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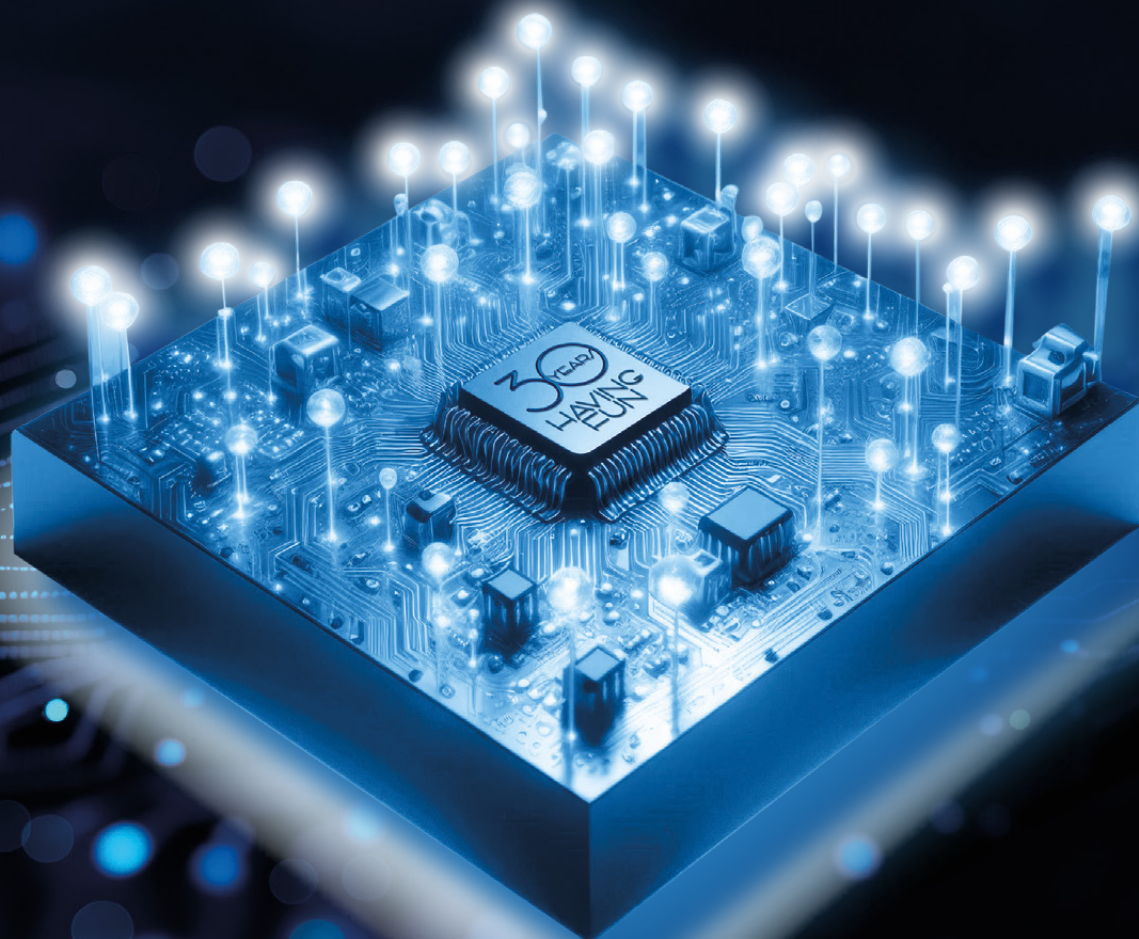
Magazine

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Tecnolab

30 YEARS HAVING FUN



It was 1994 when TecnoLab was born from the dream of a couple of friends, almost as a bet. Now it's 2024, thirty years have passed since then, and that challenge born for fun has become a solid and dynamic reality

GAIA RIBOLDI (TECNOLAB)

FANTASY AND PROFESSIONALISM IN BRIANZA

Located in Meda, in the heart of Brianza, TecnoLab has centered its production around the creation of screens and frames for screen printing for three decades, positioning itself among the leaders in the Italian market for its reach and product quality. In the years following its inception, the company expanded to include the commercialization of consumer products and small equipment, eventually introducing products designed and manufactured entirely in-house. In 2013, it took on the significant challenge of entering the market for distributing machinery for the SMT production sector, quickly becoming one of the most dynamic players in that field.

But most already know this. So, what can be said that is not already known? How can we do

justice to thirty years of stories, challenges, decisions, projects, handshakes, collaborations, disappointments, and laughter without discussing those who lived through these experiences? Thus, this time we will not talk about screens, screen printing, double thicknesses, THT assembly, or re-flow; instead, we will give space to those who have played a role over these thirty years—working but always with a common denominator: HAVING FUN.

Because every company is the result of the people who have populated and experienced it. Many faces have come and gone over these thirty years with their stories and lives. Different people have contributed in their own ways—some bringing dreams, others a vision or skills; some with courage for certain ideas and risks; others with rationality and method. Each has added a piece to the puzzle.



