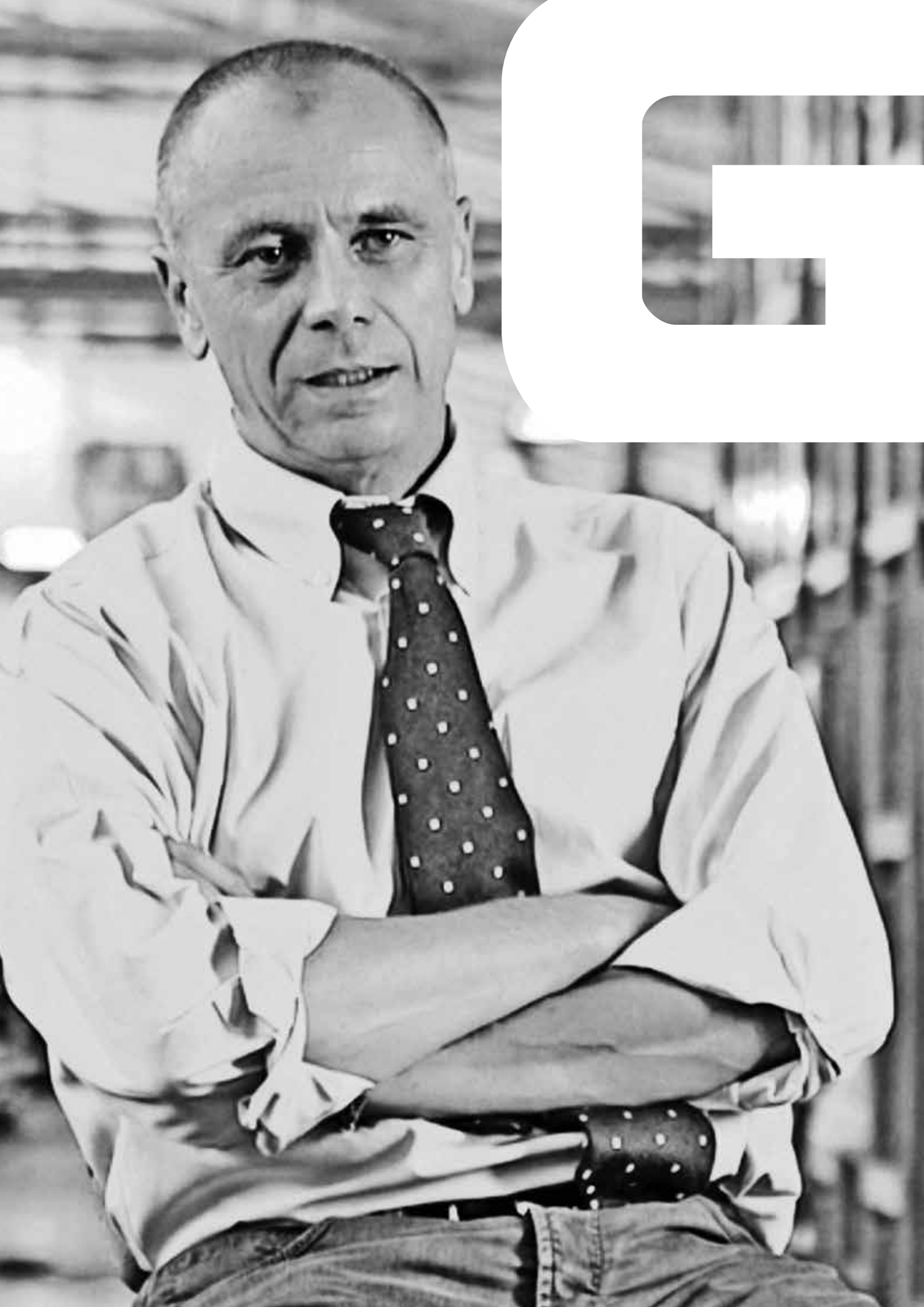




**People and technology.**  
The evolution  
of air conditioning.

 **Galletti**  
AIR CONDITIONING



“WE ARE CONVINCED THAT  
IN OUR FIELD ITALY HAS  
THE BEST PRODUCTS IN THE  
WORLD IN TERMS OF QUALITY  
AND PERFORMANCE.”

