

At the heart of every business

A wide range of personalized services and solutions, aiming at the utmost reliability

The core of Caldaie Melgari is made of an extraordinary top management team: Gabriele Melgari, sales manager, Michele Melgari, engineering manager, Sonia Cantarelli, financial manager and Andrea Ferrari, marketing manager. People who between them represent tradition and innovation, a past, present and future which are regularly brought in play, together gaining excellent company results. Company traditions are much linked to the Melgari name. Primo founded the company back in the 30s, when boiler cleaning and maintenance were only conducted manually. Today, his heirs, Gabriele and his son Michele, face the future by constantly creating dialogue with the part of the team that represents innovation, that is to say Sonia Cantarelli and her son Andrea Ferrari. "My mother's arrival in the company a few years ago corresponded with a strengthening of the installations and rental segments, alongside the traditional activities of sales and maintenance – notes Ferrari -. Currently 44% of our turnover is from rentals. That which up until fifteen years ago was a small, traditional business, has been transformed into a multi-target business, focused above all on large-scale companies. The added-value of Caldaie Melgari lies in the above-average range of services that can be offered to clients". Over the past few years, projects undertaken with large-scale businesses and state-owned businesses have taken on particu-

lar importance. "Our strength", confirms the marketing manager "is the high number and variety of generators that we have – over 150 – able to satisfy each and every client whatever their needs". In Italy, Caldaie Melgari can claim market leadership due to their high specialization, the wide product range as compared to competitors, the speed of intervention and the technical consultancy offered to the buyer. "We aim at being a partner for our clients – explains Ferrari – following through project design from A to Z, assisting them in handling the bureaucratic side of things and helping them to identify relevant financing. Our aim is to create a value chain, running between our company, the clients and the suppliers". People within our company represent a invaluable resource. "Our organizational structure is typically flat, not hierarchical. We adore involving our staff in the various projects, but to optimize this kind of activity, we have introduced guide lines for employees too", notes Ferrari. "Furthermore we invest 5% of our turnover in R&D, we have ISO 14001 environmental Certification, in addition to 9001 Quality certification, we are much involved in energy saving activities, following the direct requests of our clients", explains the manager. In particular the company has started a "consumption reduction" project through analyzing consumption at participating companies and are beginning to install

air-handlers with just that aim in mind. Such actions have brought substantial savings to the companies. "For some time now, our company has been active in a new form of rental. These are made-to-measure rental agreements for businesses who need periodical maintenance of their generators: our boilers remain installed at their plants for the whole year at a low deposit cost, specific for each company, and the rental agreement only kicks-in for the period in which they are actually used. In this way we can bring down costs on transport and installation which are only undertaken once. And this allows the business to rid themselves of any emergency situations linked with the fact that they must always have a functioning thermal generator: as soon as their own boiler is out of action, ours are already on site to make up the deficit" confirms Ferrari. Caldaie Melgari in the near future will focus their projects on the study of environmental impact of new fuels and will exploit the latest technologies to be alongside their clients virtually. "Furthermore, we aim to activate the rental of complete mobile thermal generators fuelled by gas, oil or LGP for the pre-heating of the digesters in new plants for the production of biogas. We have the largest fleet of mobile thermal generators in Italy. To date, we rent of 10 MW per month just considering the plants dedicated to the pre-heating for the installations for the production of biogas. We can supply generators in a whole range of sizes, from 150KW to 14MW, so that the client can have exactly the right generator for their particular installation's needs". "A 360 degree service": that's what Caldaie Melgari offers. Our main aim is to put the client's mind at ease, and that can only be achieved when they know that they can count on a partner as reliable as we are".



CALDAIE MELGARI

Da sx Michele, Sonia, Gabriele e Andrea Ferrari