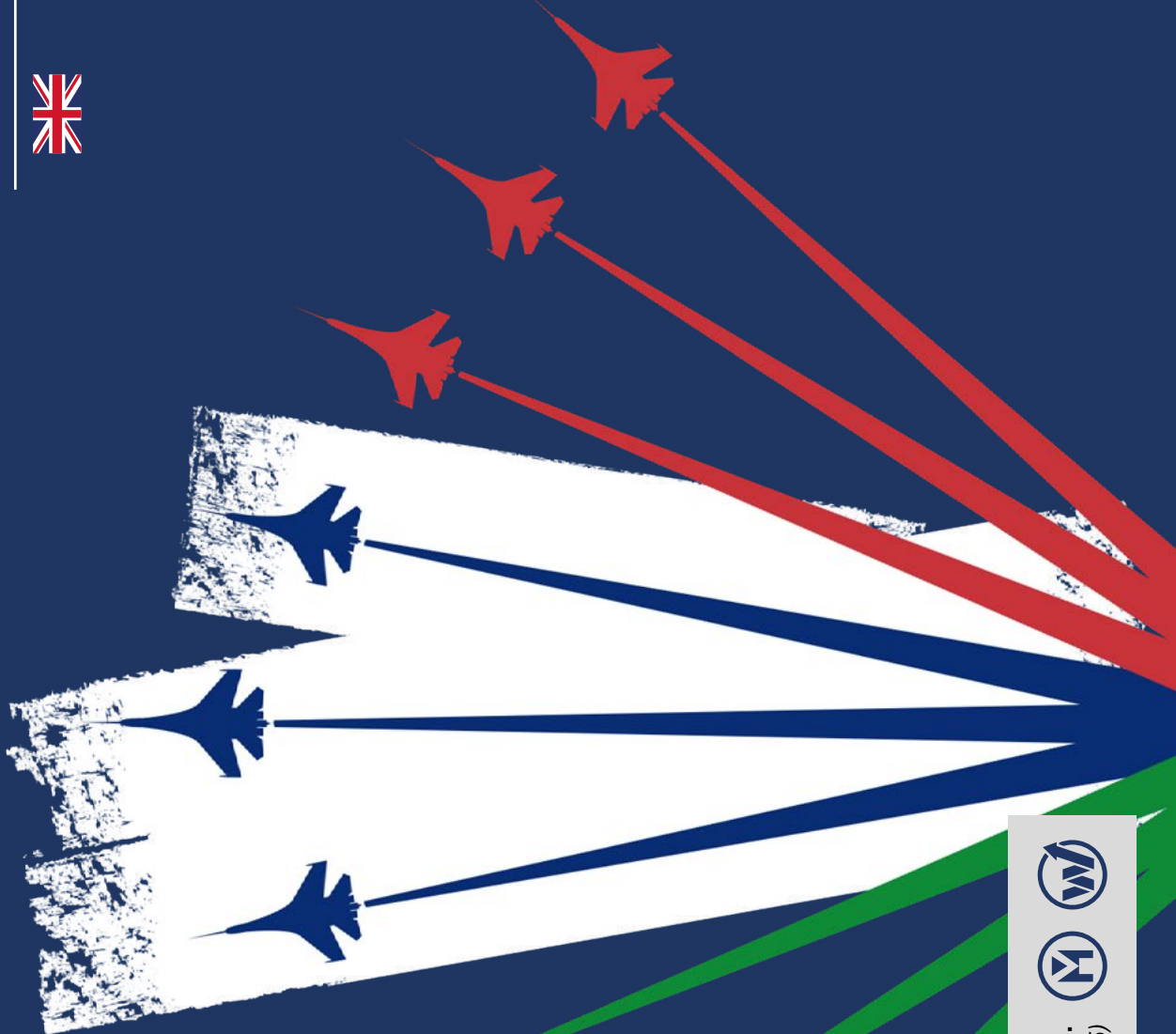


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magazine

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N. 17  
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"They may take our lives, but they'll never take our freedom".  
("Braveheart" - Mel Gibson - 1995)





# ITUS Academy: a school offering training for all

*To be a leader you need to train and improve continuously, day after day, always be ready for change, and constantly question even your most established habits.*