Luca Galletti  
CEO

### Comfort air conditioning carries our name.

*Galletti has grown with a clear idea of the path it wanted to follow. The three generations that have successively led the company overcame the difficulties arising over more than 100 years of history due to their ability to roll up their sleeves and start from scratch when it was necessary.*

*This same tenacity was shown by the hundreds of people in different sectors who have worked at the company with a high level of commitment from 1906 to today.*

*This is the reason Galletti has always been recognized as a company made up of people who do not give up and who are committed.*

*Believing in the internal development of strategic processes has made possible constant growth year after year, with the development of products that are highly competitive in terms of quality and performance in the comfort air conditioning sector, for the service and residential market.*

*Throughout its growth Galletti has always maintained a strong link with the local area, and its large investments have allowed it to become active internationally.*

*Now the third generation of the family will lead the company, which has more than 150 employees and which is the flagship of this sector of Italian products.*





# Yesterday.

## **The first challenges.**

Galletti, which has been a family trademark for three generations, was founded in Castel Maggiore near Bologna in a small iron works factory and workshop for repairing agricultural machinery and equipment. Its history began more than 100 years ago and was filled with both challenges and successes, but it has always been connected with the area in which the company was founded.

The partial destruction of the factory that occurred during World War II did not prevent the small workshop from transforming itself into an enterprise with more than one hundred employees.

Galletti's ability to adapt and persevere itself in the face of every adversity has always been the key to its success.  
Yesterday, today, and tomorrow.



1906

### Establishment

Ugo Galletti opened a small iron works factory and workshop for repairing agricultural equipment in Castel Maggiore, a town located near Bologna.



1930

### Growth

Galletti became an enterprise with more than 100 employees, working sheet metal as a subcontractor.

1906

1920

1930

1950



1920

### Cold is in its DNA

Galletti began its expansion by specializing in the production of ice-making moulds.



1950

### The war and large work orders

It was the job of Ugo's sons, Fiorenzo and Luigi Galletti, to organize the recovery, with work orders from such prestigious companies as Ferrari, Lamborghini Trattori, Ducati, Landini, and Ferrovie dello Stato. Galletti also began manufacturing motorcycle chassis.



## 1960

### The boom years

Galletti ceased being a subcontractor and entered the heating market with its own brand.

## 1980

### Winds from Japan

A partnership was established with a large Japanese air conditioning manufacturer. Galletti became the exclusive distributor for Italy of domestic split air conditioners. In 1982 the company moved to its current location in Bentivoglio.



1960

1970

1980

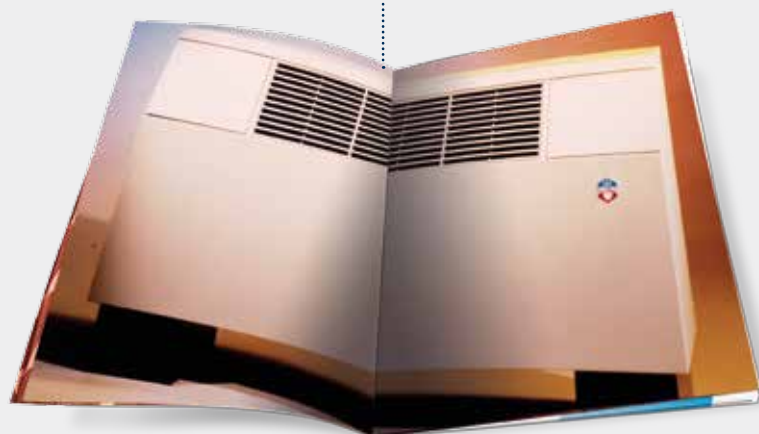
1990

1994

## 1970

### Fresh air

A new range of products for air conditioning. After the heating sector, Galletti achieved great success in the air-conditioning market with its Polar Warm fan coil unit.



## 1994

### Eurovent

Galletti obtained Eurovent certification for all of its products. A guarantee of quality in the air conditioning sector.

## 1990

### Together

During this decade the Galletti Group was founded with the goal of employing different specific expertise to cover all the sectors of HRVAC (heating, refrigeration, ventilation, and air conditioning).



2000

### **The centennial**

The company celebrated its 100th year, and under the leadership of its CEO Luca Galletti, it confirmed its position as a leader in the market for hydronic indoor units and chillers.

2000

2014

2014

### **The Group**

Today the group comprises of seven companies in the HRVAC sector and eight production facilities, with a total of more than 450 employees.



