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magazine

N. 12
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THE FUTURE IS HERE AND NOW



TRAINING COMES FIRST



A VEHICLE THAT IS
UNIQUE IN ITALY



THE MOUNTAINS ARE
BEAUTIFUL, BUT SO
MUCH WORK...



HOW WOULD YOU LIKE
TO SEE YOUR CITY?

It's like playing grown-ups when you're little.
(from the film "Last Tango in Paris" by Bernardo Bertolucci - 1972)



THE TRUE HOME OF A MAN IS THE ROAD

YOU WON'T REMEMBER THE STEPS YOU HAVE TAKEN ALONG THE WAY, BUT YOU WILL RECALL THE FOOTPRINTS YOU LEFT BEHIND.

When your legs are tired, walk with your heart.
(Paulo Coelho)



We have never been afraid to head off the beaten track, but over the last year we have really pushed ourselves hard/beyond our comfort zone. The work we do every day drives us to take on many challenges that we can only face by preparing ourselves each time as though it were the first, with the curious approach you typically see in children, but at the same time knowing we can count on our years of hard-earned experience. We have been toughened by the tenacious spirit that over the years has launched the MARRAFFA-WERENT Group onto the national and international stage. A few months ago we took part in Breakbulk Europe, the largest event in the world for the bulk cargo and material handling sector. We met many old friends there and made many new ones. We know that we still face many challenges and this is why we are preparing ourselves, focusing our attention on training for our staff. Our in-house training centre is not limited to just training our employees, we are also an accredited centre which offers courses for external participants and we work closely with secondary schools to provide work experience opportunities for their students. For a number of years the MARRAFFA-WERENT Group has been running Health and Safety training for our own staff, but also for other companies, focusing in particular on certification courses for a range of different company vehicles, including courses for companies who are interested in hiring our own plant hire equipment, using their own driver. Health and Safety and training are the two pillars on which the whole MARRAFFA-WERENT Group is based: because for us people always come first.

TRAINING COMES FIRST

EXPERTISE AND PROFESSIONALITY ARE THE KEYS TO SUCCESS

Training is the primary strategic element in our business development plan here at the MARRAFFA-WERENT. We manage it carefully and systematically, exploiting continually evolving methodologies and training tools to improve effectiveness. We are fully aware that only ongoing effective training will enable the Group to face the many challenges that await us in the future with decisiveness and with professionalism. This is the path we must take in order to prove ourselves as a leader, in an ever more global and competitive market. Being a leader requires continuous training and improvement, day by day, and we must be open to the idea of change and never stop challenging even our long-established habits. So we're talking about ongoing training that can be divided into two main areas of focus: firstly, training for the management system that protects the health and safety of our employees and secondly for the quality control systems that involve employees, according to their specific skills, in the various phases that allow us to offer a service to our clients, so that we never stop in our search for continuous improvement. However, there are two main areas which are closely linked due to the fact that the creation of a "culture of quality" is in-line with company directives and follows the relevant best practices in all phases of our work, and therefore also complies with Health and Safety issues. The MARRAFFA-WERENT Group has set up a team of in-house instructors who know and understand our company processes and the training path of each of our individual employees. Our training needs are expertly handled by two engineers, Antonio Colucci and Martino Marco Marangi and by one of our chief technicians, Massimo Monino.

For more specific technical training, regarding the correct operation and maintenance of our fleet of vehicles, our company makes use of the suppliers themselves. The internal instructors are also responsible for all staff training aimed at certification for the handling of the various types of company vehicles, as required by Italian Law according to Legislative Decree 81/2008. For the practical side of the vehicle handling training, we involve some of our in-house handlers such as Giovanni Santoro and Maurizio Zito, who benefit from years of proven experience in this field.

The Company also organizes courses on Health and Safety for Roadworks, Exceptional Transport/Abnormal Loads and Escort Vehicles and Lifting and Anchoring Techniques, benefitting from the involvement of our own technical experts, Angelo Zizzi, Mauro Massaro and Martino Bufano.

The training courses are held in our training centres in Martina Franca and Bari, but will soon also be available at our new centre in our Venice office.

