

# A thousand of these "Kellys"!



**Last August, the employees of the Company based in Campania and specialises in the design and manufacture of vertical drilling tools with large diameter celebrated an important milestone: the production at the Baronissi manufacturing plant of the 1,000<sup>th</sup> Kelly bar**



**A**mong the few companies in the world able to achieve a result of this kind, SIP&T decided to celebrate the production of the 1,000th Kelly bar in front of the largest of its two production units, at the presence of all its staff. At the end of the ceremony, the Kelly bar no. 1,000 was shipped to New Zealand, where SIP&T has recently signed an important partnership agreement with a major local business that will represent.

### A bit of history

When in 1996, Francesco Montuori decides to create SIP&T in Baronissi, he has already clearly in mind the outline of his business plan: to become the benchmark in the production of tools and Kelly bars used in the vertical drilling of underground engineering works.

To achieve this goal, he invests and strongly believes in people, or better, in a certain "type of people", with genius and passion, always ready for new challenges and willing to get involved in the continuing pursuit of excellence in the field of underground engineering.

In a few years, the Company begins to develop a precise structure, a strong aptitude for technological innovation, the enhancement of human capabilities, upgrading and internationalisation. The management aims to overcome the resistance of operators in the industry, historically tied to German manufacturers, to promote an innovative technology "Made in Italy" in a field with a strong mechanical culture.

The Company today is a very dynamic group, consolidated in the wide range of products and constantly looking for new solutions to the increasingly complex challenges faced by civil engineering worldwide. A team in whom the most advanced tools of research and technology coexist together with the willingness to invest capital and human resources in order to stay competitive and successful.

### Kelly no. 1,000

The 1,000th Kelly bar will be used on a rig having a nominal torque of 390 kNm at an



Kelly bar for piling rigs with torque between 200 and 390 kNm, 160 and 320 kNm and 140 and 460 kNm

operating pressure of 300 bar and 60 rpm. A drilling equipment item weighing 14.5 t, with a transport length of 18.5 m, formed by four sections, for a maximum depth of 60 m. A solution for large-diameter piles that also happens to be one of the top-range models manufactured by SIP&T, which the Company proudly claims is the "most complete in the world". Actually, in addition to the Kelly bars that are compatible with the major piling rig brands, SIP&T designs and manufactures buckets, core barrels, augers, special tools, tremie pipes, casings, CFA, FDP tools and Stop ends, as well as a customer service network that is even able to assist the most remote areas of the globe.

"The construction of Kelly bar no. 1,000",

stated Francesco Montuori, SIP&T's CEO, during the ceremony, "not only represents an amazing result in the history of our industry, but bears witness to the great vitality of the SIP&T team, which continues to represent a benchmark in the field of rotary drilling tools for large diameter construction works. SIP&T has always invested with trust in people and research, with the awareness that the present and future leadership of the Company is founded on these two issues. Therefore, as we celebrate this milestone, our 1,000th Kelly bar, we are already geared to developing new technologies".

### Reaching for new goals

This achievement, which undoubtedly

is extraordinary, is the result of the commitment that all SIP&T employees have always shown in the Company, especially during the last few years. Thanks to this continuous support, SIP&T has become a worldwide benchmark for rig manufacturers and for end users working in the field of foundations. It is enough to say that, since 1996, SIP&T has produced and distributed its equipment, thanks to its global sales network, in every corner of the world, reaching over 90 countries across the five continents. From Kelly bar no. 800 to no. 1,000, only 2 years have passed, which have been intense and full of challenges, during whom SIP&T always committed to developing new products and services, by continuing its effort to consolidate the “team”.