# Today

### **New goals.**

Galletti is a company specialized in the manufacture of hydronic indoor units, chillers and heat pumps, with specific expertise whose importance is recognized in the comfort air conditioning sector.

More than 2,000,000 fan coil units sold and a more of 20 years experience in chillers and heat pumps, allows the company to meet the new market demands while ensuring the highest level of quality and reliability.

A network of qualified distributors and service centers guarantee support for the entire life of the product.



# ABOUT US

“The secret that has allowed the company to evolve is its continuous adaptation to the market’s challenges.”

Michele Galletti  
Head of Sales



The company had various experiences as a subcontractor up to the 1950s, the last of which was its exciting foray into the motorcycling world as a manufacturer of chassis. These experiences allowed the company to acquire a considerable amount of expertise in sheet metal production, and this opened the door to an evolution in the way the company operated up until that time.

Thus in the 1960s Galletti entered the comfort air conditioning sector by launching a product under its own brand in a market that was just opening. This is how the company began manufacturing hydronic indoor units, which still today represent a strategic area for the company and are included in one of the largest product catalogues in the sector.

In time the hydronic indoor units, which have always been identified with the Galletti brand all over the world, were joined by chillers and heat pumps, which became one of the other strategic business areas.

**The ability to manufacture semi-finished products and strategic components internally allowed the company to adopt versatility and flexibility as its own distinctive characteristics; therefore, the company was able to propose products that satisfied the customers’ specifications.**

The establishment of a Software and Hardware Development Department over the last few years has allowed the company to complete its catalogue with a section dedicated to the hydronic indoor units, chillers, and heat pumps regulation.

Today Galletti is one of the leading companies in the comfort air conditioning sector in Italy, and also exports its products to Russia, South Africa, North Africa, and the Middle East.

**Because exploring new boundaries has always been a prerogative of the company.**

*“Effectively satisfying our customers’ requirements is one of the priorities to which we dedicate constant attention.”*







# R&D AND DESIGN

What makes Galletti distinctive is being able to count on in-house research and development and its flexibility with regard to customer requirements.

Alessandro Casolari  
Technical Manager



The market requires products that are increasingly on the cutting edge for quality, performance, and energy efficiency. To satisfy these requirements Galletti has always counted on the company's modern in-house **R&D Department**.

This department is a vital part of the company; it works in close cooperation with Production and Quality Control to guarantee a product that has been studied in the smallest detail.

The immediate feedback between these departments and the tests in the field are necessary for achieving the high standards that Galletti sets for itself.

The constant desire to improve the product is matched by the need to refine the research and development techniques.

The company possesses a calorimetric chamber for the hydronic indoor units and a climatic chamber for the chillers, and it is one of the few companies in Italy to possess a reverberation chamber for measuring true sound levels.

That which is developed, conceived, and analyzed in the R&D Department then takes shape in the Engineering Department, which handles **the mechanical and electrical design of the hydronic indoor units, chillers, and heat pumps**.

The Engineering Department's dedicated team handles the complete development of software and hardware solutions; unlike their competitors, this activity allows the company to make proposals to the market that are open to its customers' requirements.

The synergy between the various companies belonging to the Group allows a continuous exchange of information, increases expertise, and guarantees a more rapid development of the technologies Galletti can apply to its products.

*"We start from research to improve design, innovating and searching for new directions."*



# VERTICAL PRODUCTION

“We believed that the step that needed to be taken was to adopt a work tool able to complete an almost unique project: an integrated machining center.”

Dario Masina  
Production Manager



**S**heet metal production has always been within Galletti's expertise. After years of experience in this sector, the company was committed to creating something unique that could become the core of the innovation and development of production processes: **an automated sheet metal production center.**

This is a state-of-the-art production unit based on a system that includes

*“We worked very hard on the processes, the know how, and the tools.”*

an automated warehouse, a robot for bending small parts, a punching center, and a bending center.

**This cutting-edge integrated center represents a vivid example of what the concept “verticalization” means for Galletti.**

Galletti's important expertise, together with its considerable production flexibility, are the result of not only experience, but also of the ability to internalize strategic processes such as sheet metal production.