Training is the primary strategic element of the development policy we follow across the Marraffa-Werent Group. This is how the ITUS Academy came about: a permanent in-house training school which the company management strongly believed was necessary to meet the training needs of internal staff and also offer training courses to personnel from outside the organisation. Our ITUS Academy boasts a team of in-house instructors, but also makes use of the vehicle manufacturers themselves for the specific technical training relating to the correct operation and maintenance of the company's fleet of vehicles. In addition, our in-house instructors provide training for employees to help them obtain the necessary qualifications to drive the various types of

company vehicles, as required by Legislative Decree 81/2008, which also involves company technicians of proven professionalism. In addition to the ITUS Academy, our company has also produced an extensive series of publications concerning the courses we organise. We run training activities on: Road construction on-site safety; Exceptional transport and technical escort vehicles; Lifting and lashing techniques; all courses which necessitate the technical involvement of experts in the field. In addition, starting this year we have also added the ITUS Academy Summer School, intended for 5 new graduates, who were given the opportunity to study various topics in more depth, with training modules in the classroom and working alongside operating stations. The activity was carried out in

collaboration with the Leonardo da Vinci high school in Martina Franca, which runs courses specialized in Logistics and Transport. With regard to company welfare, on the other hand, the second edition of company scholarships reserved for the children of Marraffa-Werent personnel saw three winners this year. The award ceremony took place on 6 August, and the scholarships were collected by our employees, Mauro Massaro, Francesco Cirillo and Marco Mastro, whose children obtained their middle school diploma with top marks. The aim of the initiative is to contribute to the social and cultural growth of the country, to promote excellence, and to encourage the continuation of studies through the recognition of commitment and achievement in the school environment.



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Free distribution periodical in Italy and abroad  
Registration Court of Taranto no. 10/2013 of 26 July 2013

**Print:** Stampa Sud - Mottola (TA)

**Publisher:** Werent srl

**Graphic project:** GFCAssociati

**Translation:** Pasquale Marraffa, Lucy Roberts

**Manager Director:** Ottavio Cristofaro

Founding year **2014** - No. **17**  
Sent to press **17 settembre 2021**



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 **marraffa**  **werent**



# Taranto hosts a challenge for 8 flying-catamarans

*The Marraffa-Werent Group at the Italian leg of the Italy Sail Grand Prix. An event aimed at promoting environmental sustainability.*



The Italy Sail Grand Prix was the only Italian SailGp event this year, where eight F50 flying catamarans competed in the city's Mar Grande on the Ionian coast. On board were the greatest stars in the world of sailing: Olympic medallists, world champions, ocean race sailors and America's Cup winners from Australia, Denmark, France, Great Britain, Japan, New Zealand, Spain and the USA.

It was a programme full of activities and unmissable moments, dedicated to the sea and to sustainability. Numerous initiatives were organised to support the event, including a fly-by from the Italian Air Force's 'Frecce Tricolori'.

SailGP is the first sports organisation to produce events with a positive climate impact, defending a world powered by nature, with the ultimate goal of accelerating the transition to clean energy.

A number of Marraffa cranes were used to set up the Italy Sail Grand Prix leg in Taranto, lowering the boats into the sea and setting up all of the structures for the respective teams.

Marraffa 220-, 130- and 60-ton cranes were used, while Werent provided telescopic handlers, forklifts, vertical platforms, self-propelled articulated platforms, golf cars and vans for rental.

SailGP is an adrenaline-fuelled sporting competition, at crazy speeds, yet there is no environmental impact or emissions. A commitment to the environment that aligns perfectly with that of the Marraffa-Werent Group companies.

*A number of Marraffa cranes were used to set up the Italy Sail Grand Prix in Taranto, while Werent delivered telescopic handlers, forklifts, vertical platforms, self-propelled articulated platforms, golf cars and vans for rental.*





# Exceptional loads and record-breaking transports

*Self-propelled vehicles and a long convoy to transport very special loads to the Ionian Sea and then on to Venezuela*



*Marraffa carries out exceptional load services with special self-propelled trucks called Spmt (Self-propelled modular transporters). These hydrostatically driven trucks, powered by hydraulic motors, can handle exceptional loads and weights even on uneven or rough terrain, smoothly without bumps, thereby guaranteeing the integrity of the load itself.*



Marraffa's business consists of providing exceptional transport, national road transport and crane services for all types of sectors. The company, which has been operating for around 40 years with highly specialised personnel, has consolidated its position in the Italian and European transport sector, and has recently been involved in two truly exceptional transports.

