

Soilmec Journal  
Year 8  
Issue no. 1/2013

# sm journal

News  
Cover story  
Soilmec in the world  
From the site  
New SM-17



products  
technology  
network  
communication  
events

# DRILLMEC OFFSHORE

1 2013



## colophon

Soilmec Journal – Year 8, Issue No. 1/2013

**Editorial Director:** Simone Trevisani

**Editor in Chief:** Franco Cicognani

**Coordination Director:** Federico Pagliacci

**Coordination:** Lisa Comandini, Sara Trevisani,  
Paolo Valzania (Communication Dept. Trevi Group)

**Creative Director:** Piergiorgio Balestra

**Editorial staff:** Sillabario srl – Milano

**Collaborators:** François Caillat, Pietro Manenti

**Pictures:** Soilmec photographic archives,

**Published by:** Communication Dept. Trevi Group

**Printed by:** Litotipografia CILS – Cesena – Italy

This journal is registered at the Law Court of Forlì –  
Italy – n° 26/2006



**ON COVER**

Rendering of Drillmec offshore modules rigs

## contents

### 4 NEWS

### 6 COVER STORY

*Drillmec enters the offshore market*

### 8 SOILMEC IN THE WORLD

*Introducing Soilmec France*

### 12 FROM THE SITE

*Hydromill in action for Turin metro station*

### 14 NEW PRODUCTS

*New SM-17 microdrilling rig: maximum performance*

### 16 NEW TECHNOLOGIES

*SR new generation: inside the evolution*

### 18 NETWORK NEWS

### 24 EVENTS



Simone Trevisani, Managing Director.

## **Drillmec, the Solution Provider for offshore drilling units**

For the first time, we dedicate the cover story of the Soilmec Journal to Drillmec, the Trevi Group company specialized in the design and construction of units for the research and drilling of oil, gas and water. It's very significant because it highlights the entrance of Drillmec in the offshore sector. An important turning point for the company based in Piacenza and Houston that, during the last OTC in Houston, presented a new solution to the market, which is aimed at improving the installation of offshore drilling units. A solution capable of fully supporting installation procedures as per the market requirements, that is, according to the fastest and safest possible method.

As for Soilmec, we would like to point out, with great satisfaction, the appreciation received from the market with regard to the new products and solutions presented at the last Bauma, in Munich. As a matter of fact, we displayed many novelties at the exhibition held in the capital of Bavaria, to such an extent that we devoted a special issue of our Journal to them (which is available, along with all previous issues, on our website: [www.soilmec.it](http://www.soilmec.it)).

In this issue we also mention the Soilmec Dealer Meeting, i.e., the traditional meeting with the whole Soilmec network, especially organized on the eve of the great German exhibition. A meeting that, among other things, allowed us to pay tribute to and thank our most "loyal" employees.

Hoping you may enjoy the Journal, I wish you a happy holiday time.

**Simone Trevisani**

## Drilling sector: contracts renewed

news

4

Trevi Group, thanks to Petreven, signed the renewal of three contracts for a period of three years each for the provision of drilling services

**Petreven**, a Trevi Group company, which specializes in oil drilling services, **has signed** with YPF Argentina, **the renewal of three contracts** for a period of three years each for the provision of drilling services. The contracts have the option of renewal for a further two years. In executing the drilling activities, **Petreven will use HH Drillmec rigs specialized in vertical and horizontal drilling**. (The rigs have a capacity of about 100 tons and are equipped with the latest onshore drilling technology that allow to reach the theoretical depth between 2,500 and 3,500 meters.)

YPF has recently initiated a plan for growth and development of oil drilling activities intended mainly for the production and exploration of Shale Gas in the region of Santa Cruz, in the south of the Gulf of San Jorge in Argentina. Santa Cruz is one of the areas with the highest concentration of Shale Gas in south America, and together with Chubut one of the provinces of major development in Patagonia. Petreven will deploy its rigs in strategic areas of the region in order to undertake the necessary exploration activities of Shale Gas.

**Cesare Trevisani**, CEO of Trevi Group **stated**: *"The Petreven division, actively present for many years in Latin America, has managed to renew strategic long term contracts. We are very satisfied with the work we are doing in South America, and this reflects the continued development of our business. The combination of operational efficiency and technological excellence of our rigs ensures the execution of the drilling activities in absolute safety and with a significant reduction of costs. The award of such contracts, confirms the ability of Petreven to establish long-term relationships with key customers. We soon expect exciting new developments."*

# Drillmec wins on-shore new oil drilling rigs contracts in Saudi Arabia

Drillmec S.p.A., a Trevi Group company, specialized in the manufacturing of oil and water drilling rigs, has been awarded with the supply of six new on-shore oil drilling rigs from SnamProgetti Arabia Saudita, a Saipem company, and from IDC Iraq Drilling Company.