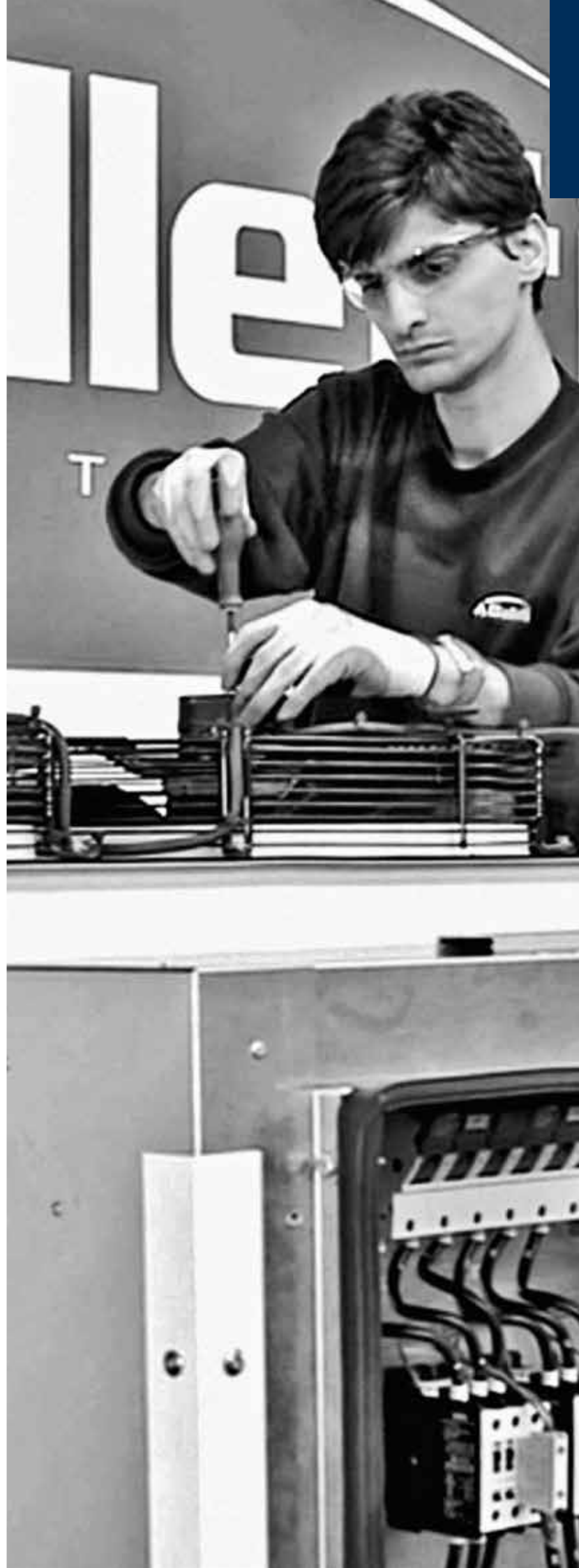
To this must be added the management of two other important types of processing: the in-house production of heat exchangers and the in-house development of hardware and software regulation.



These semi-finished products and strategic components that are developed, designed, and produced at Galletti give the company an important competitive advantage in comparison to other players in the market.

The management of the manufacturing processes is completed with the production of the finished product at the Galletti facility: semi-automated lines for the assembly of fan coils units together with production lines for air-to-water and water-to-water heat pumps and chillers, allow Galletti to be present on the market with its own products included in one of the largest catalogs in the sector.

State-of-the-art production lines and processing systems are manned by highly qualified personnel in whom continuous investments are made.







# COMPANY AND PRODUCT QUALITY

“The quality of all Galletti products is guaranteed by Eurovent certification.”

Marco Marchetti  
Quality Manager



When an idea takes shape and becomes a project, at the same time attention to detail becomes important and will be applied to the product up to the after-sales phase.

All the components are tested in a laboratory with material strength tests, corrosion resistance tests, and functioning tests with different workloads. No finished product leaves Galletti until the end-of-line testing has been performed with functioning tests on

all the components, electrical safety tests, and safety tests of the refrigeration circuit.

Only in this manner can all the Galletti products pass the stringent quality tests and be able to receive **certification from Eurovent**, the European authority for the sector that certifies the performance of hydronic indoor units and chillers.

To guarantee the customer the best proposals possible, product quality is not enough; the entire company must be organized according to rigid quality and safety rules.

For many years Galletti has attained the highest certifications with regard to quality and company safety such as ISO 9001 and OHSAS 18001.

*“Company safety and product quality conform to most stringent regulations.”*

# QUALITY OF PRE-SALES AND AFTER-SALES SERVICE

“The strong motivation of the people who work at Galletti is the key to constant and effective customer service.”

