

THE MASTERS OF THE UNDERGROUND

Italy-based Trevi group has managed to become a true point of reference in international markets in such sectors as ground engineering, deep foundations, oil and gas drilling and geotechnical works. Massimo Miato reports.



The Trevi Group is one of the most important companies in the world for the ground engineering, deep foundations, oil and gas drilling and geotechnical works sectors. The company's success has been built on its will to invest in revolutionary technologies, and in establishing strong synergies within the firms belonging to the group. Today, Trevi can count on the expertise of more than 5400 people working for the company worldwide.

In 2007, the company invoiced more than €837 million, which is almost 30 per cent more than its turnover in 2006. The reasons for this growth are to be found in its well-established international structure, which is distributed over more than 70 countries.

A wide structure

The Trevi Group is based on one holding company controlling five companies, each with its own branches worldwide. It is important to remember that every company within the group is extremely focused on the safety of its operations at all times. The first company in the group

is Trevi SpA, a firm which specialises in providing its customers with fully customisable solutions for special deep foundation activities. This sector is strictly connected with ground engineering works, such as foundation reinforcement for tunnels, dams, dykes and bridges.

The firm's most important feature is definitely its expertise in dealing with special activities, which makes the Italian company a true point of reference in international markets for deep foundation activities. At the moment, Trevi SpA operates in every corner of the globe dealing with every possible side of the underground engineering sector, which explains why it is internationally renowned as the 'ground engineering specialist'.

The second company in the group, Soilmec, was established in 1969 with the sole aim of supporting Trevi SpA by providing the workers of the ground engineering firm with the equipment they need. Today, Soilmec is a leading company in the design and manufacturing of revolutionary and technologically advanced solutions for the deep foundation and ground engineering sectors. The company's activities concentrate on such sectors as the building trade for both civil and industrial purposes, as well as the energy sector, the mining sector, cable installation and geothermal works. In 2007, Soilmec successfully created its 3000th piece of equipment, which has never been achieved by any other company working in its sector.

The company's range of products is extremely wide and varied, and today Soilmec's catalogue is able to meet every possible need of a company working in the ground engineering sector. This is a result of its will to invest in creating its own patented technologies from the very beginning of its activities. As a result, most of the solutions that are currently being used by other deep foundation companies are based on technologies developed by Soilmec.

Drilling

Another company whose activity is very important for the Trevi group as a whole is Drillmec. This firm was established from the merger of five companies, each specialised in designing and manufacturing special and traditional equipment for geothermal works and, above all, for drilling operations onshore and offshore. As the Trevi Group's main point of reference for revolutionary



technologies for the water drilling and oil and gas sectors, Drillmec invests a lot in research and development.

One example of Drillmec's R&D efforts is its exclusive HH drilling rigs. These drilling systems are traditionally quite different from the other systems used in this sector, as they are lighter and smaller than the other systems. As a consequence, HH rigs are easier to transport and install, and using them also means saving a lot of energy. Above all, the most important feature of Drillmec's HH series is that they're fully automatic, which is surely an advantage in terms of reducing the risks for the personnel operating in potentially dangerous situations.

Investing in the development of drilling systems that focus on improving safety for users is definitely an overriding concern for the Trevi Group, which explains why the HH rigs have become a true point of reference on both the Italian and international markets. In addition, the group's R&D investments are definitely oriented towards lowering the costs of production of new equipment, and by keeping performance and safety levels high at the same time.

Synergies

Another of Trevi's strengths is its ability to exploit the advantages of establishing strong synergies between members of the group. This means that, every time one of the companies within the group comes up with a revolutionary solution, it is the group as a whole that benefits. For example, Trevi SpA was awarded the 2007 Italian National Prize for Safety by Ance, something which has only been made possible by the fact that the company currently uses the equipment designed by Drillmec and Soilmec.

Another company that belongs to the group and is extremely important from the point of view of establishing strong synergies with Trevi is Petreven, which is concerned exclusively with drilling operations for the oil industry. Founded in 1995 with





the sole aim of managing oil drilling operations in Venezuela, Pven only uses the HH systems manufactured by Drillmec. Thanks to its introduction of a very special and fully automated process management system, Petreven has been awarded a number of prizes for its performance and attention to safety. The most recent prize was awarded in May 2007 in Bogota, when the Columbian government chose Petreven as a model company owing to the fact that it has recorded no work-related accidents over the past five years.

Last but not least, the fifth company belonging to the Trevi Group is the newly founded Trevi Energy. The firm was created at the beginning of 2008, and it benefits from the specific knowledge of each of the companies within the group, with the sole aim of developing revolutionary projects for exploiting renewable energies through off-shore power plants. At the moment, the company designs and creates geothermal power plants, but new solutions could use other renewable energy sources in the future. Once again, synergies are definitely important for ensuring the success of the Trevi group. The Italian company is still looking for new opportunities for growth by keeping in mind that each of its companies is doing its best to improve performance, which is definitely the key to facing future challenges. ■



CALCESTRUZZI
San Domenico

CALCESTRUZZI ALTA RESISTENZA E DURABILITÀ
CALCESTRUZZI LEGGERI ED ISOLANTI
CALCESTRUZZI COLORATI

HIGH RESISTANCE AND DURABILITY CONCRETE
LIGHTWEIGHT AND INSULATING CONCRETE
COLOURED CONCRETE

www.csdcalcestruzzi.it



Usually...
For 30 years
we work **exceptional**
in Industrial Handling,
Lifting and
Exceptional Transport.
That's all



Tel. +39 0544 569611
www.ctstrasporti.it - info@ctstrasporti.it