

## **The choice of quality**

Design, product, service: The "world tour" of Orteco pile drivers.

Time: 35 years of history. Space: the world. From Italy to Switzerland and Russia in particular. These are the first "coordinates" that jump out when it comes to Orteco, a company established and led by Sergio Tassinari with headquarters in Anzola dell'Emilia, 10km from Bologna. They are useful to explain the high level of national and international acceptance of its products, from crawler mounted pile drivers to machines for special applications. The history of Orteco is the starting point of a tradition of increasingly sophisticated technical expertise built over the years. In contrast the "world", with its markets, is the destination. How did they achieve these results? Through a series of very specific factors: first of all thanks to the attention paid to the product supplied, from A to Z, that is, from the design to the after sales support, continuing with the reliability of its machines, the safety and protection standards to safeguard operators in the work environment and lastly, technology which allows considerable flexibility for the purchase and operation of the individual high-tech machine components.

### **Strengths**

Crawler mounted pile drivers are Orteco's flagship products. The range includes the well known HD and the latest SMART, a machine with a lighter frame. The manufacturer highlights that "both versions feature different volumes. The SMART model has a smaller crawler.

It is equipped with a two cylinder engine instead of three, and a 600 and 800 joule hammer. We created a machine with the same characteristics as our classic models in terms of quality, but more agile and cheaper". Some features: reliability (to avoid downtime), manageability and flexibility of use. Sergio Tassinari states that "Our design allows the pile driver to be removed from the crawler and mounted on the back of a truck, enabling those who already have a pile driver to buy the crawler alone at a later time. One last note on the product: the technological "heart" of the machine is standard and well proven but the variations are endless and customizable. And it is exactly the manufacturer-customer relationship that is another decisive strength of the Emilian company: "Our customers, with their great experience in the specific work of guard rail installation are actually our best product consultants".

### **High-tech laboratory**

The product carries with it much of the quality concept of this Italian technological laboratory. Keywords like "safety" (attention paid in the assembly of hoses, separate commands, etc.), "protection" (e.g., from noise using noiseless engines, etc.) and "reliability" (to minimize failures) are part of an approach always focused on the needs of the worksite. These keywords are then supplemented with the "simplicity" of the control panel, aimed at facilitating communications between manufacturer and customer in the after sales period: "In many cases a phone call is enough to resolve the problem" says Mr. Tassinari. Orteco is a UNI EN ISO 9001 certified company and boasts a strong and professional dealer network which has been recently offering some machines for rental. Finally, a note on Orteco's special machines. With respect to guard-rails, we want to mention the barrier installation machine (ideal for large works: a recent work was executed on the "Passante di Mestre", a bypass motorway) or pile drivers for photovoltaic systems. Changing sector, Orteco has a modified pile driver for the driving of wooden piles along river banks or areas to be strengthened against landslides.

1. Pile driver on a motorway
2. Barrier installation machine on the "Passante di Mestre"
3. Orteco at Asphaltica 2008