For SnamProgetti, Drillmec will manufacture three on-shore newly conceptualized rigs that will be produced and tested at the factory of Drillmec S.p.A. in Piacenza, and later transferred and installed in the region of Dammam, Saudi Arabia. The contract covers for the delivery of the **rigs in "full package" solution which include all accessories for drilling**. The company will also carry out the rig up services, maintenance of the individual rigs and dedicated technical support. For IDC Iraq Drilling Company, Drillmec will provide three oil drilling rigs.



news

5

## Drillmec acquires 51% of shares of Seismotekhnika

Last December, Stefano Angeli and Paolo Manzato, respectively Drillmec VP Sales and Financial Director together with Oleg Alampiev, Director of OJSC Seismotekhnika, signed an agreement to acquire another stock of the share capital of JSC Seismotekhnika, which added to the stock quote already owned makes Drillmec the majority shareholder.

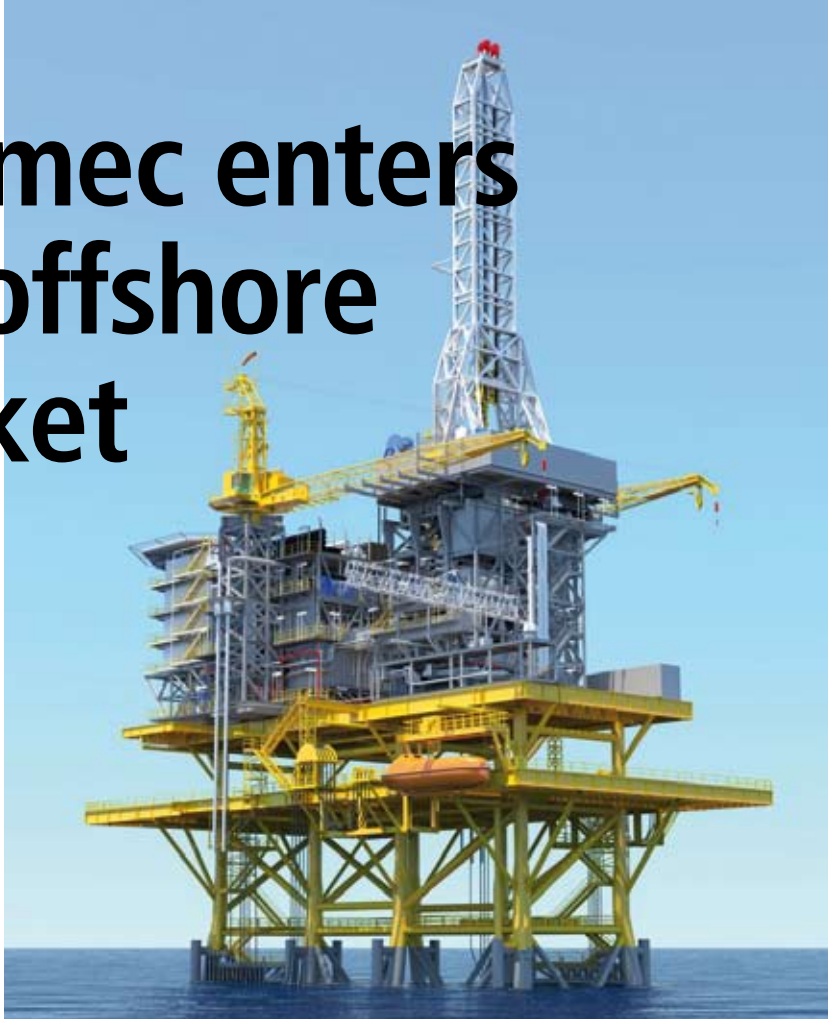
The agreement is part of a wider project, which will lead to the sale of a total of 12 rigs; the sales contract for 7 of these rigs has already been signed.

Since the beginning of 2011 Seismotekhnika has been producing 1,500 hp Land Rigs with Drillmec brand, the first two rigs started to successfully operate in September 2012 and four rigs, currently under production and assembly, will be operative by the end of 2013.

Drillmec experience and Seismotekhnika strategic position on the border with Russia and the regional economic integration between the countries of the former Soviet Union are all factors that facilitate market penetration in the FSU.

**The synergy between Drillmec and Seismotekhnika**, the production line and shared values **will increase the stability, growth and success of both Companies** in a market that henceforth will be benefit from a faster shipments (thanks to the a local production), better solutions and financial flexibility.

# Drillmec enters the offshore market



cover story

6

Drillmec Inc. has been awarded a contract to supply two 3,000 HP offshore modules rigs to Perforadora Mexico. This is an extremely important step for Drillmec's future to become a player in the offshore market

The offshore market is developing at an incredibly fast pace, and Drillmec has entered it with strong credentials – know-how, manufacturing capacity, technical innovation – in this extremely attractive area. On top of this, Drillmec is also developing a new semi-submersible top side drilling rig package for the Russian market, marking another milestone for its expansion to this arena.

The 2013 OTC (Offshore Technology Conference) in May was the perfect opportunity for Drillmec to show the newly designed package to potential customers and explain the innovative aspects and main advantages of the product.

**These new platform rigs intend to respond to a different need of the current North and South American offshore market.**

More in general, the offshore industry around the world is looking for various ways to improve the installation of the offshore drilling packages. Given the recent increased emphasis on permits, certifications and safety, often extremely time consuming, especially in the Gulf of Mexico, after the Macondo incident, it is more crucial than ever that the offshore platform gets installed in the quickest and safest way possible.

