

IMPRESA PIZZAROTTI

Steady development in construction



Anticipating Customer Demands

Impresa Pizzarotti C. S.p.A has been privy to many significant projects over the years, establishing itself as a prominent construction company, held in high esteem by both those in the industry and the Company's clients. Perhaps one of the most prominent of these projects was related to the construction of the high-speed railway lines from Milano to Bologna and Treviglio to Brescia.

This project changed the lives of many Italian citizens and together with other Italian companies, Impresa Pizzarotti completed the project to an incredibly high standard.

"During the project, we were able to use interesting and innovative systems for the construction of more than 10 kilometres of railway viaducts and beyond," explains Francesco Aguglia, Project Director at Impresa Pizzarotti. "This solved the problem to the numerous interferences for

densely populated territories, while also allowing for optimal landscaping and environmental integration and permeability of the highly relevant infrastructure."

With some of the more challenging overhangs that the Company came up against - particularly in terms of length - the solution had to be integrated in a similar manner, designed with hyperstatic solutions which were poured on site.

The Company was founded in 1910,

Impresa Pizzarotti & C. S.p.A has undergone a process of ongoing evolution in the construction industry for more than a century, driven by the potential in projects which have led to the Company's successful establishment abroad

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following the constitution of an artisan firm named Gino Pizzarotti, and having built upon this, more than a century later Impresa Pizzarotti stands out as a truly modern organisation.

"It was between the 70s and 80s that we began to gain international acclaim in foreign markets, most definitely a crucial step towards the Company's success," adds Aguglia. "Our work on post-earthquake reconstruction was particularly significant for the Company's development; it represented

the core relationship that could at times be undervalued, between construction companies and the precast division."

The past seven years has seen prominent growth for the Company's business abroad, with the opening of several divisions and affiliate companies. The Company very wisely consolidated its position in countries it already had a presence in, with new projects being acquired in the United States, Russia, Poland, Moldova, Montenegro, Kuwait, Israel, Saudi

Arabia, Cameroon, Peru and Australia, and in the next few years the Group will reach 3,000 employees.

Economic sustainability

It is one of the fundamental philosophies of the Company to maintain both a low and concrete profile, therefore simply being able to focus on delivering on its projects in time and subsequently to a high standard of quality and economic sustainability.



TURCHI CESARE S.R.L. is a family business founded in 1964, with the present third generation: it has been active for over 50 years in the construction sector in its entire production chain: The core business is made up of the realization of infrastructural works (in particular roads, motorways and related works) and works of **high-quality industrial construction**.

The Company represents the **“Made in Italy”** of the infrastructure: through the high technical competences, technological innovation and the reputational capital, the same is able to develop constructive solutions able to enhance the resources of the Territories and to realize complex infrastructural works.

Over the years, the Company has been equipped with a full-cycle internal operational structure for all the activities necessary for the construction of a work for the purpose, considered fundamental, to monitor all phases of the production chain through an integrated system based on ethical principles of **quality, safety and respect of environmental regulations**.

The organized business model allows overseeing of the entire production cycle, from the ownership and management of quarries of the raw material, its subsequent crushing and production of bituminous and cementitious conglomerates until the complete realization of the work: this represents the real strength of the Company.

The above structure consists mainly of business areas dedicated to the production of materials, the study of new products and the development of new technologies, to analyse technical and economic-financial feasibility, to examine new projects and to implement the ethical system of quality – safety and environment, monitored by an external monitoring body of proven experience, which are constantly assisted and supported by the corporate functions of administration, finance and control.



The Company has more than **150 direct and indirect human resources** (also through participating companies), all in continuous formation. In addition to this, the company combines a continuous innovative research of products and a competitive fleet of vehicles and plants, **consisting of over 170 industrial equipment and cutting-edge machinery.**

Always careful to seize the opportunities of the reference markets, the Turks Cesare operates not only as a builder but also as general contractor for new initiatives to be developed also in the concession and project finance regime, participating in public-private partnership operations both in the infrastructure and energy fields, and for companies that develop in the field of large distribution and logistics.



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▼ Pizzarotti headquarters

Aguglia continues: “We have found the world of construction needs to speak through work, rather than through words; unfortunately, very often we have found words have appeared to take on a greater importance than work for other construction companies.”

In order to support its work, the Company has always focused on both technology and IT innovation, researching and investing in the processes that will improve conditions for employees in general. Alongside this, particular attention is also paid to the safety and environmental sustainability of its own site, proudly boasting an index of injuries far below the industry average.

“At the Company our aim and policy is to focus on the needs of our customers, as well as providing transparency in all interactions with financial operators, local authorities



▼ High speed railway from Milan to Bologna, Italy

and of course our employees,” affirms Aguglia. “We are able to provide stakeholders with more than 100 years of expertise, built upon reliability and commitment to the industry.”

Advanced administrative processes

In more recent years, the Company has been focused on a persistent search for advanced technology solutions that



▼ More than 100 years of industry experience

will enable growth and modernisation of the production processes Impresa Pizzarotti is renowned for.