Lucio Panigalli  
Administrative and HR Manager



The quality, prompt delivery, and strong innovation connected with our products give Galletti a leading role in the air conditioning sector.

The difference on the market is not a result of just the quality of the products, but also of reliable pre-sales and after-sales services.

This is the reason why in the last few years Galletti has made considerable investments in these areas, both structural investments and investments in training the dedicated personnel.

Through its Product Management Office Galletti provides the best technical and commercial support to help direct customers or professionals to the best solutions for their requirements.

The relationship with the company does not end with the delivery of the product.

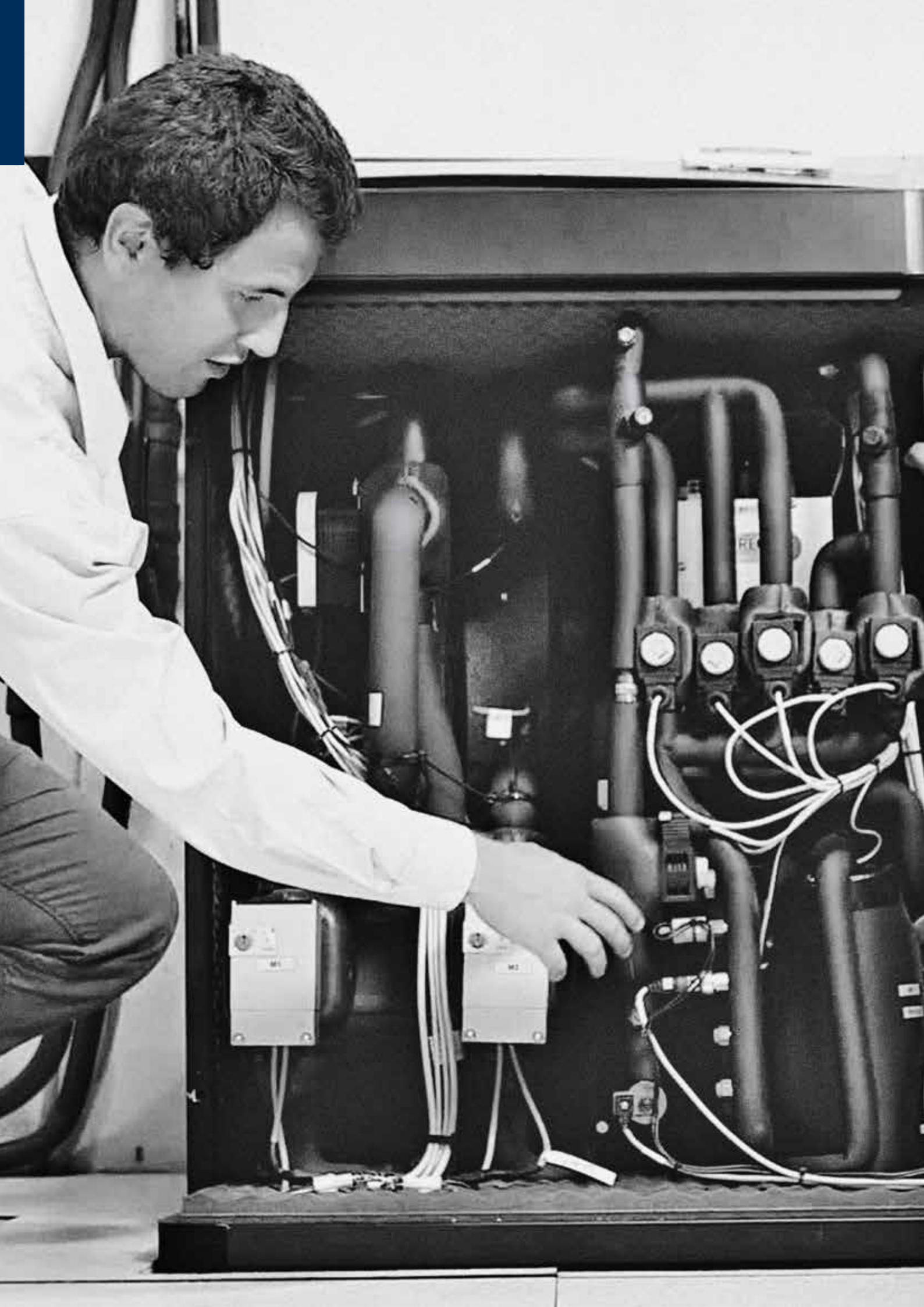
The dedicated structure GH Service allows the company to provide after-sales service for any relevant need.

