and the subsequent search for the right corrective action to take with the involvement of the relevant staff.





# THE PATTERN OF LITTLE WHEELS: OUR FLEET CONTINUES TO GROW



## Once again MARRAFFA opts for Scania and De Angelis

Once again MARRAFFA opts for Scania and De Angelis. Every day we carry out routine or abnormal transport operations, a challenge MARRAFFA is happy to accept all across Europe. Today our fleet has been strengthened by the acquisition of new vehicles, namely two Scania R450 and three Deangelis 3-axle trailers.

## WERENT – VENPA SUD chooses Valla – Electric cranes

Industrial handling operations inside warehouses require special lifting devices with zero emissions. In response to this growing need, WERENT – VENPA SUD has recently added an electric 40-tonne Valla crane to its fleet of vehicles.



## THERE IS NO CHALLENGE THAT CANNOT BE OVERCOME

*TWO ABNORMALLY-SIZED BOILERS DELIVERED TO THE PORT OF TARANTO*

MARRAFFA rose to the challenge. The merit lies in meticulous preparation by our team and the use of an appropriate fleet of vehicles. Two abnormally large boilers (10.80 x 8.22 x 15.32 metres high and weighing 200 tonnes each) were transported 10 km, from their construction site to the port of Taranto; a journey which required careful study and preparations by the MARRAFFA technicians in the months prior to the transportation.

The vehicle used for this operation was composed of 18 coupled modular axles (12+6 split) towed by a Goldhofer 600 HP Self Propelled Modular Trailer. To allow safe passage it was necessary to carry out accredited engineering studies on the load-bearing capacity of two bridges, as the convoys accounted for around 270 tonnes each.

This type of job has become common place, every day work for MARRAFFA, but compared to other similar loads, these two transports included an extra element of difficulty as the centre of gravity of each load was exceptionally high, at over 12 metres above the loading bed; a situation that required meticulous study of all the inclines that the convoy would face and considerably more complicated anchorage.

During transportation, two teams of technicians cut and then reconnected two Enel power lines and a further Telecom wire due to the convoy's height. It was also necessary to dismantle around 800 metres of guard-rail and a further 100 metres of new concrete jersey central reservation.

After a few days wait in the Port of Taranto the two boilers were loaded onto ships heading for the French port of Laverà.





# WORK-RELATED LEARNING: THE BEST WAY TO LEARN ON THE JOB

The last three years have seen us working closely with the local high school, IISS Leonardo Da Vinci, here in Martina Franca.

The project, known as "Logistica-Mente" ("logistics in mind"), is aimed at high school students who specialise in Transport and Logistics, and following its introduction last year, the programme has continued its natural progression this year. In recent years the world of Integrated Logistics has sought a stronger link with the Italian school system to train new, reliable, professional figures across the region; to produce a young workforce that understands the need to transport goods and people and the necessity to accomplish this safely and efficiently, while respecting any environmental issues.

In order to realize this objective, and above all ensure that the necessary knowledge and skills that students learn in the educational context can be concentrated in our area, we have worked with schools to create a work-related learning environment that combines the idea of act local with that of think global. This initiative fits nicely into our policy of Social Responsibility, and is also an important lever to enhance the social role played by IISS Leonardo da Vinci as an innovative force in the relationship between teaching and learning in the Martina Franca area.

In addition to the ongoing presence of students in our company on apprenticeships, we have also started a new training course for company employees regarding "Anchoring and Lifting Techniques" culminating in certification in this area.



## A LONG TRIP, RIGHT UP TO MARS

*THE HEAD OF THE EXOMARS MISSION IS A LOCAL BOY: THE LATEST RECIPIENT OF THE ASTERISCO ASSOCIATION AWARD*

Not only is Giacinto Gianfiglio Italian and Apulian but more specifically he is from Martina Franca. This member of the ExoMars and Project Team at the European Space Agency is also a System and Orbiter Manager and he joins over 5000 researchers, scientists, engineers and technicians who work in the field of science and technology, helping to put our country at the vanguard of aerospace research. ExoMars is ESA's scientific programme using robotic exploration and is considered the most important project at the European Space Agency, charged with the mission of providing a scientific answer to the search for life on Mars.

The programme is the result of international co-operation between the ESA, the Russian Space Agency (Roscosmos) and is also supported by the Italian Space Agency (ASI).

Giacinto Gianfiglio is the seventh person to be awarded the prestigious Asterisco Prize by Martina Franca's Associazione Asterisco, which aims to honour those who have exported the good name of our city, yet still call Martina home.

When asked some time ago what it was about Mars that fascinated him so much, Giacinto replied "Perhaps I should point out that I am fascinated by exploration in general. I think the exploration of our planet has been a fundamental element of human progress, so in a way the exploration of space is a natural evolution of this process to push the frontiers of scientific and technological research from our planet to the Solar System and beyond. As for Mars", continued Gianfiglio, "I am fascinated by the many similarities with the Earth and its mysteries which, once revealed, could give us answers to the questions regarding how life may have formed (and evolved) on Earth and, therefore, provide guidance on how to plan future manned missions to the Red Planet".

In February 1989 Gianfiglio began his adventure at ESA as a Structure/Thermal Control/Mechanisms System Engineer for the Solar Terrestrial Science Program until Cluster 1 was launched in June 1996. Subsequently in 2004 he began to work on the ExoMars mission as Phase B Manager, a position which he continued to hold until March 2017, when the project evolved into its current two-mission configuration. At this point he was entrusted with the role of ExoMars System and Orbiter Manager, which is still his current position, together with that of Deputy Project Manager or in other words, the deputy chief of the entire Mars project.



## WE TRAVEL FOR WORK AND SOMETIMES EVEN FOR PLEASURE

*A CORPORATE SOCIAL RESPONSIBILITY EXPERIMENT THAT INVOLVES OUR LONGEST-STANDING EMPLOYEES*



The journeys we make are often long and difficult, journeys that require so much patience, where we often travel at walking pace. However, it is precisely during this type of journey that we can get to know people better, so it's not so much the frenzy of getting to our destination, but rather the ability to enjoy the journey, even when our work requires so much careful effort. In our job the journey is everything, so it's probably not a surprise that this is also the way we choose to reward our employees.

Every year technicians, employees and drivers who have worked for more than ten years within the Group, or others, who stand out for their exceptional productivity, are awarded with a week-long trip across the world to New York. This example of Social Responsibility is open to all of our staff and serves as a clear example of a corporate welfare model that focuses on people and allows for a more personal, direct relationship between company management and each individual employee.

We head off together and return each time full of tales to tell and experiences to share with colleagues whose eyes still reflect the lights of the 'Big Apple'.