



From left Massimo Todeschini and Carlo Viganò

## Quench the thirst with nature

*From dealership to producer: the winning journey of a gifted company*

“It was 1999 when we founded the company to pursue our business idea, able to rely on a solid know-how previously gained in a well-known multinational”. This is the start of the company. Massimo Todeschini and Carlo Viganò, partners and owners of Global Fountain, which over the years has become an established business in the local territory. At first, an exclusive dealership of global brands of drink dispensers, and in 2012 Global Fountain took an important step, which marked a turning point. Broadening its horizons, Todeschini and Viganò decided to actually implement the designing and production of tap systems internally as well, in particular, Post-Mix, Pre-Mix, Beer, Wine, and Juice refrigerating units, embracing the most efficient technological and management solutions. “We were the first to install a range of ecological gas recharges for refrigeration systems, with the use of refrigerant gas R290

R600, whose use will become compulsory in 2020. Being a new company we wanted to offer something more to the customer: in addition to the green features, the exclusive use of stainless steel AISI 316, the best in the food industry and our strength”, tell the owners. Another highlight for Global Fountain is its R&D office, which allows the company to develop ad hoc projects, according to customer needs. “To date the ‘custom’ projects have amounted to 50% of our turnover, which, even in times of crisis, has maintained an average of five million euro annually” say the owners. By carefully listening to the needs of customers it is possible to achieve a customised project, with special attention to the materials, technology, and with a significant focus on innovation, the real “engine” of Global Fountain. “Taking into account all these factors, we create a highly realistic 3-D project and a video presentation; then the projects are sent to the machine

tools to produce prototypes and finally production can begin”. Quality, accuracy of work, but also cost awareness are the main features of the products manufactured by the company in Vaprio d’Adda. Let’s not forget that Global Fountain has obtained ISO 9001, ISO 14001 certifications and soon will implement ISO 18000 certification. Furthermore, careful attention paid to human resources is a winning feature of the company: it has invested a lot in the training of young people, while in the work environment, the skills are shared and the staff is empowered to obtain the best results. “We have grown steadily, always reinvesting profits into machinery, IT and human resources. Now is the time to focus abroad: we are already present in Austria, Egypt, Arab countries, Albania, Switzerland and we wish to go further afield. After all, we have all the tools to do so: machinery, dedicated staff and great passion for our work”, conclude the shareholders.