



RISING

from the **GROUND**

Criomec has risen from the battlefield of a revolution to become an award-winning €20 million turnover industrial erection and fabrication business. Quality, reliability, flexibility and multi-skilled capabilities and expertise “is a package that makes you a winner,” said Executive Manager Marius Cuzic. Report from Coilin Chinery.

Since its foundation in 1994, five years after the overthrow of its country’s Communist dictatorship, Romanian-based Criomec has become an award-winning €20 million turnover industrial erection and fabrication business, with a multi-industry portfolio.

“The capacity to offer turnkey services by combining the expertise of several departments is a distinctive Criomec feature,” said Executive Manager Marius Cuzic.

“A company that can offer engineering, fabrication and mechanical erection as a service will score extra points in any competition.”



Petrochemistry, technical gases, cryogenics, metallurgy, thermo-energetic, and dynamic equipment are major segments in Criomec's Romanian and adjoining European markets.

EU expansion

The European growth became targeted after Romania's 2007 accession to the EU, and the company now has a subsidiary in Rees, north of Dusseldorf, in Germany.

"Supportive legislation regarding workforce mobility across Europe, has meant that it is fairly easy for us to sign and execute projects in the EU," noted Mr Cuzic.

The oil and gas sector has seen the Galati-based

company commissioned by state-owned Transgaz, the technical operator of Romania's national natural gas transmission system, with the Black Sea shipbuilding industry a major source of marine work.

As a general contractor, Criomec delivers across complex industrial projects, offering integrated, turnkey solution services including design, supply, execution and erection, commissioning, and maintenance in all technical areas.

"We are often in the position of competing for complex industrial projects that can make use of our wide and various fields of expertise, projects that demand quality and safety, requirements that further advantage us."

Post-revolution seedbed

Criomec's growth to a €20 million, 650 employee company is set against a backdrop of the revolution that

topped the brutal communist regime and ended more than four decades of political oppression.

This was at the close of 1989, and five years later Criomec was founded, with a motivating vision and fewer than 20 staff.

"It was a very early point in the new free market," recanted Mr Cuzic, who has been with the company for 15 years, the last 10 as Executive Manager.

"For any company really focused on business and delivering a competent and professional job, it was fairly easy to advance in the 1990s and into the early 2000s, and then consolidate.

"Legislation allowed companies to move at their own speed, and there was very little competition, at least in the internal market."

He added: "The need to rebuild the industrial infrastructure and meet numerous requirements was strong, and Criomec was well placed to fill some of the gaps, such as the environment, and it helped a lot." ▽





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New era management

This promising business environment went in tandem with what Mr Cuzic terms the second part of the Criomec recipe - private management.

"At first there were seven and then five shareholders, and it was a management focused on quick, informed decisions, and minimising bureaucracy and internal paper work.

"Also rooted at the start of the company and its early development were people actively involved in related industries, with a very rich portfolio of technical knowledge. It was a skill set that allowed us to address several markets in one. Put together, this was the starting point of the growth of the company - environment and management."

The early period focused mainly on rotating equipment and cryogenic projects, with core competencies later added to the portfolio, mainly from organic growth and skills expansion.


Mr Cuzic added: "Criomec is mainly a mechanical erection company, but we have

fully developed and acquired a complete set of skills and knowledge to position ourselves as a turnkey partner for most of our clients."

Specialisation

Supporting this strategy are a set of specialist departments; mechanical erection (including piping systems, steel structure, heavy lifting, equipment erection, and process plants), erection and installation (standalone or in support of mechanical erection projects), and civil works, such as industrial concrete, special foundations, and industrial building erection. Another division, engineering, supports erection and fabrication projects.

Rotating equipment is a highly specialised department, dealing with erection, maintenance, and repair of rotating (dynamic) equipment including turbo-compressors, turbines, blowers, expansion turbines, and pumps, while another specialist section, cryogenics, is centred on the erection, maintenance and repair of cryogenic equipment and applications.



Recent years have seen an increasing focus on establishing and expanding the fabrication area of the business.

Covering 10,000 sqm, the fabrication workshop is fully furnished with the tools and processes to execute a wide range of industrial items including pipe spooling, industrial steel structures, and complex products for process industries, such as skid packages.

Technological frontier

Positioning itself at the forefront of technology and innovation has seen the continuous improvement of products and operations at Criomec.

"It is not unusual for Criomec to be involved in projects requiring high degrees of innovation and advanced skills for industry such as hydrogen and oxygen production plants and applications, and the fabrication and erection of equipment for the latest technology in carbon capture," revealed Mr Cuzic.

While it is only lately that oil and gas has been approached systematically, Criomec has



a long line of projects in the sector, including refinery shutdowns, gas compression stations and processing plants, and critical infrastructure for natural gas.

A recent commission has seen involvement in Tranzgas' new pipeline project connecting east and west Romania, with the fabrication and erection of a compressor station.

"Oil and gas is an appealing market that can be added to our traditional markets, with our focus on quality and safety a powerful asset in future projects," Mr Cuzic remarked.

Powerful asset

Infrastructure possibilities are emerging with Romania's gas extraction explorations in the Black Sea.

National energy giant OMV Petrom, the largest energy company in south eastern

Europe, has initiated a new offshore drilling campaign worth €32 million in the shallow waters of the Istria block in the Black Sea. The first drilling operations started at the end of December 2020 and are set to be supplemented by the drilling of a second well.

While not at the forefront of the business portfolio, marine is a sector described by Mr Cuzic as "very reliable".

"We have several major shipyards in the area, with whom we have good relationships and make our services available. These are often structural - extending or modifying facilities - and we have won several contracts for vessels relating to piping or fabrication."

Criomec - a winner

Criomec's multi-skilled, pan-segment capabilities and expertise "is a package that makes you a winner," said Mr Cuzic, with customers "looking for a company with the experience and ability to take over the

entire erection programme right through to the commissioning phase.

"Whether it is oil and gas, marine or another type of industry, you are dealing basically with the same set of skills, management, organisation, and issues of quality, time and cost."

He concluded: "Criomec is a reliable partner; a company that will always promote quality, reliability and flexibility, active in traditional markets and ready to expand into new markets. At Criomec, we are always thinking out of the box." ■