On top of the elements just described, offshore rigs have to rely on traditional derrick barge cranes that are often not readily available to lift these drilling units onto the platforms. With this in mind, Drillmec developed its **Offshore Modules Platform Drilling Rigs**, which do not need to be equipped with these derrick barge cranes, in order to win this challenge. These rigs are designed and built in modules so that the modules can be installed by the drilling rigs' operational cranes, with the help of one set of temporary cranes. Since they will be drilling in the Gulf of Mexico in an extremely





active and densely crowded area in Ayatsil, just next to Ciudad del Carmen, fast and safe installation is crucial. The high number of light modules in **Drillmec's Offshore Modules Platform simplifies the installation process**, also giving the advantage of an even weight distribution on the platform deck.

This is only the beginning of an offshore market that will diversify and expand, while giving a careful look to regulations, liability costs and time management.

Drillmec has most probably found an innovative solution to simplify the installation process and cut the costs, after carefully studying the market's feedback and, once again, coming up with a solid and unique design to meet the needs of its customers.



# Soilmec In the world

The presence of **Soilmec in France** dates back to the early 60's. Obviously, the best representative model was the RT3/A2, best seller at that time, sold by the Company Pali Trevisani to the company Soletanche.

At that time, air travel was much less used than today; therefore, to sign this agreement our President Mr. Davide Trevisani went from Cesena to Paris on a Fiat 500.

Thus we began our adventure beyond the Alps in a market technologically advanced and often world leader. To date, it is said that **a machine developed for the French market after five to ten years will be successful in other parts of the world.**

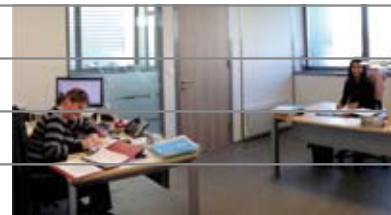


## Soilmec world

8

### Soilmec France

An historical and strong branch with a skilled and motivated working group



Later, in the 70's a territorial agency was created, first called LSM then LBSM, led by M. René Ledez, who sold Link Belt cranes on which our famous RT3 units were mounted. The company has thus developed the market for Soilmec, expanding the customer base and having our brand known and appreciated by everybody.

The sale of 10 MS-305 units to the company Soletanche became famous since they started to work in Cairo, then in France and at the beginning of 2000, some of them were still in service in the territory.

(from left) Sophie Langlois (Secretary), Alexandra Andoussamy (Account Department) and Marie Claire Cabot (Account Manager).



(from left) Pierrette Dacosta (Secretary) and Pierrick Cosnefroy (Manager) of Spare Parts Department.

(from left) René Ledez (Managing Director) and Francesco Bassi (General Manager).



Many Soilmec equipment worked in Paris at La Défense, the French capital business district, with its skyscrapers and roads on several levels.

Afterwards we began to export our equipment to Algeria directly from France and thus introduced Soilmec in that country thanks to the privileged relations between these two countries.

The agency agreement LBSM-Soilmec lasted successfully for 40 years. Then in early 2006 it naturally led to the creation of Soilmec France, a company headed

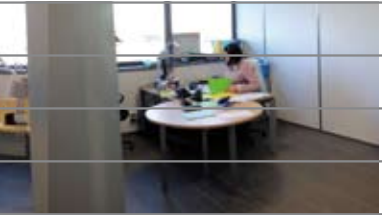




Soilmec France team, Intermat 2012 in Paris.

by Mr. Francesco Bassi, who still avails himself of the advice of Mr. Ledez, and later in 2010 to the creation of Soilmec Algeria, a subsidiary of Soilmec France.

Soilmec, as I said, has always believed in the market beyond the Alps, mainly because there is no foundation equipment manufacturer in France, although in France there is the largest Group in the world for foundation works, that is Soletanche, today renamed Soletanche-Fressynet and part of the Vinci Group, as well as other companies like Spie Foundations, Fayat, Botte or like many other medium small entrepreneurs, who have always tried alternative technical solutions to break into the market.



As a consequence, Soilmec has always received from France many quite complicated and challenging technical requests. Let us just consider how many studies on feasibility our Italian technicians carry out for our cousins beyond the Alps, which are always very attractive since they allow the Italian creativity to implement its "savoir faire" at best. This is how new machines were born, like for example the equipment for CFA deeper and deeper, like the CM-1200, the CM-700, the SR-30 (long mast version) and the brand-new SF-65 latest addition to the range.



(from left)  
Sébastien Canac  
(Technical Manager)  
and Philippe Barbier  
(Sales Manager).



Soilmec world

10



In parallel with the technical development of the machines, there has been a remarkable development of Soilmec France: it has grown from six employees to the current sixteen in France and five in Algeria.

Soon M. Philippe Barbier joined Soilmec France and he contributed to the development of the micropile field, where Soilmec had decided to invest by creating a complete range of machines. Therefore, like it happened for the pile machines, several micropile machines, based on some of the most sophisticated French techniques, were manufactured and used to create the SM-8, the SM-5, the SM-18 and the SM-10.

Subsequently, Soilmec France realized that it was no longer enough to develop and sell new products, but it had also become essential to try to better serve our customers in terms of assistance. It was then decided to take on Eng. Sebastien



Spare parts warehouse.



Soilmec world



11

Soilmec France headquarter external view.