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HEAVY TRANSPORT & LIFTING

 **werent**
SOLUTIONS ON THE MOVE

AWAY FROM WORK THEY ARE UNITED BY A PASSION FOR FOOTBALL



An IT specialist with a passion for sales, Ezio Conte is 40 years old and is a solid member of our team of sales agents at WERENT. He has worked for the company since 2002 and says "My work has evolved in line with the evolution of the company itself, because initially we worked mostly in the local area," by that he means in Puglia, in the area surrounding our historic headquarters in Martina Franca in the province of Taranto.

"I started working door-to-door, visiting building sites and contacting clients in person". However, with the advent of technology and above all with the opening of new branch offices, Ezio continues "today, my work has moved into a national and international arena". Over the years the rentals have gained a considerable market share in the various sectors involved in production and Ezio explains "that's why my professional growth has been so exponential, but also so closely linked to the growth of WERENT". Away from work he is passionate about football and sport in general, "I played 5-a-side up to Series B level" he says, "and then I also had the chance to sit on the bench as a coach". At home he has a family with two little girls of 5 and 7 and says he likes cycling, running but above all he loves skiing.



He came into the world of transportation by pure chance. Giulio Moro is 34 years old and has worked with us here at MARRAFFA since October 2017. With a diploma in industrial agricultural food technology and a master in strategic marketing and industrial sales, he worked briefly as an insurance consultant before diving into the world of exceptional transport. "I've worked my way up the ladder" says Giulio, "it all began with a telephone call that changed my life 10 years ago". He started as an assistant in the

permit office and then moved to the operational department before becoming a sales agent. A rather rocky/winding road until he arrived at MARRAFFA. Giulio is a key member of the company's team at our Fidenza branch office. His day is usually a busy one "I plan my weekly jobs carefully" says Giulio "it's my job to look for potential new clients and draw up technical and commercial proposals here in Fidenza. I also look after the more operational part of things". A broken cruciate ligament put paid to his sporting ambitions in the world of football, but sport still plays an important role in his life. "After football I dedicated myself to beach volley" he says, "I enjoy taking part in friendly matches and tournaments, but every so often I also like to go out mountain biking".

A VEHICLE THAT IS UNIQUE IN ITALY

The Barin AB 20/S is a unique inspection vehicle which can be used on bridges, viaducts and railways to ensure full structural maintenance, in total safety.

It is the only one of its kind on the Italian market (there are only 2 in the whole of Europe) and it is now part of our WERENT fleet.

The Barin AB 20/S has been designed to allow light inspection and maintenance of road and rail bridges and viaducts. The "AB" range of equipment, with their articulated arm and basket, is aimed at offering greater manoeuvring speed, agility and operational safety.



Technical specifications:

- 20.0m Under-bridge length (a)
- 24.0m Maximum working negative movement (b)
- 20.8m/18.8m Maximum overhead working positive movement (c)
- 3.0m Maximum pavement clearance (d)
- 4.0m Maximum wind/noise barrier clearance (e)
- 3.0m Tilting height of b4 boom (f)
- 7.0m Length of b2 boom (g)
- 180° Rotation of t1 turntable (t1)
- 180°+90° Rotation of t2 turntable (t2)
- 250kg Safe working load of platform
- 12.0m Overall unit length
- 2.5m Overall unit width
- 4.0m Overall unit height
- 26000kg Total unit weight



THE MOUNTAINS ARE BEAUTIFUL, BUT SO MUCH WORK...

Not only was this one of the most complex handling operations we have ever performed, but it also involved a large number of the MARRAFFA team from both the Martina Franca and Venice offices. The job involved the installation of 4 wind turbines for the production of renewable energy at Tolve, in the province of Potenza.

The exceptional transport operation required

the handling of 4 nacelles, 12 blades, 12 tower sections, 4 hubs and 4 fibres. A grand total of 36 exceptional transport operations in the mountains of Basilicata, carried out on roads that were built specially to complete construction on a site at the top of mountain, with slopes that, in some places, exceeded 30%. It took more than a month to accomplish all of the operations, with an average of around a dozen men to carry out the transportation, handling and technical activities.