The daily exchange and cooperation between the companies of the Group promotes the professional growth and expertise of the personnel.

*“Galletti supports its customers with a team possessing specific relevant expertise.”*







# THE PRODUCTS

“The high level of industrialization and production capacity, together with the considerable flexibility in the design phases, translates into, in the context of the products, satisfaction for industry professionals.”

More than half a century has passed, and the types of systems and how they are used have changed.

Despite changes in the market and in consumer demands, Galletti remains one of the most important companies in the sector.

Its goal is to propose a wide range of products combining technology, design, and extremely high reliability.



### FAN COIL UNITS

*It is the most complete range of fan coil units with cabinet or for recess mounting on the market. Wide range of choices for floor, wall, high wall and ceiling mounting and ductable.*

#### ESTRO

- 20 models from 1 to 11 kW
- 9 different models, with cabinet and recess mounted
- 3 motor configurations: 3 speed, 6 speed, inverter BLDC
- 2 and 4-pipe systems

#### FLAT

- 11 models from 1 to 4.6 kW
- Design cabinet, wall and floor/ceiling mounting

#### 2x1

- 3 motor configurations: 3 speed, 6 speed, inverter BLDC
- 2 and 4-pipe systems
- Version 2x1, with 4-speed motor and natural convection operation option

#### FM

- 3 models from 2 to 4 kW
- High wall mounting
- Inverter BLDC motor
- 2 or 3-way ON/OFF integrated valve



### CASSETTE UNITS

*The IWC hydronic cassette units are the result of Galletti's experience in designing and manufacturing indoor hydronic units characterized by innovative adjustment concepts.*

#### IWC

- 6 models from 2 to 10 kW
- 4-speed or inverter BLDC motors
- Infrared remote control or wired controller
- 2 and 4-pipe systems





- FAN COILS
- CASSETTE UNITS
- FAN HEATERS
- DUCTED UNITS

## DUCTED UNITS

*Medium and high static pressure units.  
Horizontal or vertical versions.*

### DUCTIMAX

- 12 models from 2 to 8 kW
- Multi speed (up to 7) or inverter BLDC motor
- 3 and 4 rows heat exchanger
- 2 and 4-pipe system



### PWN

- 9 models from 2.5 to 10 kW
- 7-speed or inverter BLDC motors
- Heat exchanger up to 6 rows
- 2 and 4-pipe systems



### UTN

- 14 models from 2 to 22 kW
- 3-speed or inverter BLDC motors
- Air flow rate up to 4000 m<sup>3</sup>/h
- 2 and 4-pipe systems



## FAN HEATERS

*For heating large rooms, as warehouses,  
industrial or commercial environments.  
Wall and ceiling mounting*

### AREO

- 18 models from 3 to 98 kW
- AC or inverter BLDC motors
- Heat exchanger up to 4 rows
- Suitable for chilled water, hot and superheated water and steam operation



### AIR COOLED WATER CHILLERS AND HEAT PUMPS

*Air condensation water chillers and heat pumps, in the range of capacities between 4 and 1200 kW, designed to give priority to energy efficiency and meet engineering and installation requirements.*

#### MPIDC

- 5 models from 10 to 29 kW, package type for outdoor installation, with dissipation with air
- Cooling only and heat pump versions
- Inverter BLDC compressor
- Hydronic kit



#### MCI

- 5 models from 5 to 13 kW, package type for outdoor installation, with dissipation with air
- A+ and A++ Class heat pumps
- FULL INVERTER unit (compressor, pump and fans)
- Built-in hydronic kit with pump and expansion vessel



#### MPE

- 25 models from 4 to 76 kW, package type for outdoor installation, with dissipation with air
- Cooling only and heat pump versions
- Mono or dual compressor
- Integrated hydronic kit



#### V-IPER

- 20 models from 50 to 380 kW for outdoor installation, with dissipation with air
- A-class in both cooling and heating operation
- Chiller with V-shape microchannel heat exchanger with protection treatment
- Single and double refrigerant circuit. optimized partial load operation



- AIR TO WATER

### SCX

- 22 models from 80 to 360 kW, package type for outdoor installation, with dissipation with air
- Cooling only, heat pump and total heat recovery versions
- Tandem and trio solutions for high efficiency at partial load
- Integrated hydronic kit