The first case involved the handling, or rather, the mega-transport of two enormous marine platforms at the Port of Taranto. The Molo Polisettoriale, a concession of the San Cataldo Container Terminal Spa of the Yilport Group has played host to a number of important "project cargo" operations, in this case the maritime transport of non-standard and "oversized" cargo. The two platforms, the first of 650 and the second of about 500 tons, had arrived in Taranto from Genoa a few months ago, and had been temporarily placed on the quay while waiting for the work necessary for the final installation to be completed. In fact, they were designed to be positioned in the Ionian Sea, in front of the port of Taranto, as infrastructure to serve the Eni refinery.

The handling of the platforms from the yard to the quay and loading on board ship with the stowage and lashing operations were managed by San Cataldo Container Terminal, while the handling of the two large cargoes was performed by a team from Marraffa.

The unusual transport required a convoy of two SPMT Marraffa self-propelled trucks arranged in parallel, each with 18 axles. The platforms were then loaded onto a ship for transfer to the high seas.





Specialising in large-scale exceptional transport, Marraffa also handled another titanic operation, transporting a 31-metre tower in a convoy with a total length of around 40 metres, a height of around 6 metres and a width of over 4 metres. This maxi-movement of extraordinary proportions started at Samec Spa in Livrasco, in the province of Cremona, a leading company in the mechanical construction sector, and ended in Mantua before embarking on its final destination of Venezuela. The tower, a carbon and stainless-steel construction weighing a total of 70 tonnes, was commissioned by a Swiss engineering company which, in turn, received the commission from an American multinational in the sector. It will be used for the revamping of a fertiliser production plant located in Trinidad Tobago, in the Caribbean Sea, north-east of Venezuela. On the way to Mantua, the tower was transported by road by the Marraffa company using a long convoy, which was obliged to travel along numerous secondary roads because the load was not able to pass under the overpasses on the main road. The tower was then loaded by Marraffa onto a barge headed for Chioggia and then the port of Marghera. There the cargo was loaded onto a ship for its final journey to Venezuela.

*Marraffa offers a combined freight forwarding and transport service, whereby large goods are collected directly from the factory, transported by road as exceptional loads avoiding road bridges with limited load capacity, and loaded onto barges, handling the transshipment operations themselves using entirely company equipment.*





# Second generation manager

*Giovanni Marraffa is the company's Project Manager, who together with his brother Pasquale, runs the Marraffa company*

**M**arraffa carries out transports which are exceptional in terms of weight and size using extendable and expandable vehicles, together with a safety car service carried out by authorised personnel and vehicles. The continuous development and renewal of the fleet allows us to manage any kind of transport, handling and lifting, together with the relevant auxiliary operations. Giovanni Marraffa is the company's Project Manager.

## **Tell me about your company's activities in Italy and on an international scale in this sector.**

For more than 40 years, we have been providing exceptional transport, national transport and crane services for all types of activities, both in Italy and abroad, relying on our highly specialised and professional staff. Several years ago, my father Michele Marraffa (who founded the company and has always been our sole director), built this company on the basis of his own experience of working in the handling sector in the broadest sense of the term: in addition to machinery, innovations in the field and the concept of studying new projects, his real focus was on people, giving them all the training they needed to face new challenges on a daily basis. A challenge that, together with my brother Pasquale, we have seized with both hands to give continuity to our company mission.

## **Are there further opportunities for growth? In which sector and geographical area?**

One fast-growing sector is that of energy, and there is a lot to be done there over the coming years. The electricity sector in Italy and Europe is going through a phase of profound transformation, with an energy transition characterized by a steady increase in renewable production sources

and the simultaneous gradual phasing out of traditional power plants. In this context of great change at a global level, electricity grids and transmission system operators are playing an increasingly central role, with objectives related to environmental sustainability, competitiveness and safety.

## **What are your priorities for the coming years?**

The road has already been mapped out for us in recent years. We will continue to work on staff training, we will continue to focus on safety, and we will continue to focus on the best operators and technicians. As the management at the head of the Marraffa-Werent Group, we are absolutely convinced that, together with the vehicles, machines and technology, human resources are the real strength of our company.