Canac to improve our customer service: from two technicians at the beginning, today we have ten people in France and two in Algeria, more than five workshops spread over France in order to better serve our customers.

In addition, **in early 2012 we inaugurated the new headquarters of Soilmec France** going from 3,000 square meters, of which 700 covered, to 10,000 square meters, of which 1,800 are covered with a new building equipped with an overhead travelling crane to facilitate all maintenance operations in compliance with the most modern technical requirements and safety standards.

The strengthening of the company, from the structural and above all from the human resources point of view, with a working group of 21 skilled and motivated people, enabled **Soilmec France to better serve its Customers and represent the brands** Soilmec, Drillmec and Trevi worldwide.



Soilmec France workshop.

# Hydromill in action for Turin metro station



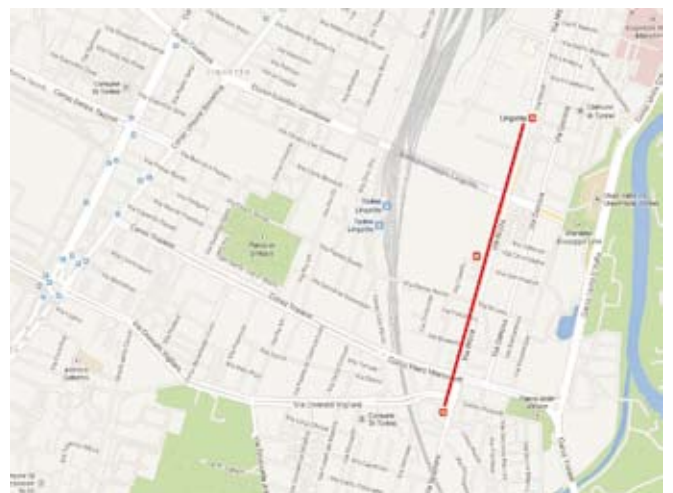
from the site

12

Trevi was involved in the project for the new metro line of the Turin metropolitan area. The section Lingotto-Bengasi will be very relevant as it will significantly

The project consists of the execution of 1,9 km tunnel, 2 new stations (Italia '61 and Bengasi square), two ventilation shafts and a terminal tunnel that extends for about 200 m from Bengasi square. The tunnel will be done by a Tunnel Boring Machine starting from the Bengasi station, that will be used as the headquarter for storage of the ashlars and the extraction of the excavated material in order to minimize the job sites impact on the urban area. The new Bengasi station foundation works, awarded to **Trevi S.p.A.**, consist of a continuous diaphragm wall with 64 panels measuring 1,200x2,800 mm excavation dimension up to a depth of 31 m. The morphology of the soil consists of a compacted fill material on the top, followed by alluvial soil mainly composed by gravel from 3 to 28 m deep crossed by a concrete conglomerate layer (3/5 m thickness), between a depth of 11-16 m, and a layer of clay for the last 2/3 meters.

Due to the soil characteristics, in particular the concrete layer, together with the depth to be reached and the high vertical value requested by the project (panel deviation  $\leq 0, 2\%$ ) the equipment to use was the Soilmec Hydromill, as it is more effective than grabs both in hard soil overcome and because it is able to ensure the verticality, thanks to the **DMS Soilmec monitoring and control system**. In addition the work is in a narrow job site, located on a square in a very busy area of Turin. The chosen **Soilmec Hydromill was an SC-90**



The new metro line track Lingotto-Bengasi.



Reinforced cage with spacer to prevent contact between cage and hydromill module in panels overlapping.

in **“Tiger” configuration** with hydraulic and mud winders positioned on the base carrier that gives a compact unit while maintaining the high depth drilling performance. The rig is equipped with the Soilmecc rotating module system which allows the module itself to rotate for T panel execution. This is really useful especially in small job sites where the change of rig orientation is a very difficult operation which increases time losses and costs.

The panel execution phases started with the construction of a shallow pre-trench, for the

suction pump start-up and then proceed to excavate the panel with the Hydromill module that is lowered progressively into the trench. The powerful submerged mud pump located immediately above the cutter drums delivers the cuttings-laden mud to a mud treatment plant. During the excavation phase Trevi experienced the biggest challenges of this project for a hydromill rig, in fact the stratigraphy revealed three different types of soil that required three different working approaches.

The gravel part is quite easy to excavate and the debris treatment process is fast ensuring productivity and profitability. To overpass the concrete conglomerate layer was difficult due to the hardness, Jordan bits were welded on the tooth bodies which simultaneously reduced the wear and aided the conglomerate fracture. The clay major difficulty was the cohesive

from the site



increase the quality of the service, with a greater train frequency and passenger numbers (estimated in about 40 million users per year)

13

material, peculiarity easy to excavate but hard to discharge, in fact the clay tended to create a sort of dough around the milling unit. The solution adopted was to anticipate the teeth replacement by checking the milling unit condition regularly in order to excavate this part in the best possible condition.

The Bengasi metro station project was a really hard job site: narrow space, hard and various soil conditions, high verticality value required and considerable panel size. The Trevi choice to complete this work with a Soilmecc “Tiger” Hydromill, hose drum design, has revealed a proper and successful conclusion.



Hydromill positioning into the trench.