### LCX

- 16 models from 60 to 360 kW, package type for outdoor installation, with dissipation with air
- Cooling only and high efficiency heat pump versions, 3 acoustic versions
- Up to 4 single and dual circuit compressors
- Integrated hydronic kit



### MTE

- Air-cooled condensing units
- 29 models from 5 to 213 kW, package units for outdoor installation
- Cooling only
- Up to 4 single and dual circuit compressors



### LSE

- 12 models from 360 to 1200 kW, package type for outdoor installation, with dissipation with air
- Cooling only and heat pump, standard and low noise version
- Up to 12 compressors for 4 cooling circuits
- Integrated hydronic kit



# THE PRODUCTS:

## CHILLERS AND HEAT PUMPS

### WATER COOLED CHILLERS AND HEAT PUMPS

*Water cooled chillers and heat pumps, in the range of capacities between 5 and 680 kW, designed to give priority to energy efficiency, flexibility of installation, possibility of dissipation to groundwater source or through remote dry coolers and condensers.*

#### MCW

- 11 models from 5 to 40 kW, package type for indoor installation, with dissipation with water
- Cooling only and heat pump versions
- Single compressor, single circuit
- Integrated hydronic kit



#### LEW

- 24 models from 50 to 680 kW, package type for indoor installation, with dissipation with water

#### LER

- Cooling only and heat pump versions, standard or low noise execution
- Up to 6 compressors for 2 cooling circuits
- Hydronic kit (optional)
- Also available in condenserless version





- WATER TO WATER
- AIR MULTI-PURPOSE UNITS

## MULTI-PURPOSE HEAT PUMPS

*The ever-increasing need to reduce energy consumption and increase production efficiency of chilled water for air conditioning and hot water for heating and the domestic water supply, combined with the need to make these processes independent of each other and the operating season, finds its full achievement in the new Galletti MULTI-PURPOSE UNITS.*

*The true meaning of “multi-purpose” refers to a machine that is capable of complete heat recovery during the summer period for the purpose of producing domestic hot water or hot water for other purposes (not temporarily reversing the cycle, with the resulting inevitable losses in efficiency and comfort).*

*HiWarm and HiWarm Compact are air-to-water multi-purpose heat pumps with BLDC inverter technology designed for residential applications up to 35 kW.*

### HIWARM

- 3 models from 2 to 33 kW, with dissipation with air, and split configuration
- DHW production 365 days a year
- Inverter BLDC compressor
- Integrated hydronic kit with EC pump



### HIWARM COMPACT

- 5 models from 2 to 39 kW, with dissipation with air, package type for outdoor installation
- DHW production 365 days a year
- Inverter BLDC compressor
- Integrated hydronic kit



# THE PRODUCTS:

## MULTI-PURPOSE HEAT PUMPS, REGULATION AND SUPERVISION

*The LCP and LEP units have 4 hydraulic connections that allow their installation in either 2- or 4-pipe systems, connected to systems for air conditioning and DHW production or to systems requiring simultaneous heating and cooling/dehumidification.*

### LCP

- 16 models from 50 to 320 kW, with dissipation with water, package type for indoor installation
- 2-pipe systems + DHW or 4-pipe system
- Up to 4 compressors for 2 cooling circuits
- Integrated hydronic kit



### LEP

- 19 models from 40 to 420 kW, with dissipation with water, package type for indoor installation
- 2-pipe systems + DHW or 4-pipe system
- Up to 4 compressors for 2 cooling circuits
- Hydronic kit (optional)



- AIR AND WATER MULTI-PURPOSE UNITS
- ELECTRONIC MICROPROCESSOR CONTROLS
- HRVAC SUPERVISION SYSTEM

## ELECTRONIC MICROPROCESSOR CONTROLS

*Climate control becomes fast and simple. Interior comfort conditions can be immediately and easily controlled thanks to the Galletti microprocessor control panels.*

*Design and technology are combined in the controls with state-of-the-art liquid-crystal display for controlling the hydronic indoor unit, the chillers, the heat pump, or the integrated system.*

*Management systems, master/slave options, auto adaptive adjustment, control of room humidity are only some of the salient features of qualified and reliable offerings.*

### MY COMFORT

- Controller with LCD display for hydronic indoor units
- Air and water temperature reading and humidity reading
- 4 digital and analogue outputs
- Serial Communication port



