

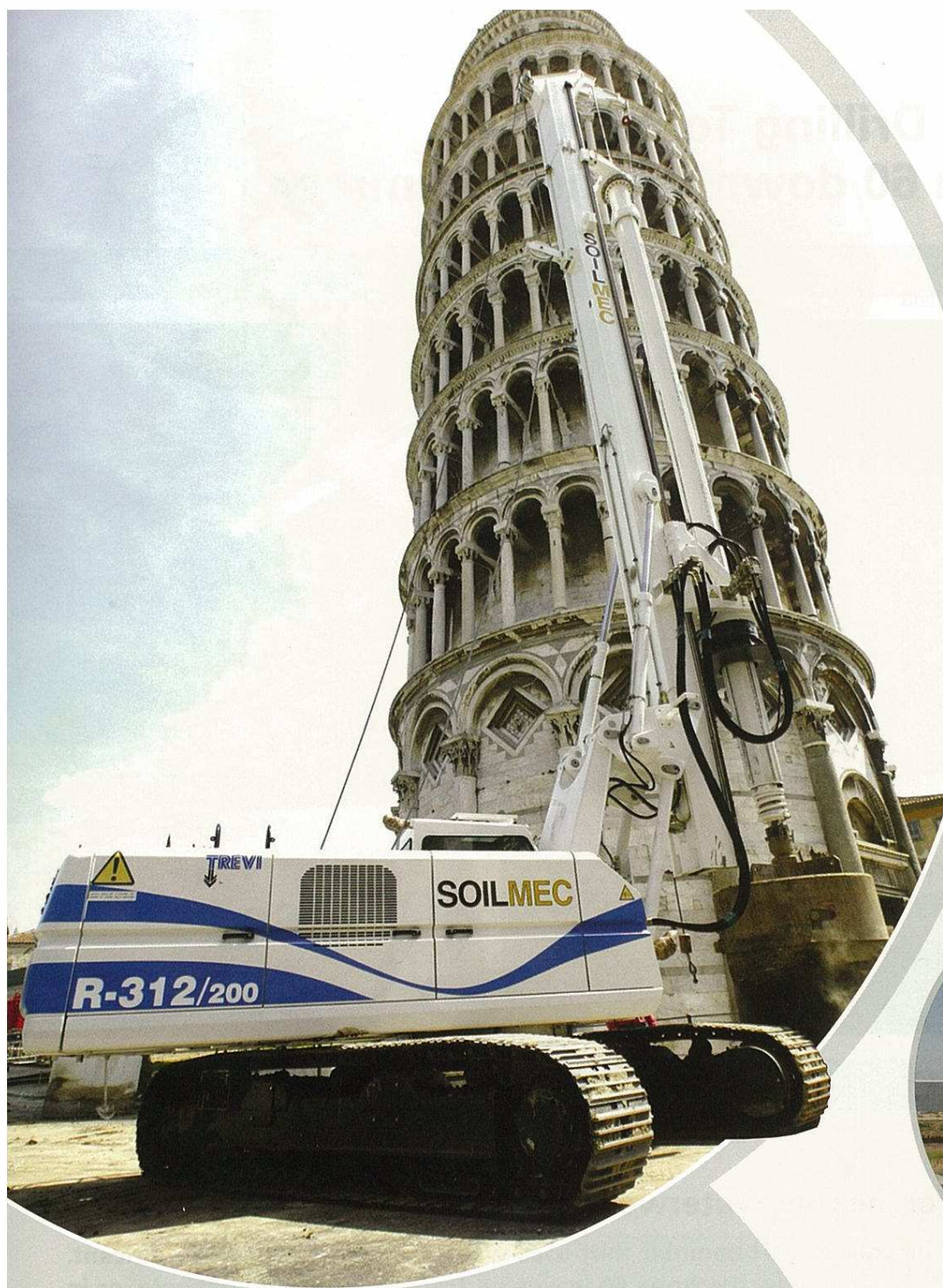
# 50 YEARS OF THE MINI



TREVI  
CONSTANT EVOLUTION

JOSEF MANNER  
ACHIEVING WITH EASE

BMW  
SPIRIT OF CHANGE



# FOUNDATION ENGINEERING AT IT'S BEST

*For many people, the name Trevi might conjure up the image of a fountain in the eternal city of Rome, or possibly a small town in Umbria. But for those involved in the deep foundation, geotechnical or hydrocarbons drilling industries, Trevi is likely to be a familiar name for entirely different reasons. Justin Bateman reports.*