Transportation was achieved thanks to the reliable technology of the Goldhofer SPMT, with a convoy of up to 67 metres for the enormous wind turbine blades. The nacelles, meanwhile, created a different kind of problem due to their substantial weight of 112 tons and everything had to be transported on small mountain roads with formidable gradients. To cope with the weight of the nacelles, a SPMT conformation was set up, towed by a further 2 tractors to ensure maximum safety during traction.

It was also necessary to use 2 MARRAFFA cranes for the lifting operations, one with a capacity of 400 tons while the second one, at 220 tons provided additional assistance in addition to all of the other vehicles that were needed for support and as safety cars.



MARRAFFA AND WERENT: 10/10 FOR TEAMWORK

A team of 8 men from the MARRAFFA-WERENT Group has recently worked on an extremely demanding industrial handling operation.

It involved setting up some of the internal parts of a glass production unit. A job that involved the use of 2 platforms (one of 32m and the other of 20m), a Merlo crane, a 45-ton off-road crane, a 400-ton multi-terrain crane and last but not least a 220-ton mobile crane.



HOW WOULD YOU LIKE TO SEE YOUR CITY? THIS IS WHAT WE ASKED THE CHILDREN

THIS INITIATIVE BECOMES A COLLECTION PIECE CALENDAR THANKS TO THE ASTERICO ASSOCIATION

Who better than a child can show us how to design a child-friendly city? The Asterico association of Martina Franca got local children involved, asking them to draw the pictures that now make up the 2019 Asterico calendar.

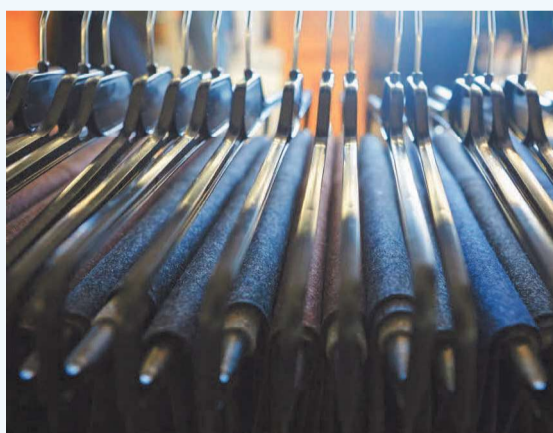
Children from the "Girasole" nursery school and the local "Citta del sole" shop took part in the project, after a number of workshop activities were organized for children. The 2019 calendar was presented during the ninth edition of the prestigious Asterico Award.



WHEN WEARING A PAIR OF TROUSERS BECOMES A SENSORY EXPERIENCE

A COMPANY THAT IS AN INTEGRAL PART OF THE LOCAL AREA, AS THEY HAVE OPTED TO DESIGN AND PRODUCE EVERYTHING HERE IN MARTINA FRANCA.

Just 25 square metres in which to dream up designs and turn out unique garments. That is how the Icoman story began in the seventies in Martina Franca. They started with trousers, which were made by hand by Anna according to her husband Michele's ideas. Their initial intention was to design trousers that followed the tailoring guidelines that are part of Martina Franca's history, as it had become an important manufacturing centre in Italy and was becoming known worldwide for the high quality of its tailoring. This vision still remains and is a founding pillar of the company they created, but they have travelled a long way since then and this progress led in turn to the birth of the "Berwich" brand, which thanks to continual research and development, quickly established itself throughout the world, as an example of the excellence that defines the Made in Italy label.



This choice was somewhat unique, but it turned out to be the winning option. The core business of the Apulian company remains exclusively their trousers, still produced with the same philosophy as always; the desire for exploration, the typical discoveries of everyday travel every day. Trousers for men, but also for women. Choosing Berwich is a lifestyle, a sensory experience for those who choose to wear this brand. The goal of the designers has been clear from the start; they aim to make wearing their trousers a truly unique

experience by "using an integral saddle in the crotch area and a leg liner" a phenomenon/an experience that is only enhanced by their excellent choice of materials and meticulous attention to detail. Berwich is a brand that was conceived in Martina Franca thanks to the area's historic specialization in the manufacture of quality trousers. It has prospered because it is truly part of the city, and the whole process from design to shipping is still carried out here in the beautiful city of Martina Franca in the heart of the Valle d'Itria.