

COMACCHIO

Italian drilling expertise

TOP-quality Italian drilling rigs that are custom-designed to clients' needs will be in the limelight at Comacchio's stand at The Big 5, where the leading rig manufacturer will also be exploring local partnership opportunities.

The company boasts the most comprehensive line-up of drilling machines in the industry, with almost 80 models that cover the entire range of ground engineering and geotechnical applications.

Established in 1986, Comacchio has enjoyed more than 30 years of continuous

success in the industry. It was founded by the three Comacchio brothers – Renzo, Patrizio and Pasqualino – and to this day is still run by the Comacchio family.

“Today, Comacchio is a reference point in the drilling industry, with more than 3,000 units sold in over 100 countries and a highly qualified sales network of more than 30 dealers and agents covering the world market,” says Antonio D'Ambrosio, new territory sales manager of Comacchio in the Middle East.

In its 30-year history, Comacchio has constantly expanded its MC line of micro-drilling rigs that ranges from limited access rigs with remote power pack to heavy-duty 40-tonne rigs that support highly productive methods of micro-pile and mini-pile installations, including jet grouting and continuous flight augering (CFA).

D'Ambrosio says the company holds a leading position in the micro-drilling sector in the European and North American markets. And based on this experience, Comacchio delved into the large-diameter market.

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“Comacchio launched its first piling rig in 2015: the CH 450, the first model of the CH range designed for the large diameter market. Since then, the company has invested a lot of time, effort and money on the development of this range,” he explains.

Currently, there are three models in the CH range, and a fourth model (in the fi-

nal design phase) will make its debut at bauma, the world's largest fair for the construction industry, to be held in Munich, Germany, next year. Each model offers multiple configurations, supporting a variety of drilling technologies. There are also dedicated solutions available for CFA.

In the Gulf region, Comacchio is proud to serve a number of established companies, which are successfully using its micro-drilling rigs such as the MC 15 and MC 12. However, the company is yet to reach its full potential, says D'Ambrosio.

"With the introduction of the CH range of piling rigs, we are now ready to take on new challenges. We are particularly keen to introduce our local clients to this type of equipment and show them the innovative design features and benefits we offer," he remarks.

Comacchio is now keen to boost the brand's presence in the Gulf by setting up a dedicated sales organisation, D'Ambrosio says, adding the Comacchio's sales network is based on solid relationships with well-established and trusted local partners.

"This is the same strategy we are adopting in the GCC. We are about to start a

selection process for agents and dealers that can meet our requirements in terms of in-depth technical knowledge, business reputation and capillary presence throughout the territory. We will take the opportunity of The Big 5 in November to further explore these opportunities," he says.

What differentiates Comacchio's machines from those of its rivals is the fact that they are entirely designed and manufactured in Italy, says D'Ambrosio. "The reliability and safety of the machines is guaranteed by an accurate manufacturing process that begins with the careful selection of high quality components and involves detailed control in all its phases," he asserts.

Comacchio has, from the very beginning, stood out for its ability to respond to market needs and to assimilate ideas, insights



D'Ambrosio ... showcasing custom-designed rigs.

and different practices and turn them into finished products that meet the specific needs of the customer.

"This involves an intense process of continuous product development and improvement – thus the great variety of models and solutions that we can offer. No other manufacturer can provide the same range of solutions," says D'Ambrosio. "Also, we do not offer generic solutions to individual requirements: all the configuration details of the rig are thoroughly discussed with the customer to ensure that the rig meets the application needs."

Every Comacchio model can be customised, thanks to a wide selection of accessories and exclusive patented solutions, backed by high-tech solutions and the Italian tradition of quality artisanal craftsmanship.

Last but not the least, Comacchio despite being a big player still listens to customer requests and responds to their individual needs, providing personalised service and developing solid relationships with its customers, he concludes.

Comacchio will be exhibiting at Stand Z1E168 at The Big 5. ■



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