# FOCUS

This is because the Trevi Group is one of the world leaders in the foundation engineering field – designing and constructing buildings, dams and bridges, to give a few examples – and in the oil and gas industries. Founded in 1957 by Davide Trevisani, the company began drilling small diameter ‘piles’, the basis of construction foundations. Since then, the company has invested continuously in new technologies and grown steadily, all the while moving into new territories.

## Constant evolution

In 1967, the company obtained its first overseas project in Nigeria, a country where Trevi was to set up ten years later. Its first foreign company however, was formed in 1971 in Argentina. In the 1980s Trevi moved into Asia, setting up numerous companies there and extending their penetration of the European market.

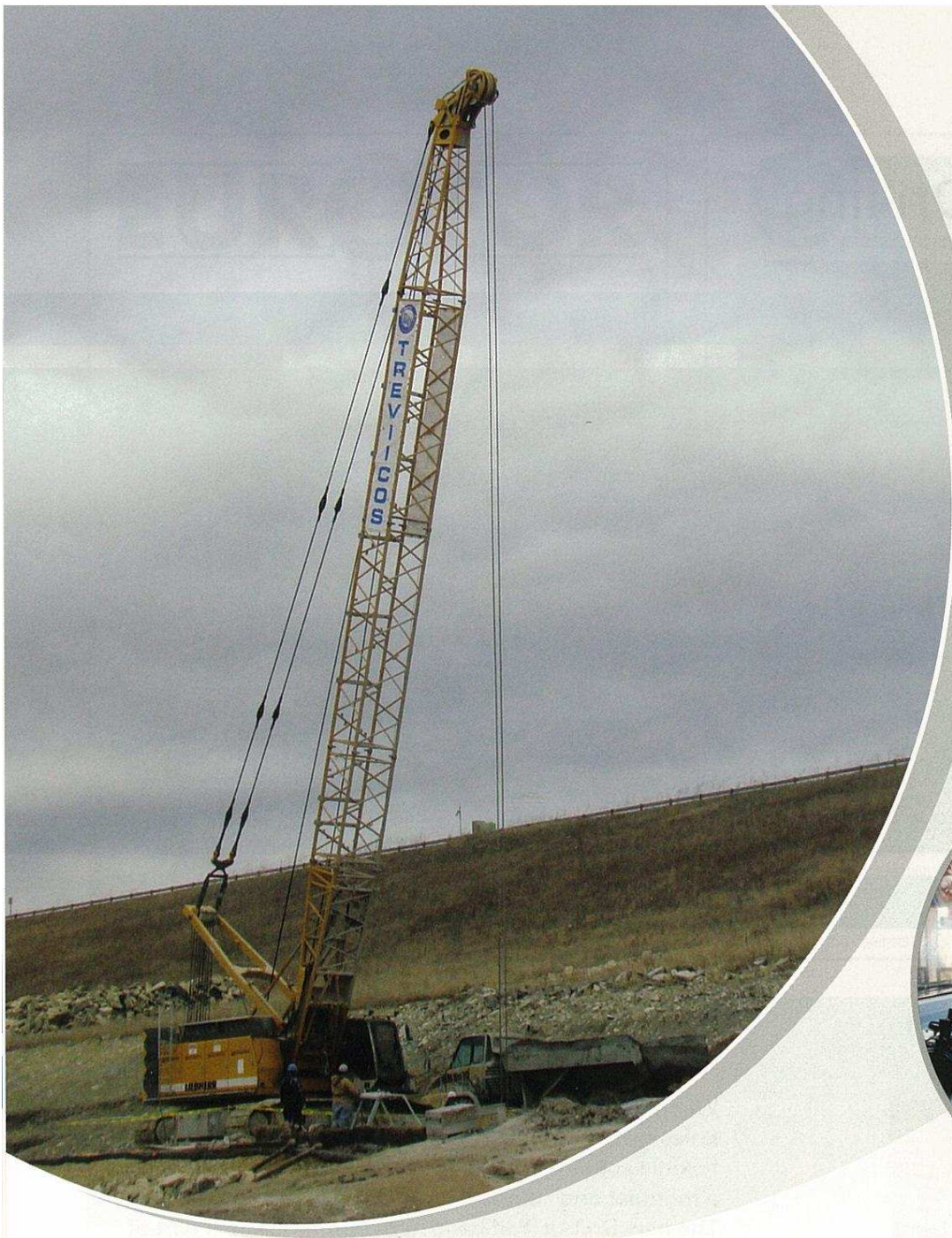
By the late 1990s, Trevi had made its mark in the USA, establishing a company in