# New SM-17 microdrilling rig



## Maximum performance

new products

14

The new SM-17 Soilmec microdrilling rig shown at Bauma 2013 is the perfect combination between innovation, safety and high performance

The rig was designed to cover any technological condition and support the operator on any working and job site situation guaranteeing maximum safety and speed of maneuvers.

The **SM-17** is designed to be mounted on an undercarriage with oscillating system, the solution that has already given us immense rewards with the SM-14, complete with two stabilizers in order to increase the pull down force in all vertical working positions. The main body is compact and built with high quality sound proofed open-able canopies that guarantee safe access during maintenance. Powered by a Deutz TCD 6.1, reaching up to 160 kW, the SM-17 is compliant with the emission certification UE2004/26/CE Stage IIIB; US EPA Tier 4i. The powerful Diesel engine and highly efficient full load sensing hydraulic system guarantees to correctly feed all the systems and allows the rig to support various drilling technologies: single and double rotary heads, top hammer, DTH and high speed rotary with high performance value in any kind of soils. The heavy duty mast is equipped with a new crowd system by cylinder and can reach a maximum effective hoist force of 100 kN with 4,800 mm of stroke.

In addition, a modular mast can be available on request in order to reach 10 m stroke and 130 kN of force.

### SM-17 Hydraulic microdrilling rig

Operating weight (approx.)	17 - 18 ton kg	37478 - 39600 lbs
Diesel Engine make and model	DEUTZ TCD 6.1 Tier 4i	DEUTZ TCD 6.1 Tier 4i
Power rating	160 kW @ 2000 rpm	214 HP @ 2000 rpm
Main pumps: variable axial pumps	214 + 214 l/min	56.5 US gal/min
Kinematic mechanism	Articulated	Articulated
Hoist & Feed system	Cylinder	Cylinder
Maximum hoist pull/feed force	100 / 50 kN	22481 / 11240 lbf
Feed stroke	4800 mm	158,0 in
Rotary head	R3700V	R3700V
Gear box type	Variable	Variable
Maximum torque	3700 daNm	27289 lbf-ft
Maximum drilling speed	124 rpm	124 rpm
Hollow shaft	140 mm	5" 1/2 in
Clamping range	up to 60 - 415 mm	up to 2,4 - 16,3 in
Extractor device	400 mm / 150 kN	15,7 in / 33720 lbf
Transport width	2500 mm	98,4 in
Transport weight	17000 - 18000 kg	37478 - 39600 lbs

**soilmec**  
Drilling and Foundation Equipment



The new structure of the mast can support a very large range of rotary heads up to 3700 daNm. One of the most relevant characteristic of the SM-17 is the new special kinematic mechanism composed of two main slew rings driven by heavy duty cylinders, one positioned on the machine body and the second one fitted on the mast, in addition the SM-17 has the ability to rotate the mast of 90° in order to drill parallel to the tracks in vertical position. The patented articulation covers any technological condition and supports the operator on any working

and job site situation.

The full radio control on standard equipment gives full autonomy to operators with maximum safety and speed of maneuvers. Due to

this features the **SM-17 is the best choice for those who need flexibility with high performance value.**



new products

15

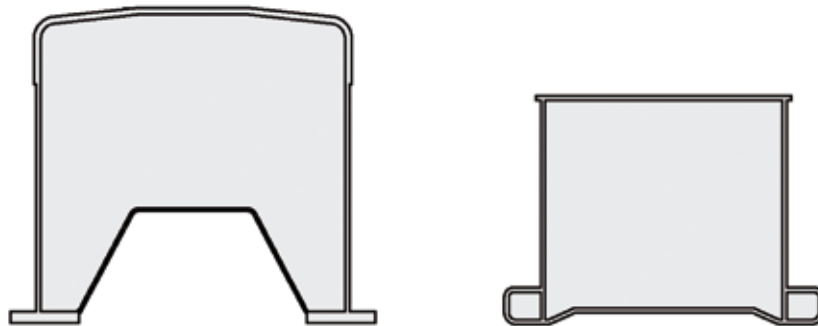


## New Land Rig control cabin



# SR new generation

# Inside the evolution



The old and the new mast section in comparison.

## new technologies

16

The second generation of Soilmec hydraulic drilling rigs, are characterized by various innovative solutions specially designed to increment performance and reliability



Bracket slots positioning on mast.

One of the major implementation is the new mast design: lighter, made with high strength steel and with the same geometry for all models. The new SR rig mast features a sensible reduction of the transversal dimensions; this solution together with the use of high strength material allows the highest performance and a streamlined structure in comparison to the previous counterpart model. The Soilmec engineers have also made some little but really useful devices to consolidate the multi-functionality Soilmec rig distinctive features.

All the masts are built with the mechanical predisposition for both winch and cylinder crowd systems. The housings for the WCS pulleys are located in the cathead and lower mast element and in the mid part of the masts main element are the cylinder bracket slots. This concept design allows an easily conversion between the two crowd system versions.

