




**IT IS NOT HOW
HIGH THE PEAK
THAT COUNTS
HOW THE TEAM
WORKS TOGETHER
TO CONQUER**



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“The meaning of Stefani’s 50 years is all in this concept, which is fundamental for us. Our company has a soul represented by a close-knit group of people who work together as a team to ensure that Stefani continues to be a benchmark in the air heat exchanger market. We have reached this milestone thanks to a process that I started immediately, as soon as I took over the lead of the company from my father. Right from the start, I tried to revolutionise Stefani’s structure with the intention of stimulating the initiative of my collaborators. I believe, in fact, that it is ideas that shape the world and that teamwork leads to their realisation.”

MASSIMO STEFANI
President





"I am really proud to be able to say that Stefani is a family business, but I am even more proud that our employees are the first to say so. For my sister Chiara and me, this has always been our second home: a place to play when we were children and a forge of experience when we entered the world of work. So, following in the footsteps of our parents and grandparents was only natural. For the future, the outlook can only be that, while continuing to industrialise, Stefani will maintain this family character and persist in promoting team and people power."

ANDREA STEFANI
Operation Manager

FAMILY 

OUR CREATIVITY MADE IN ITALY.

“We have demonstrated with facts our experience and ability to achieve challenging goals: many of them are the result of creativity. There are three prerequisites that stimulate our creativity in finding solutions and it is not surprising that they are all related to people. The first is that, while manufacturers generally seek more standardisation, we appreciate the creativity of ad hoc solutions, valuing the ease with which the customer quickly and naturally comes into contact with us: we are a structured company, but well balanced in its lean organization.

The second prerequisite is the competence of the people who,



working together and with an inquisitive approach to things, are able to find great solutions for customers. Finally, we have a hunger for doing: we strive to find new projects! This is an indispensable driving force, made up of people full of light.”


#CREATIVITY



FABIO ZOGGIA
Commercial Director

**WE REWARD
PERSONAL
INITIATIVE,
BUT WE WIN
AS A TEAM.**

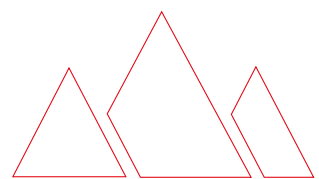




Recognising talent, rewarding initiative and stimulating collaboration: the recipe for our team's success is all in these strategic ingredients, and the excellence of the recipe is confirmed by virtually zero turnover. At Stefani, each person is aware that he or she is important and makes a difference: for this reason and because of the trust placed in them, they are encouraged to be responsible and proactive. Ideas, therefore, start with the individual and are worked out in collaboration, for the constant improvement of the company and its products.

We have always been committed to seeing beyond the CVs of our collaborators, sensing their potential, to propose different career paths: a gamble that not only works, but creates new and unexpected professionalism, offering stimuli and prospects for growth.

TEAM



**THERE ARE NO
IMPOSSIBLE
UNDERTAKINGS,
ONLY
CHALLENGES TO
BE OVERCOME
TOGETHER.**



50

**years of
experience**

Since the company was founded in 1972, we have always innovated and we never tire of doing so. This is demonstrated by the recent extension of our factory, which has grown from a covered production area of 9,000 m² to one of 12,000 m². This investment has allowed us to enlarge and innovate our production lines, but also to give more space to our warehouse, which handles over 12,000 finished products a year.

90

collaborators

10

product lines

152

loyal customers

25

**million in
turnover in 2022**



INDUSTRY 4.0: OUR IDEA OF THE FUTURE.

Our production has been renewed following the main technological innovations. Thanks to the expansion of the factory, we were able and willing to insert a new production line able to respond to the logic of Industry 4.0, reorganising all our production according to the dictates of Lean Production. The strengths of the new production line are software that dialogues directly with the management system and the implementation of automations that speed up processes and, above all, make them even safer.

#MADEINITALY




"I have been working here for 40 years, I have seen the company grow and evolve under the watchful eyes of the Stefani family. I believe they have a great merit: that of knowing how to listen to people and give them confidence. My career within the company, but indeed not only mine, is a



very clear example of this: I joined in 1983 as an ordinary worker and, since then, I have come a long way, first becoming responsible for production and then for maintenance and safety. Continuing to evolve and change was definitely the spark that, together with mutual respect, kept me and still keeps me connected to the company."

LUCA BASTIANELLO
Maintenance & Safety Manager





Our commercial and productive site is at Castegnero, in the province of Vicenza, at the heart of Italian refrigeration: a “cold land” of technical creativity, innovation and great industriousness. Here, the refrigeration supply chain has found fertile ground and created a true competence centre, enabling us to collaborate with the most experienced resources and professionals in the sector.


VICENZA 

COUNTRIES TO WHICH WE EXPORT

55

Thanks to our 50 years of operation in the heat exchange sector, we have gained significant experience in all types of applications, developing expertise that translates into guaranteed success for our customers. We are perfectly familiar with the international and Italian markets and are structured to offer prompt answers and advice to our customers' requirements worldwide.