### EVO

- Controller with remote LCD display for hydronic indoor units
- Air and water temperature reading and humidity reading
- 4 digital and analogue outputs
- 2 serial communication ports



### EVO SYSTEM

- Electronic controllers for heat pump systems
- Automatic activation of heat pump/integration based on advantage/efficiency
- Thermal storage controller (user/DHW)
- Pumps/adjustment valve control

### ERGO

- HRVAC supervision system
- Modbus protocol, 247 points controlled
- Chiller and hydronic indoor units control and operation
- System operation analysis





# Galletti Group. Growing together.

## From the intuition of a pool of managers was born Galletti Group.

The growth of the Galletti company and the evolution of the market opened the way for six other Italian large companies to join the group, able to offer a complete package of products and services.

Thus was established the Galletti Group. Each company in this synergetic relationship has a well-defined identity with specific expertise, that makes available to the Group to present itself as a unique partner in the field of HRVAC.

The willingness to keep strategic processes inside the company is the key to success of the Galletti Group, which has been able to maintain constant growth over the past few years due to its considerable investments.



### GALLETTI

*A leading company in the comfort air conditioning sector. It is located in Bentivoglio (BO) and it is a leading manufacturer of hydronic indoor units, chillers, and heat pumps.*



### HIREF

*Flexibility and innovation adaptation are the keywords of this company, that propose technological solutions in the field of air conditioning for high capacity density buildings.*



### CETRA

*Cetra is an historical brand in the air conditioning field, and represents today the company of the group that covers the air treatment sector for residential and tertiary applications.*



### ENEREN

*Thanks to a multi-experienced team, Eneren offers a complete package of services in geothermal heating and cooling, photovoltaic power system services, and bio-mass applications.*



### HIDEW

*Its extensive know how in the dehumidification sector enables the company to manufacture a wide range of industrial dehumidifiers for application, residential radiant systems and swimming pools.*



### TECNO REFRIGERATION

*Tecno Refrigeration's specializations are commercial refrigeration and air conditioning for the naval and railway sectors.*

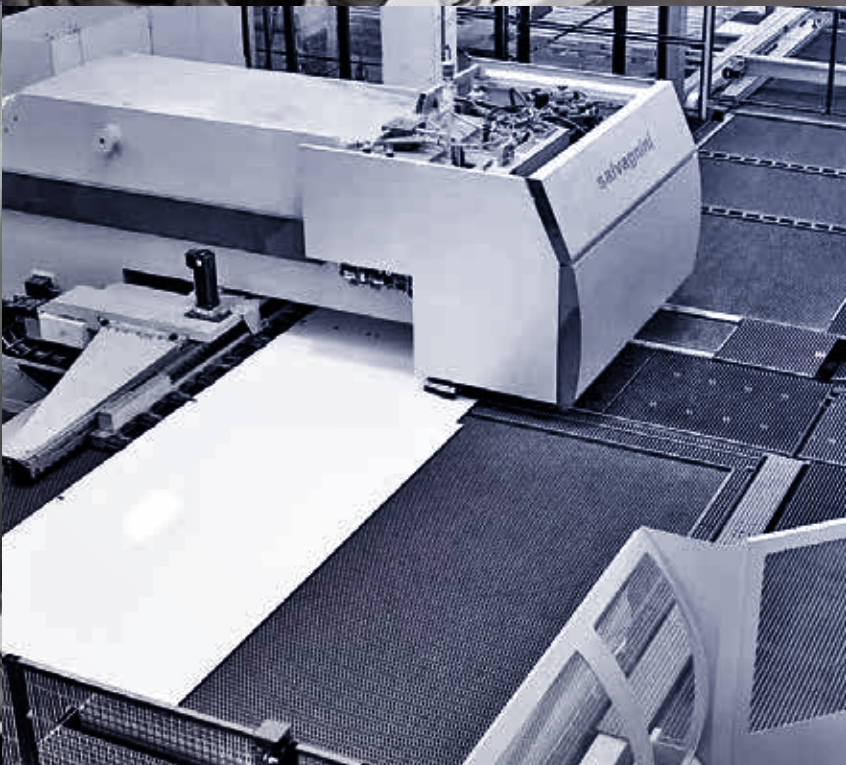


### GH SERVICE

*Company providing maintenance, technical support services and after-sales support for the products of all the companies belonging to the Group.*









**Galletti S.p.A.**

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