The cylinder crowd system is usually fitted for bored pile technology for speed requirements, rather than having a longer stroke when using winch crowd. Due to the new mast structure in which the front compartment is not present, as visible in figure , the cylinder has to be dismantled for transport configuration. This necessary solution brought two relevant advantages because, during transport, the rig without the



cylinder is lighter and has a lower overall height. An example is the new SR-65, the transport height decreases by 231 mm and the weight by 1150 kg. In order to preserve the quick rig up characteristics the cylinder mounting process is completely undertaken by the rig, autonomously, using the main rope and a special tool supplied with the machine. The tool was developed to guarantee an easy and safe assembly operation, sliding the cylinder on the mast guide up to the chosen bracket slot where the operator can fix with a pin and hydraulically connect with quick couplings. In addition the new mast has two locations where the crowd cylinder can be mounted. The two different configurations, which are easily interchangeable, have relative added benefits.

When the cylinder is mounted in the lower position the pull down stroke drives the rotary on the bottom mast element allowing the telescopic Kelly bar to reach the maximum depth.

The cylinder mounted in the upper position gives two different useful features. Dismounting the mast foot allows larger diameter tools to be used enabling full pull down stroke. In addition the elevated position maximizes the clearance under the rotary giving more space for casing and casing oscillator use.





# Soilmec Dealer Meeting 2013

network news

18



Simone Trevisani, Managing Director Soilmec.

**Soilmec Global Sales Network** met in Munich (Germany) for a full-day meeting, prior to the Bauma exhibition, to focus on market future strategies.

The day was dedicated to the presentation of Soilmec new innovations, new product range and R&D and Marketing news.

The **new products Soilmec** – models **SR-60, SR-65, SR-90, SC-70HD, SC-**

**90HD, SM-8, SM-14 and SM-17** – showed for the first time on Monday morning at Bauma fair, have been presented in advance to the whole Soilmec Network.

All participants contributed with great enthusiasm and the intense days spent together promoted a real team-building through very open discussions. The modern location of Munich, the possibility “to open” together the Bauma fair and a Dealer Meeting program rich in content, led to the success of the event in a very friendly and professional atmosphere.



Federico Pagliacci, Vice President Development & Engineering.



Marco Casadei, Vice President Sales & Network.



**Special award** Claudio Cicognani (President Drillmec, Italy).



# Fidelity Prize

network news

19



**40 years of partnership** René Ledez (Managing Director Soilmecc Algeria, Algeria).



**40 years of partnership** Robin North (Managing Director Soilmecc UK, United Kingdom).



**30 years of partnership** A.F. El Didi (Managing Director Soilmecc Emirates LLC, UAE).



**25 years of partnership** Hamdi Kaya (Managing Director Erke, Turkey).



**25 years of partnership** Lim Seck Mow, Jesse Lim (Soilmecc Far East, Republic of Singapore).



**25 years of partnership** Jose Antonio Perez Domingues (General Director MOPYCSA, Spain).

# Soilmec offers Total Solution including finance

Since 2010 finance options can be integrated into the total solutions package via Soilmec's co-operation with DLL, an asset finance solutions provider active in over 35 countries worldwide. Soilmec chose DLL as their finance partner due to DLL's construction sector expertise and commitment. *"We trust our customers to DLL, so we have to be 100% confident that DLL is the right partner in our segment for our equipment",* stated Marco Casadei, VP Sales & Network at Soilmec. *"During our interaction with DLL, they demonstrated they know our industry and as a result are willing to provide tailored flexible finance solutions for our customers. This is important for Soilmec's value proposition."*

**Better serving Soilmec customers.** Adding DLL's finance solutions and expertise to the total package will increase service levels to Soilmec customers. Financing brings many benefits like easy budgeting, flexible payment schemes, 100% financing, and the option to include all services into one instalment. Combining such benefits and industry knowledge makes a strong value proposition. Gianluca Menni, DLL Relationship Manager for Soilmec commented *"We are very proud to support Soilmec in servicing*

network news

20

## Trevi Group aims to offer their customers total solutions

*their customers. We will work together to come to the best solution. And that counts for both good and bad times – even throughout the recent economic crisis DLL continued supporting its clients in the most challenging industries and countries."*

**Finance as an integrated sales tool.** Being able to provide finance at the point of sale will ease Soilmec sales teams' negotiations on pricing, ensure competition lock-out, secure customer control throughout equipment life cycle and result in increased customer loyalty and retention. *"It is proven that equipment sales increase when financing is included in the offer",* continues Gianluca Menni. *"Dealers are now able to include finance in their proposal at the moment of sale and, if needed, DLL specialists can join the meetings to find the right solution. And, equally important, we provide all these services for a competitive price."*

**Global solution.** Soilmec and DLL are cooperating in all the major countries in the Americas, Europe and Far East. Both Companies are developing new territories to be closer to customers in the foundation and construction field. Marco Casadei concludes: *"Cooperation with DLL and the common strategy to better serve the market with advanced tools, including financing, is the completion of the process started some years ago. Soilmec is now the real "Solution Provider" for the market."*



Gianluca Menni,  
DLL Relationship Manager.

# Drillmec increasingly present on Ethiopian territory



The Drillmec Ethiopia staff.

