

PH: MOSCONI



A family run business, Mosconi Srl with headquarters in Edolo (Brescia), in the beautiful upper Val Camonica, 70 employees with incomparable loyalty to the business and the second generation of the Mosconi family already at work in the enterprise, well set and capable of managing various duties carrying responsibility. Rooted to its territory then, but “action” – which for Mosconi is synonymous of construction sites – in Italy and Eu-



**Roberto Mosconi**

rope. The two founders and owners Roberto and William Mosconi firmly hold the reins of the entire business with a continual presence at the various sites because, as Roberto stresses: “The value added of a business like ours is simply ‘to be there’. My brother and I have a harmonized, complementary kind of modus operandi, assuring continual presence at the construction site as we often have to make rapid, effective decisions in critical operating situations”. But what does Mosconi Srl actually do? Founded in 1980, the business is specialized in the motorway, metro, railway, hydroelectric plant infrastructural sec-

tor for the maintenance, rehabilitation, protection and waterproofing of reinforced cement structures, using state-of-the-art technologies for controlled demolition and for preparing supports. “We collaborate with major domestic and international companies to study and innovate machinery for the application of rehabilitation and waterproofing products. High pressure hydro-demolition (1,200/2,500 bar) is one of the essential aspects of our work,



that is using water as natural power to accomplish the most demanding jobs”, specifies Mosconi. It all began with one of the last large-scale works done by Enel, as Roberto Mosconi recalls: the first work was completed here precisely at Edolo in 1980. Enel is still a major customer, together with Edipower, Edison, Fincantieri and general contractors such as Salini Impregilo, Astaldi, Itinera, Condotte and Toto just to mention a few. “You must never say no to a customer – specifies the contractor -. Before going into action we offer an exclusive consultation service, right from the planning and design stage, for those works neces-

sitating our expertise. We do not throw ourselves into the fray: we are not even contacted for works that are only judged by the lowest price”. And the jobs completed by Mosconi Srl have not been exactly routine ones: in its many years of activity, the business has worked on the part for which it is specialized in operations ranging from the large-scale Enel and Edison plants to the Milanese M3 metro line, works for the 1990 world football championships

tract. “We have no wish to manage resources other than our own, who have been prepared to make the machines work to their best. Our service is a value added hard to achieve by others; and this is why it has its price – continues the entrepreneur -. With an average turnover standing at 14 million Euro and precisely because of its specialization and uniqueness, Mosconi Srl rode the crisis well: the personnel were never made redundant but actually in-

# The enterprises of a special enterprise

Expert use of the power of water thanks to innovative technologies and qualified personnel

to the Jubilee, the Olympic Games in Torino to the Monte Bianco and Frejus tunnels up to the High Speed railway. Works in progress include those on the Milanese M5 and M4 metro lines, a motorway tunnel deviation, works along the A14, A22, A24 and A25 motorway networks and the Salerno-Reggio Calabria motorway; as well as a major job in Switzerland to waterproof the Ceneri tunnel on the Alp Transit railway line. “We propose new technical solutions based on the situations, accepting any challenge; virtually we create ad hoc machinery, then certify and adapt them to any work process”, points out Mosconi. The enterprise has always reinvested the greater part of its profits in new machinery, from the simplest machinery for automatically laying bituminous gaiters, to the latest innovative robotized hydrodemolition arm working at a height of 45 metres. One of the most outstanding assets typical of the Edolo Company is never wanting to subcon-

created in number. Most of the jobs are concentrated in Italy, but nevertheless Mosconi is interested in internationalization: Mosconi Swiss was created a couple of years ago for a construction site in progress there; contacts have also been established in various parts of the world, comprising Azerbaijan and India. Even though not openly stated, the company’s motto is “we accept any challenge”. “As a matter of fact we do not have to sell anything: we offer our customers successful solutions, which are not many but always top standard”. Mosconi’s method of approach is a winner for these customers and which, even at the most critical times “must never be dramatic, but resolute and reassuring - assures the managing director who concludes by saying - it is the excellence of our machinery combined with the professional expertise of our resources that makes the difference. An exclusivity that goes hand in hand with quality”.

-E. MARZORATI-