

# Mecavit to boost services

Italian manufacturer Mecavit is on the verge of enhancing its services and increasing its production through a focused investment strategy, which will be introduced in-line with how the market develops.

**W**ith the investment budget already approved, Mecavit is planning to expand its premises and will ensure higher specialised human resources, IT systems and an Industry 4.0 mentality are all included during the implementation process. "This is not just a 'simple' development," explains Giuseppe Verdoliva, sales director at Mecavit Srl. "Our goal and ambition is for the investment to transform our position in the market and to enable us to take steps forward in actively exploring opportunities and the advantages offered by fastening innovation technology to manufacture tech elements."

Giuseppe continues: "We are looking to reduce the 'superfluous' to zero and restore durability to the final product. We also want to not only catch-up with the new fastening trends and industrial fastener applications, but go beyond them and look, and propose, new horizons for the metallurgical and composite industries."

## Ongoing support and service

This commitment to service and its customers has always been a fundamental factor for Mecavit, which was underlined post pandemic. "Throughout the last two years we have concentrated on increasing customers' perception, awareness and ability to evaluate our operations – especially in regards to optimisation, efficiencies and effectiveness," states Giuseppe. "By doing this we can build a strong partnership and ensure our production can master the complexity of our customers' demands."

He adds: "We firmly believe that a customer fully understanding our business plays a central role in their decision making process, as well as being a fundamental pillar in our ability to increase not only the quality of our service, but also to sensibly decrease all those non-value-added activities. By doing this it benefits our overall performance and process improvement."

## Localisation of products

Throughout this period, the close relationship Mecavit has with its customers has enabled it to communicate any potential issues – with global supply chain disruptions still a major challenge. "We witnessed a scenario where there were explosives lead times, unreliable raw materials supply, as well as extreme price volatility – as a result of the supply chain's infrastructure fragility," reports Donato Capodiferro, technical sales specialist at Mecavit. "This pushed OEMs to rethink and develop new solutions, including operating closer with European suppliers. For instance, many fasteners that for years have been 'exclusively' localised in Asia are coming back into Europe and into our manufacturing portfolio. We believe this 'localisation' trend within Europe will continue to happen and will create new opportunities."

Another factor that has provided an opportunity for Mecavit has been the anti-dumping duties that were announced by the EU on certain fasteners from China. "The anti-dumping duties have given



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us the opportunity to restore a fair market price of our manufactured products and increase our overall product portfolio, giving us the opportunity to successfully work closer with customers," reports Donato. "The benefits of customers actively engaging with us, and the positive energy of closer collaboration, has helped to increased mutual trust that delivers, in our case, efficiency in all fields."

Giuseppe concludes: "Being a proud Italian manufacturer means that we are able to state our products are 'Made in Italy', which is a brand that's reputation has grown thanks to passionate folks and entrepreneurs that are committed and live for their product. That is why at Mecavit we say we export not only the goods but a little bit of us with every order. As Italians we build personal-professional relationships first and work around the product after. The key in all this is communication, which also plays a major role in our culture. That is why we are able to deliver first class quality products, combined with emotions and support, that benefits long-term business relationships". +