Drillmec "Water Division" has established since fifteen years a fruitful business activity in Ethiopia, meeting the needs of a developing country and acquiring over the years a knowledge of the territory and a network of collaborators able to give a competitive advantage. During the recent years Drillmec with its selection of water-wells drilling rigs "G-series", has satisfied the increasing local demand of rigs and has gained the trust of the large part of federal and regional authorities that oversee the exploitation of groundwater resources. The increase of contracts with Ethiopia and then the requests for on-site technical assistance, spare parts and other after sale services led, in 2011, to the establishment of an operating office on the Ethiopian land, Drillmec Ethiopia Branch.

The Ethiopian branch manages after-sales services and technical assistance to Customers and provides also a valuable contribution to sales activities, through a direct contact with drilling companies, government agencies and local investors.

To technicians of Ethiopian branch has been provided a Mobile Workshop, manufactured in Drillmec factory in Madregolo di Collecchio. The unit is a real mobile technical service center equipped with generator, compressor, lifting device, column drilling machine and workshop equipment for routine and emergency maintenance of drilling rigs. Recently Drillmec Ethiopian branch has moved to a new seat, always in the center of Addis Ababa; the new structure also provides a valuable support for Trevi and other Group companies.

network news



## Second edition for Oil&Gas dealers meeting

21

May 27-28<sup>th</sup> 2013 – Following the great success of the Oil & Gas Dealers Meeting in 2011, Drillmec has organized the second edition where more than 40 dealers from over 20 countries had an overview on the latest innovative products. The Meeting has also given the opportunity to present all Drillmec's goals in new and already existing markets as well as to meet and exchange views about the market trends.

The event has been inaugurated with the traditional welcome dinner, and the day after Eng. Claudio Cicognani, the President, opened the meeting retracing the exceptional growth of the company from the beginning until now, underling as well, that everything has been made and will be made thanks to the Agents effort.

The floor was given to the Vice President Sales, Dr. Stefano Angeli, who presented the new Branches inaugurated in the last two years, illustrated last year results and current estimates for the year. He showcased the biggest successes so far in the year and stressed the importance of consolidating the business in the Offshore industry segment. After Mr Angeli's speech, Area managers presented the latest news about Drillmec products.

These two days have been strongly pursued to promote a proper team spirit among our dealers, making the exchange of ideas an essential cultural element of Company development. Last but not least all the attendants had the opportunity to compare and share experiences, problems and prospects showing at the same time an overview of different working realities.

The great success of the event was highlighted with great appreciation from both the Drillmec staff and the entire sales force group.

# Soilmec and Drillmec in action at...



Several Soilmec **SF-70** drilling rig for CFA at work in **Mexico**



click on site

22



A TREVIICOS' Soilmec **drilling rig** in action in **Puerto Rico**



**Drillmec HH-102 rig** at work in Neuquén districtit, **Patagonia**, Argentina



Two Soilmec **drilling rigs** in action  
in **Czech Republic**



A Soilmec **SR-80 C** is at work  
in a remote location of the  
**Ural Mountains**, Russia

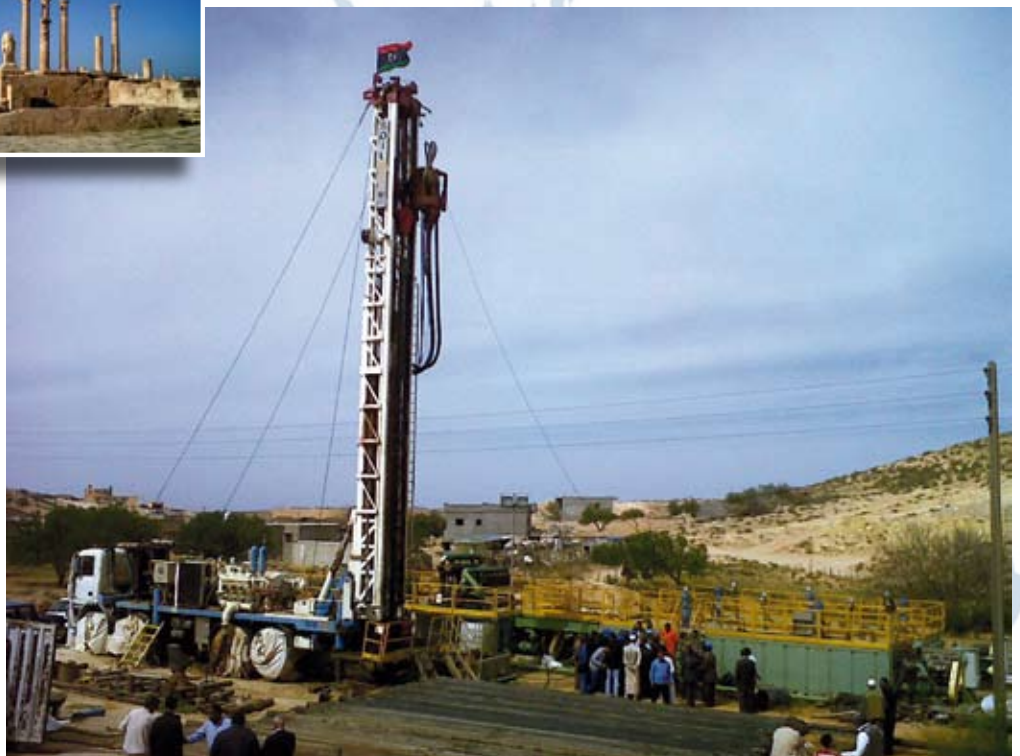


[click on site](#)

