

Rolando Carmona

Drillco Tools



“ I saw an opportunity to produce world-class mining products and tools. ”

COUNTRY	Chile
INDUSTRY	Industrials
EMPLOYEES	165
YEAR SELECTED	2003
WEBSITE	www.drillcotools.com

COMPANY SNAPSHOT

Drillco is the leading Chilean designer and manufacturer of many high-quality mining products and tools, including Down the Hole drilling hammers and accessories that service the mining, natural resource excavation, quarry, civil works and water industries. Benefiting from original design software, specialized tools, and a commitment to research and development, Drillco boasts more advanced technological capabilities than its first tier competitors.

Rolando has expanded Drillco's sales presence from Latin America, US and Italy to include Africa, Canada, France, Spain, Australia and Sweden. A Drillco drill set a new world drilling record for 8 ½" hammer drilling, exceeding depth of 14,000 feet of continuous drilling in an oil and gas well in Texas. Drillco has been awarded prizes of Technological Development of the Year, Industrial Exporter of the Year and Engineering Excellence by Chile's leading industry associations.

Through close collaboration with his university, Pontificia Universidad Católica de Chile (PUC), Rolando has developed an expertise in building cost-effective engineering teams and developing advanced mechanical design and materials techniques, which he seeks to apply to other high-impact industries in the future.

ENDEAVOR AND DRILLCO TOOLS

A new corporate strategy developed by seasoned VentureCorps contributed to Drillco's growth in sales. Rolando has benefited from the eMBA and G-Lab programs, which helped develop a corporate strategy, as well as the Ernst & Young Fellows program, an Immersion Tour, and Entrepreneur Summit.

In addition to introducing Rolando to top mining contacts, Endeavor helped him close a deal with a fellow Endeavor Entrepreneur in the industry. Rolando also benefited from mentoring sessions with BCG consultants, assistance with corporate governance, and financing.

Rolando remains very involved in the Endeavor network and serves on advisory boards for Endeavor Entrepreneurs.