



## Mi.Me.Af. focuses on distributors

Since becoming part of Bontempi VIBO, Mi.Me.Af. has gone through a period of restructuring and major investments – with the latest development in its strategic reorganisation the decision to move from end users to distributors as its main market.

**S**pecialising in the production of customised fasteners, Mi.Me.Af. was founded in 1952 and its growth over the years has been based on continuous efforts to meet customers' demands for quality and customisation. The company's expansion has been constant even when the market has experienced moments of stagnation, with the decision to specialise in the production of custom designed parts, and the accuracy of bespoke products, a key factor in overcoming any turbulence in the various sectors.

In 2021, Mi.Me.Af. was acquired by Bontempi VIBO as part of its industrial growth strategy. "When we acquired Mi.Me.Af., we started a restructuring process to rebuild part of our internal organisation, in particular sales, accounting and the quality department," explains Raoul Bontempi, CEO of Bontempi VIBO and president of Mi.Me.Af.. "As part of this process, we have also renewed our production machinery to help modernise processes and make them more efficient."

A more recent development was Mi.Me.Af.'s decision to move from end users to distributors as its target market. "Bontempi VIBO has always been clear in its policy of only supplying distributors and we wanted to be transparent with our customers, which is why we are going through this process," Raoul points out. "We want our distributor customers to be confident that when they work with us they are building a long-term partnership."

With a capacity of 4,000 tonnes per year, focusing on special parts from M3 to M12, as well as having obtained a number of certifications, including IATF16949, Mi.Me.Af. is intent on capitalising on the company's recent developments and attracting new customers and business, as well as continuing to work with Bontempi VIBO and its customers.

"By focusing on distribution, we can have a better connection with Bontempi VIBO and this allows our parent company to provide customers with both standard and special products, which will be a great advantage for customers," Raoul reports. "By working with Bontempi VIBO we can provide all the fasteners a customer needs, thus reducing the costs associated with working with numerous suppliers. We are also able to collaborate with customers and provide expertise if we feel there are better options. We have a great deal of experience in the production



of fasteners and our technical department can support customers in all their needs or, if required, follow specifications or drawings."

In order to provide a first-class service to its customers, Mi.Me.Af.'s production has been optimised to improve the production flow and includes state of the art machinery – enabling the company to expand the range of available formats and develop new products, while maintaining the highest quality. Mi.Me.Af. has also revamped its sorting department with the introduction of six optical sorting machines, so that it can offer customers 100% sorting and guarantee the highest quality.

"We have made a lot of changes at Mi.Me.Af. and we are excited to work with companies to find solutions to their needs for special and customised fasteners, as well as offering a full service of standard and special parts in cooperation with Bontempi VIBO," concludes Raoul. +

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