Goals – even the most prestigious and important ones – are never an end, but a starting point from which to embark on new roads, paths and goals and from which to take on renewed challenges. “Our business”, says Francesco Montuori, “has experienced several changes. On an economic level, through steps of growth, consolidation and social changes, following the evolution of the relations in

the family and at work, evolving customs, and observing the changing lifestyles. Anticipating technological innovations that can improve the work of our customers. Organisationally, thanks to the perfect integration of ingenuity and Italian philosophy, geared towards continuous improvement and maximum efficiency. In the year of our 1,000th Kelly bar, which will remain dear to us just as the first one was, to start redefining international economic balances, radically transforming global lifestyles and grasping the opportunity of a global-scale sharing generated by social networks, we wanted to commemorate our Company’s sensational journey with an event that closed with a gala dinner in the charming scenery of the Amalfi coast. We wish to thank all those with whom we have built – and continue to build – this important story: our customers, our dealers and our suppliers, as well as all our people and our community. Constantly looking for new and improved solutions and assets, the manufacturing plant of Baronissi continues today to shape an important page of its history. A few months ago, the Company kicked off a new production cycle with a lay-out that includes all the

latest generation machinery that will be used to reduce delivery times and bidding prices. The global market conditions have long been difficult, but all tunnels have a way out along with an entrance. I have no doubt that the markets will recover stronger than ever. To be ready when they do, all we need to continue to work hard as we have always done in the past. The future will not disappoint us”.

During its years of growth, SIP&T has earned a very important position on the global market. Francesco Cantisani, International Sales Director of SIP&T, commented: “SIP&T’s organisation consists of a team of young, multicultural and multinational talents, whose long-term vision is aimed at sustainable growth based on the principles of innovation, efficiency and understanding customer needs. After 19 years of history, our signature ‘relentless’ spirit that has distinguished us in steadily pursuing improvement continues to be alive and kicking. We are an important business, where progress in terms of quality and efficiency are pursued consistently. Today, on the occasion of our 1,000th Kelly bar, I wish to express our gratitude



Welding robot for Kelly bar terminals



to all our customers and suppliers, the local community, and its founder and contributors, past and present. Together we have helped establish and support this important activity over the years. It is our belief that SIP&T will continue to play an important role, offering technical innovation, improving efficiency and helping to meet the needs of our customers. We look with optimism to the future and the new opportunities that we will be able to take”.

### A culture of quality

Luca Galdi, SIP&T Vice President and Production Manager at SIP&T, guided the press on a tour of the Company's renovated factory in Baronissi. Thanks to technological innovations, the culture of building within our manufacturing plant has evolved constantly, becoming, as pointed out by Galdi, “a benchmark of excellence that allows the hub in Baronissi to be counted among the most advanced production centres in the world in the manufacture of Kelly bars and rotary drilling tools”. Standing out for its high standards in terms of efficiency, productivity, safety, quality and working environment, the plant in Baronissi today features the innovative assembly line with variable pitch, which offers greater flexibility.

“Since 2008”, explains Galdi, “to better respond to the new market scenarios, we reorganised our production, abandoning the push system used previously (which provided for the planning of production based on pre-established logics, designed for scale efficiencies) to introduce the pull system (where the market demand determines production output in terms of numbers and types of products). In order to meet specific marketing pressure, we also have introduced the patterns, addressed to different segments of the market. The plant in Baronissi is now highly advanced in terms of stock, which was organised in order to combine the assembly stages and lower volumes on the assembly line, creating new spaces, implementing safety and achieving the highest degree of efficiency and flexibility”.



Automated process of submerged arc welding of Kelly bars

In Baronissi, quality is also crucial, a commitment that has evolved over the years and is no longer simply confined to the product's conformity upon delivery, but extends to ensuring the same compliance throughout its lifetime. Presently, our quality control in Baronissi works with a strict focus on excellence and on reducing product flaws as much as possible. “The approach of our Quality Assurance”, concludes Galdi, “is based on planning and design of the control system of the product in all its phases: from design to pre-production, from mass production to after-sales service. By virtue of this approach, and thanks to the peculiar

partnerships established with suppliers, with whom SIP&T shares its know-how, the Company was able to significantly decrease our customer's need for service, more than ever before”.

### INFO



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