Due to this, a strong engineering structure is now in place, managing the technical choices for the realisation of the works in order to achieve the best possible technical results, alongside the best economic results for sustainability of the projects.



One of the main infrastructure works carried out by Turchi Cesare S.r.l. is Lot B of the new Milan external ring road (TEEM) highway, between the A1 Milan-Bologna highway and the A4 Milan-Venice highway; an area that has been entrusted to Consorzio Arcoteem, which was conducted by Impresa Pizzarotti & C. S. p.a. in 2013.

This work, considered essential for the decongestion of heavy traffic in the area of Milan, has been a challenge for the two companies, Pizzarotti and Turchi Cesare, considering the importance of the project (gaining international visibility thanks to the Expo event which graced Milan in 2015) and the tight timing for its construction.

For the construction, therefore, specific equipment was required to guarantee not only the highest quality of the final product, but also extreme reliability and enhanced productivity. In October, 2013, the delivery and installation of the plant was commissioned to Ammann Italy S.p.a (world leader) and it has subsequently produced a host of hot mixes for the entire Lot B project (approximately 600,000 tonnes in 15 months across 16 kilometres).

The plant, chosen and designed by Group Ammann with the collaboration of Pizzarotti and Turchi Cesare, is a mobile type, SpeedyBatch 320 and it is configured with two lines for recycling of milled material. This technology is covered by three international patents and enables the re-use of milled material in high quantities in the full respect of emissions; similarly succeeding in producing asphalt of high quality even

with the use of large percentages of milled material.

The plant, installed and tested in just eight weeks in the industrial area of Melzo (MI), has been managed operationally and exclusively by Turchi Cesare, which has produced on a daily basis about 4,000 tonnes of hot mixes, working 24 hours in continuous shifts (with a maximum production of 300 tonnes an hour).

The paving of the hot mix asphalts produced has occupied on a daily basis up to four teams of Turchi Cesare, composed of equipment including: five road pavers, eight tandem rollers, six track loaders, two excavators, one milling machine, one soil stabiliser and cold recycler, two truck mounted sweepers, 31 heavy trucks and 15 vans for mixed-use, and the use of an innovative mobile crushing and screening plant.

All activities were monitored and coordinated by operating and technical staff, composed of more than 100 employees with proven experience - in continuous collaboration with Pizzarotti Group - with the aim of studying, designing, and implementing a mixed design of innovative and durable materials.

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“Our administrative processes are constantly updated via dedicated procedures that employ the use of custom software,” describes Aguglia. “This allows for a very fast data transfer between offices that are thousands of miles apart, therefore allowing for smoother communications between colleagues located in different places and enabling successful interaction and collaboration.”



▼ Petite Afrique, Monaco

Supporting this software is of course a dedicated team of employees, therefore it has become pivotal to pay attention to training processes, across technical, behavioural and management aspects. Training will always have a specific focus and for 2016 it was to hone specific skills to fit corporate requirements, as well as cross-sectoral opportunities that place a particular emphasis on specific and highly specialised knowledge.

“We have always allowed for significant resources when it comes to staff training and moreover, as part of our HR development policy, the Company provides internal academies about specific technical topics, which promote organisational skills within the Impresa Pizzarotti,” explains Aguglia. “From the perspective of individual development, training programmes have been introduced that are dedicated to team working.

“In that regard, the volunteering programme is experienced in collaboration with local associations



▼ Marsiglia Hospital, France

“I believe that our continued success is primarily through the continuity of the Pizzarotti family and the way it enables the delivery of a more solid and competitive place in the market...”

operating within the social sector to involve in staff and sharing and inclusion projects.”

Attention to detail

One of the major differences between Impresa Pizzarotti and its competitors is most definitely the close attention paid to the achievement of a result, and this is reflected in a control and the widespread programming of projects, ensuring nothing is forgotten.

“Our aim here is to complete these projects in the allotted time, specifically conforming to the budget and meeting high quality standards,” states Aguglia. “In order to successfully sustain these standards, the aforementioned will often lead to double checks on the activities of every individual employee, therefore minimising the possibility of errors and with that a loss of time that could have a negative impact of the timing of the



▼ Catania motorway,
Siracusa, Italy

project.”

With such attention to detail, it is no wonder that Impresa Pizzarotti has enjoyed more than a century of successes in the construction industry.

Aguglia adds: “I believe that our continued success is primarily through the continuity of the Pizzarotti family and the way it enables the delivery of a more solid and competitive place in the market, primarily achieved through the systematic investment of profits

produced within the Company.”

That factor has ensured that even throughout some very intense periods of crisis in the Italian and international economies, the Company has been able to successfully overcome it.

“Moving forward, it would be exciting to see our Company unlock a large portfolio of work, some of which is already available and currently stationary due to lengthy administrative and bureaucratic

procedures and a lack of funding,” concludes Aguglia. “Similarly it would be great for us to be able to develop our business activities - particularly in the areas where the Company has recently started its business experience - in areas such as the service sector. It is this kind of diversification we are particularly interested in and hope that with time it will provide us and our clients with a greater level of stability.” ■

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