A Close-Knit and Industrious Team

The Laser Team Marco, Antonio, Matteo: They engrave, "laser," clean, and pack. Orderly and quick, they are the hardworking heart of the company. Never say: "It's urgent!"

The Gerber Team Alessio, Marco, Matteo: Their office is a high-security lab; no one can enter! They tinker with clicks on openings, control screens, reductions, and double thicknesses. A bit nerdy and imaginative. They believe in CAD and its powers like a religion. Never say: "It's a quick job; it takes two seconds."

Warehouse Manager Andrea: Manages shipments and arrivals with skill as well as the entire warehouse. He is well integrated into the delivery system and knows details about every courier. He dislikes obvious conversations and can be grumpy in the morning; if you want to win him over, bring him gadgets and tell him you support Juventus. Never ask him: "Where did you put...?"

Financial Assistant Elisa: A new addition to Tecnolab who skillfully supports the administration team! A dark girl with black nail polish and a love for Disney villains hides a party-loving spirit and attentiveness to others. Her favorite phrase: "Hey guys, is everything okay?"

Financial Assistant Sara: Precise and meticulous; no error escapes her visual scanner. She won't be fooled easily; if she raises her voice while talking to you, you're in trouble! If you give

her a task, she sees it through to completion. Hardly corruptible... unless you bring her a sweet treat. Never say: "There's an error!"

Financial Manager Consuelo: Head in numbers but heart in events. Precise regarding budgets and payments; don't try to fool her; you won't escape! She hides an imaginative side that expresses itself through events and fairs. Right-hand woman to management and reference for any problem. Her office is always open; her phone is always busy. Her favorite phrase: "Yes but now let me work!" Never say: "We need to revisit payment terms!"

Indefinable Alberto: The historical memory of Tecnolab; everything is labeled and scanned in the management system...and in his mind! No code escapes his database nor task he hasn't tried within the company. Irreplaceable but can replace anyone. A Brianzolo with a rock spirit who only misses work for Iron Maiden concerts or his beloved Lissone's festival! Never say: "There's a problem!"

Marketing Gaia: A romantic and creative soul with an unrestrained passion for Barbie pink tries to navigate this predominantly technical male sector while adding an unconventional touch. Her signature is everywhere... even here! Never say: "Let's do some calculations!"

Sales Assistant Veronica: Offers, orders, and price lists are her daily bread which she follows with precision and care. Her strong character, un-





Tecnolab places the production of screens and screen-printing frames at the core of its operations, in addition to the distribution of machines and systems for electronic manufacturing

mistakable laugh, and smile await you at reception. Never say: "There's an offer to make; can you enter it into the CRM? I don't have time!"

Sales & ... Giovanni: A senior sales professional known for results and experience who also serves as social media manager when needed! Impossible to pigeonhole into one definition. Dispenses motivational quotes along with movie titles and book advice on negotiations. Those who know him know... he's Scott! Never say: "You're mistaken!"

Sales Massimo: A Milanese transplanted to the sea who loves beautiful things—Japan, cats, and finance. Precise in every detail with a penchant for well-pressed shirts and ties. If you need investment advice, ask him. Never say: "Dress code is casual!"

Technical Sales Roberto: Our super-skilled technician with a daring spirit who seamless-

ly transitions from creating complex oven profiles to downhill biking with his adventurous kids. Available to simplify even the most complex technical steps in simple terms. Never say: "Calm down!"

Sales Michele: Officially part of the old guard who remembers everything he has seen over time. A precise and trusted expert who serves as a reference for long-standing customers as well as an excellent consultant for food and soccer—very superstitious! Never say: "Good luck!"

Sales Luca: Prepared, available with a heart of gold; he never shows up at work without a tray of pastries which makes him popular among colleagues. Never say: "Be positive!"

Sales Roberto R.: The latest addition to the sales team; besides handling he knows everything about Apple systems, gyms, nutrition, and photography! Never say: "Tell me about..."

And last but not least...

CEO Matteo: The boss—though we prefer calling him "The boss." Despite countless issues he must handle daily remains our steadfast example to aspire towards—enterprising and open-minded. There's no challenge that intimidates him; tireless and prepared with his feet firmly planted in the present but mind directed toward the future. He's king of the grill but beware giving him cooking advice! If you compliment something he made well, he'll respond: "Of course—I'm the boss!" One thing is certain: while never shying away from hard work he has created a model where every day this phrase rings true more than ever: *If work isn't fun, you're not playing on the right team!* Because "you're like family" is what most clients tell us when observing from outside—and perhaps it is somewhat true. And every family has its patriarch—the one who sits at the head of the table during dinners if you will.

Alberto no longer sits with us physically, but we are sure that wherever he is, he is raising a glass, proud of what he sees.