Boston and contributing its growing skills to numerous projects across the country. And in 2008, the company was awarded a contract for Wolf Creek Dam worth more than \$341m, the largest contract in the company’s 50 year history. So does this mean Trevi is still growing, despite the global recession?

“We have been growing about 30 per cent for each of the last three years,” says Stefano Trevisani, CEO for Trevi. “Of course, everything changed in the final quarter of last year. But we are in a good position because historically the oil and gas industries have invested in technology consistently and this also enables us to innovate.”

Having started out in this sector, Trevi’s experience in drilling has put them at the





forefront of new technologies and the company's engineers are always striving to improve their equipment to suit the soil conditions. "The key is to keep adapting, explains Trevisani. It is very much a process of constant evolution."

### Specialist skills

About 95 per cent of Trevi's revenue now comes from international business with around 30 operating companies situated across the globe. However, the headquarters remain in Italy with the main offices in Milan and Cesena. This is where the hub of the company's financial activities take place, as well as the research and development and the majority of the manufacturing side of the business,

including design, engineering and assembling of equipment.

"A lot of what goes on at the headquarters in Italy is co-ordination work," says Trevisani. "We have an important network of agents and dealers for the manufacturing side of the business, covering more than 80 countries so it's quite a complex organisation."

Even for a company with 6,000 employees worldwide, one of the biggest challenges for Trevi is finding the specialists needed to do the jobs. As well as the engineers, good sales and marketing people are crucial when it comes to selling the latest technologies to customers and potential customers.

On the service side of the business, Trevi seeks out opportunities based in ground engineering, which is a niche market in construction. By working on the design and construction of deep foundation systems or modification projects, Trevi has cemented its position as a specialist within the industry.

### Varied projects

Projects vary hugely, from infrastructures to high rise buildings, bridges to dams and even within these broad parameters Trevi is involved with a wide variety of activities. One current project is the reconditioning of a concrete dam in New Zealand, while other structures might require consolidation or rehabilitation work, and each of

these are procedures which require different, and often unique, technical skills,

"A lot of the time we are chosen for our technological contribution to the project, as is the case for the sophisticated work needed for the dam in New Zealand," says Trevisani. "And the competition for these contracts is usually quite stiff. For this one, there was an international pre-qualification phase before we were given the go-ahead to start work on it."

As well as large scale structures, Trevi is also adept at making the most of confined spaces, as Trevisani explains.

"Italy is a country with many medieval cities so it's often difficult to build new structures without impacting on the existing buildings. So we devel-

oped Trevipark, which is based on our experience of drilling. Essentially, it is a deep, cylindrical hole, with 'shelves' around the edge. In the middle is a car elevator. You park on the surface and then the elevator does the rest, parking the car for you. The whole thing is automatic, with just one operator keeping an eye on everything from a control room. We already have 20 of these in Italy and one in Sweden and we're building more all the time."

### Environmental issues

Over the last few years another area has opened up significant opportunities for Trevi. "Everyone is so much more sensitive to environmental issues now than they were in the past," says Trevisani.

"We are involved in a number of projects to prevent pollutants entering watercourses and water layers from industrial wastes. We are also able to remove pollutants from contaminated soil without excavation, using biological, chemical-physical and thermal processes."

Climate change is rarely out of the news and almost every other week scientists seem to be warning the world about the melting ice caps and the subsequent and irreversible rise of sea levels. But if this is the case, there are no governmental organisations taking this seriously in the short term. "No one is asking for protection systems for high water levels yet," says Trevisani. "But in the future, who knows?" ■