"At Stefani I have found an industrial reality in which the family is still very much present. It gives me great security knowing that they are behind the company and I feel protected as a mother. I will do my utmost to reciprocate and repay the trust and flexibility offered to me to enable me to manage my family to the best of my ability. I believe that an entrepreneur who is so attentive to his employees provides the extra touch that will enable the company to achieve challenging results."

BARBARA REPELE
Sales Key Account

**ITALIAN HEART AND
INTERNATIONAL
OUTLOOK.**

YEAR GUARANTEE ON OUR PRODUCTS

3

"I joined Stefani in 2013 as a key account, but was later offered the opportunity to take care of quality, environment and safety. At first I was worried, because I had no knowledge of the subject, but then I thought: 'Elisa, if they offer it to you, it means that they see something in you that you cannot see.' Thanks to continuous training, I have come a long way and I must say that they were right. I can only thank the owners and the management for this foresight."



ELISA FERRARI
Quality Assurance Department

**BESIDES CERTIFICATIONS,
QUALITY FOR US
IS INVOLVEMENT,
PARTICIPATION AND
AWARENESS.**

In recent years, we have engaged in a systematic change of mindset in relation to safety, quality and environmental policies, which has required major investments in certifications and staff training. Thus, in 2018, we



obtained ISO 9001:2015 Quality Management System Certification and, in 2021, ISO 14001:2015 Environmental Management System and ISO 45001:2018 Health and Safety Management System Certification.



#SUSTAINABILITY

In order to implement the European directives on energy efficiency and reduction of greenhouse gas emissions, at Stefani we have embarked on an important energy efficiency path, which today allows us to reduce our impact in the exploitation of resources. A preliminary diagnosis highlighted critical issues and allowed us to intervene by replacing the most energy-intensive systems, increasing the insulation of the plant and installing a 300 kWp photovoltaic system. In this way, we not only meet environmental requirements, but we do so within the context and energy needs of our company.



"I coined the concept of 'sustainable eco-sustainability' because I am convinced that, in order to be efficient, sustainability cannot be a façade, but has to be concretely embedded in the business context. I took this strategically important project to heart, as I have always done over the past 30 years with all new Stefani challenges. In fact, I joined the company shortly after obtaining my high school diploma, and here I grew humanly and professionally, treasuring the teachings of the most experienced people, first and foremost Giovanni Stefani, who passed on to me the values of sacrifice, collaboration, responsibility for decisions and respect for people."

MICHELE BELVERATO
General Manager



OUR RESPONSE TO AN ECLECTIC AND DEMANDING MARKET.

Expertise, experience, technical creativity and flexibility: for us at Stefani, these are the keys that enable us to offer products that are perfectly able to adapt to all the application requirements of the heat exchange market.



COMMERCIAL REFRIGERATION

Our solutions for the storage of packaged, frozen and fresh products use natural refrigerants, such as CO₂ and glycol, and pay the greatest attention to energy savings.

REFRIGERATION FOR LOGISTICS

Refrigerated logistic centres normally feature very large cold rooms, that require air distribution with adequate air throw.

At Stefani, we create customised solutions that allow the reduction of the bulk of the air cooling units in the cold room.

PROCESS COOLING

Industrial water cooling applications such as the cooling of moulds or electric panels, heat sinks for large motors or generating sets, cooling of auxiliaries such as pumps in the oil&gas sector: in all cases we guarantee robust, reliable and easy-to-maintain solutions.

INDUSTRIAL REFRIGERATION

In processing rooms, as well as in temperature reduction processes, very different solutions are required, depending on the specific process requirement. Our speciality is the constructive customisation of the machines to adapt them to the process layout in the best possible way.

COMFORT AND CONDITIONING

For these applications, we focus on the ability to guarantee optimum heat exchange performance while minimising energy absorption and noise emissions, on the environmental compatibility of the materials, and on the layout of the machines to suit the aesthetics of the buildings.

DATA CENTRE COOLING

The cooling process of data centres is of vital importance, as temperature fluctuations are a serious threat to their operation. For this sector, we produce customised products, with guaranteed performance on minimum tolerances and very small footprints.




WE COMBINE EXPERTISE TO CREATE THE BEST SOLUTIONS.

For more than 50 years, we have been working alongside our customers, offering them customised, efficient and fully applicable solutions. A virtuous path, which has allowed us to grow together with our business partners and to propose increasingly high-performance solutions to the market.



See the
references



The background image shows a close-up of a solar panel array mounted on a rooftop. The panels are dark and have a textured surface. A white metal frame supports the panels. In the upper left, a white electrical box with a yellow warning triangle is visible. The image is overlaid with large, white, geometric shapes: a triangle in the top left corner and a large, irregular shape that cuts across the middle and right side of the frame.

"I think we will always work very well together with Stefani, because I talk to practical people who have their wits about them and know what they are doing."

FOREIGN DISTRIBUTOR

**50 YEARS OF
STEFANI: A STORY
TO CONTINUE
WRITING
TOGETHER.**



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