## **What have been the biggest challenges for your company in recent years?**

In Italy there are several leading manufacturers of wagons for railway maintenance and diagnostics and, for this reason, we have recently seen an increase in demand for exceptional transport of these particular type of railway wagons, which are shipped all over Europe. Another activity of which we are particularly proud is the one performed in Foggia, at the Istituto Poligrafico e Zecca dello Stato for the implementation of a Green Data Center solution. More recently, Marraffa was involved in the removal of the Monolith of radioactive waste that had been buried for half a century in the Irreversible Pit of the Enea research centre in Rotondella, in the province of Matera in Basilicata. Marraffa took care of the extraction operations from the old pit using special large crane trucks and the subsequent phases needed to transport it to its new housing, using the technology offered by the latest generation of SPMT self-propelled vehicles. Marraffa

was responsible for all of the operational phases of this activity, taking care of every single detail of the entire project design phase, which was particularly demanding. In recent years, we have also been involved in one of the largest abnormal transports ever carried out on the Italian roads, involving around 25 people including technicians, staff and operating personnel; a project whose realisation was made possible thanks to the collaboration of all of the road authorities and the aid of some universities (around nine months of planning for a single exceptional handling operation). It involved the transport of a 420-ton carbamate condenser, which left Terno d'Isola, where the manufacturer FBM Hudson Italiana is based, and was transported to the river port of Mantua to be loaded onto a barge and subsequently moved to the port of Marghera for final shipment to Asia.

## **What problems are there in terms of investment?**

In Italy there is the problem of excessive bureaucracy, a factor which drastically slows down investment and public works. Italian companies need more confidence and, above all, more certainty in terms of government and legislation.

As far as our sectors are concerned, the revision of the Italian infrastructure network is a priority, especially for bridges and overpasses, so that the load-bearing capacity of the structures can be guaranteed.

For us, every exceptional transport operation requires a long study phase, made up of on-site inspections and analyses to find the best solution, but when it comes to revising infrastructure, Italy needs to keep up with the times.

Alongside this, it is also necessary to work on the implementation of new technologies for sustainable fuels, starting with biofuel and biogas.



*We will continue to work on staff training, we will continue to focus on safety, and we will continue to focus on the best operators and technicians.*



# Height and safety are key when renting aerial platforms



All Werent vehicles are technologically advanced, offering multiple solutions with high performance. Our vehicles can be rented with or without an operator, depending on the specific nature of the vehicle. There can be no working at height without workplace safety. Not just the rental of aerial platforms, but also an awareness that working at height requires the maximum level of safety. It sounds like a play on words, but that's exactly what it is.

At Werent, safety at work is the hallmark of a company that has been a leader in the rental of lifting equipment and earthmoving machinery for over 20 years. Working safely means having a constantly updated fleet of machines, technical workshops capable of guaranteeing a precise and punctual service, together with continuous training to ensure the competence of our technical personnel. And that's not all, because technology is also important for safe working conditions. Today, the latest generation of aerial platforms is fitted with numerous devices that guarantee efficiency and optimise working activities: sensors, geolocation, monitoring and reporting, precisely because these are machines in which technology plays a key role in operational performance and safety. As aerial platforms are machines designed for rental, the role of the operator should never be overlooked. It is important to consider the operator not just as the driver of the vehicle, for which training is important,

but it is also fundamental to consider them when designing the machine, so that it is the machine at the service of the operator and not the other way around.

When using aerial platforms, it is important to bear in mind that safety plays a key role in working at height, without ever forgetting that operator comfort is also an important requirement, just as it is important to take into account the engine, the functionality of the basket and all the options available, which can be extremely numerous. For this reason, all Werent vehicles are technologically advanced, capable of offering multiple solutions and a high level of performance.

Providing customers with a wide range of aerial platforms means that there are numerous solutions for all types of work at height, and this represents an added value for Werent in the rental of work vehicles. Werent equipment can be hired with or without an operator. Some machines from Werent's extensive fleet are rented exclusively with an operator, depending on the specific work requirements of the vehicle.

*All of our Werent vehicles are technologically advanced, offering multiple solutions and high performance. These machines can be rented with or without an operator, depending on the specific characteristics of the vehicle.*





An aerial photograph of a construction or industrial site. In the foreground, a large blue crane with 'marraffa' and 'HEAVY TRANSPORT & LIFTING' written on its arm is visible. In the background, another blue crane is positioned near a large blue building with a 'CHEM' sign. The ground is paved with yellow and black safety markings, and there are some workers and vehicles scattered around.

# PEOPLE COME FIRST



[www.marraffa.it](http://www.marraffa.it)



[www.werentgroup.com](http://www.werentgroup.com)