

# A future of major works abroad

Mosconi's know-how in a number of projects abroad

Mosconi was founded in 1980, specialising in waterproofing, hydroblasting, redevelopment and maintenance of major works and controlled demolitions. In the entrepreneurial journey of this dynamic and enterprising business, with head offices in Edolo, but with branches in Switzerland, Denmark, Norway and France, an important turning point occurred in the early Eighties, when they began hydroblasting works for line 3 of the underground metro in Milano. Even their partnership with ENEL was significant: at the time, the energy company took care

of the maintenance of the many hydro-electric systems and as a consequence, Mosconi began also developing their water-proofing sector. Mosconi has a story studded with achievements and great challenges: "Years of work and research have allowed us to formulate advanced technology, serving highly specialised technical personnel, capable of reaching an elevated target in the services offered. The winning mix of technology and human resources have allowed our company to play the role of problem solver even in projects that are extremely difficult to implement,"

explains Roberto Mosconi who created and grew the business together with his brother, William. For the last few years, together with the founders, the second generation has also been managing Mosconi, Chiara, Andrea and Nicola, who participate with enthusiasm and skill in all the projects the company works on, looking to the future. "And the future for us is, increasingly, abroad - notes Roberto Mosconi -. The Italian market is suffering and complex. Thanks to important construction groups like Salini Impregilo, Itinera, Ghella and Pizzarotti and with the support of our four bran-



ROBERTO MOSCONI

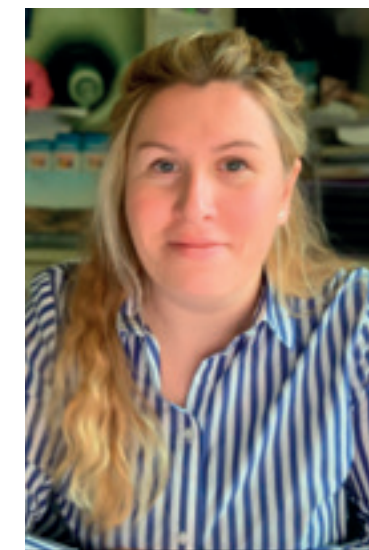


BBT BRENNER BASIS TUNNEL ITALY /AUSTRIA



AGJV BANENOR OSLO - FOLLO LINE PROJECT

ches in Denmark, Norway, Switzerland and France, we take part in a number of foreign projects, with a permanent presence in a number of sites. For example, we have acquired another lot in the underground for Denmark, in Copenhagen, and six lots of metro for Paris as well, as part of the Gran Paris Express project. The high level of our work is much appreciated abroad, and always pays us back in the long run. Italy is penalised by a savage market, even though lately we have been recuperating some of the jobs that we had lost as a consequence, sadly, of the collapse of a number of businesses." Mosconi's added value is their elevated specialisation in niche sectors: waterproofing with PVC, TPO, HDPE, bitumen membranes; injections with resin, cement and micro-cement; controlled demolitions, done with hydroblasting, disc cutter and diamond wire machines; redevelopment with mortar, carbon fibre. "We offer our clients continual assistance both during the bidding phase and beyond after the work is secured and, in all these years, we have always been able to supply alternative solutions whenever there was a problem or modifications as the work progressed on site. In our job, we certainly need technical skill, but also a high level of flexibility -, clarifies Mosconi . We always

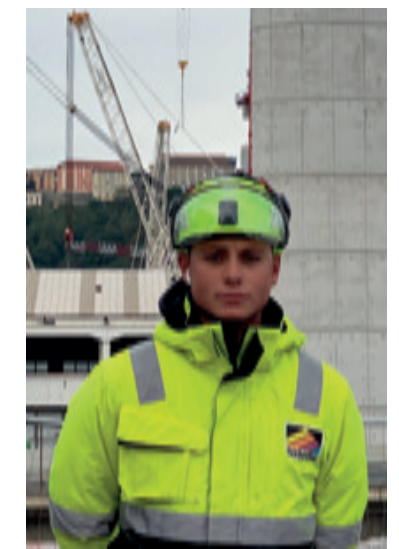


CHIARA MOSCONI



ANDREA MOSCONI

try to identify, for every client, the best solution also in terms of price without ever overlooking quality in our work both during the technical phase and, above all, the operative phase." Excellent service also depends on the crew and state of the art equipment, that can be found in the warehouse in Edolo, where the head office is also located. Mosconi will continue to stand out as a reliable partner for all the important clients in the infrastructure and industrial construction industries, always focusing on the best quality, which nowadays, especially in this sector, is something that can't always be taken for granted. ■



NICOLA MOSCONI