23



The flag of the new **Libya**  
waves on **Drillmec drilling rig**  
at work near Tarhuna



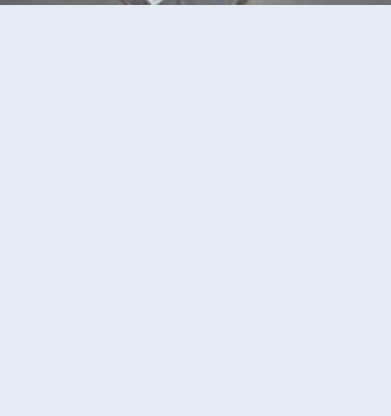


events

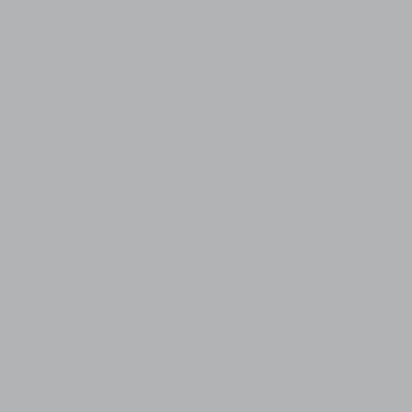


24

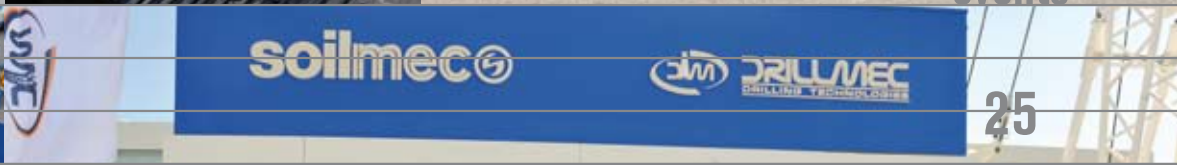
Pictures  
from  
BAUMA







events



# Focus on a rising economy



## events

26

### BAUMA AFRICA Johannesburg (Republic of South Africa)

September 18-21, 2013

The rising importance of Africa in the world's construction and mining markets is taking center stage at this year's Bauma Africa. The first edition of Bauma Africa (International trade fair for construction machinery, building material machines, mining machines and construction vehicles) will be held in Johannesburg (South Africa), September 18-21, 2013.

The venue is the Gallagher Convention Centre, Midrand, Johannesburg. Range of products: all around construction sites; mining, extraction and processing of raw materials; production of building materials; component and service suppliers.

Africa has great opportunities for economic growth. As investors and businesses look towards developing countries for new growth, the mining and construction industries are set to profit from this move. The need for infrastructure present a growing opportunity for those present in these sectors to provide services and products throughout developing countries and benefit from this burgeoning growth.

The growing pool of international entrants into the African market are a telling sign of just how important Africa is becoming and the need for specialized players in the industry, we trust that Bauma Africa will highlight new products in these sectors.

The trade fair has been a sell-out success with over 500 exhibitors taking up over 60,000 square meters of exhibition space. Exhibitors from 34 countries will be participating in the trade fair and over 200 companies will be part of international pavilions from Austria, China, Finland, Germany, Great Britain, Italy, Korea, Northern Ireland and Spain.

## **CONCRETE SHOW 2013** **August 28-30, 2013** **São Paulo (Brazil)**



Concrete Show South America – the leading exhibition and conference on concrete technology in Latin America – is an international meeting point of business and technology, exclusive for concrete supply chain and its users. The trade show will be attended by thousands of construction professionals from all over the world gathering in São Paulo to do business. This year Concrete Show South America promises to bring a even larger and better show with the best and new technologies in machineries, equipments, commercial construction products, services and constructive systems from leading industry suppliers.

## **KIOGE 2013** **October 1-4, 2012** **Almaty (Kazakhstan)**



KIOGE is Kazakhstan's most established and best attended oil and gas trade event. More than 40% of the exhibition area (total exhibition area is over 16,000 sqm) is occupied by companies who are regular participants at KIOGE. About 25% is represented by new exhibitors who are new to the Kazakh market. Since its first edition in 1993, KIOGE has become one of the most prominent events for the energy sector of Kazakhstan and a significant platform for discussing important issues affecting the oil and gas industry and providing a dialogue between national and foreign partners.

## **EXPOTUNNEL** **October 17-19, 2013** **Bologna (Italy)**



ExpoTunnel is the new showcase dedicated to the world of tunnelling, drilling, mining, underground construction and research. It is an opportunity to meet in a global framework of supply and demand of high technology and its field applications, with the chance to learn new methods, access state-of-the-art techniques and face the world market. The added value of ExpoTunnel is the goal of awakening public opinion, planners and planning authorities to a culture that leads to a more systematic use of underground areas, not limited to transport or distribution systems, but aimed at welcoming different types of infrastructures.

events

27



# Solution provider

New Soilmec hydromill reaches 150 and 250 meter deep.

New HYDROMILL technology for diaphragm walls



TIGER

Read this QR code with your smartphone.

**soilmeco**  
Drilling and Foundation Equipment

[soilmec.com](http://soilmec.com)

