

BONTEMPI VIBO SPA

Stuttgart is the one moment in the calendar where the entire fastener supply chain is physically in the same place at the same time – distributors, manufacturers, raw material suppliers and technology partners. For a company like ours, which sells to large distributors of fastening systems across Europe, three days in Stuttgart are worth months of travelling.

There is also a very practical reason why the location matters to us. Germany, France and central Europe are our core markets, apart from Italy, and Stuttgart sits in the heart of European mechanical engineering. Our whole proposition is built on logistical proximity, lead times and flexibility that non-EU manufacturers simply cannot replicate. As such, being present in that region, in front of that audience, is completely natural for us.

Additionally, this is a market where relationships are still built face-to-face. We have been manufacturing in Italy for more than sixty years and many of our partnerships go back decades. Fastener Fair Global is where those relationships are renewed, where you understand what your customers are really worried about, and where new conversations start. In a period of profound change for our sector, such as the Carbon Border Adjustment Mechanism (CBAM) regulation, energy costs, and shifting sourcing strategies, that direct dialogue is more valuable than ever.

For the sector as a whole, the picture remains uneven. European demand is still cautious, energy costs are a structural issue and geopolitical uncertainty makes forecasting difficult. However, the underlying dynamic is clear to us: CBAM will progressively change the economics of importing. For importers the bureaucratic burden will be significant on top of the price difference determined by CBAM. There is also the cost of administrative compliance: Reporting, certifications and documentation. Many customers have not yet developed a strong sensitivity to these issues, but we believe that will change quickly once the cost is on the invoice.

So our hope, and our expectation, is that by April 2027 the market will have begun to reprice non-EU supply realistically, that distributors will have rebalanced part of their sourcing towards European manufacturers, and that traceability of emissions and regulatory compliance will be treated as core purchasing criteria rather than optional extras. We do not expect a boom. We expect a structural shift, and we have spent the last two years, through an investment programme, making sure we have the capacity and the service level to be the reference partner when it happens.

2026 is the year, for Bontempi, in which our investment plan starts to translate into volume. We expect to close the year at around 30,000 tonnes of product sold, all of it manufactured by us in Italy. To add to this, our objective for 2027 is 35,000 tonnes. That growth is not built on trading or on sourcing from third parties – it is the direct consequence of the capacity we have installed.

This includes a fourth quenching and tempering furnace at our Rodengo Saiano headquarters now being up and running, following the third furnace installed at our southern Italy production hub. Together these bring the group to a total installed production capacity of 48,000 tonnes per year, the platform behind our 30,000 and 35,000 tonne sales targets.

In addition, our new in-house electroplating plant for M5 – M12 diameters is also starting up at the southern site. Bringing zinc plating inside the Group is a strategic move as it gives us control over lead times, quality, and cost, on a process that is increasingly critical as demand shifts towards coated, semi-standard products.

We have also expanded our automated warehouse from 12,000 to 19,000 pallet locations and invested in new heading and packaging machines, as well as vertical tool warehouses to optimise space.

In parallel, we are assessing the automation of a number of processes in both production and administration.



Plans for Fastener Fair Global

At Fastener Fair Global 2027 the theme is very simple and it is the one we have been building towards with our entire investment programme: Buy European, buy easier, buy VIBO. Visitors will find a manufacturer whose production cycle is entirely Italian: Italian steel produced in electric arc furnaces, cold forming, heat treatment, surface finishing and logistics, all under control.

We will be exhibiting with a strengthened team, as we want visitors to be able to have technical, commercial and strategic discussions on the spot, with the people who actually make the decisions. You cannot beat these expert conversations led by visitors.

This was made apparent during the last edition in Stuttgart, when so much of the conversation had already shifted towards sustainability, traceability and European sourcing. We arrived expecting to talk mainly about prices and lead times, and instead we spent three days discussing carbon footprint, electric arc furnace steel and what CBAM would mean in practice.

At the time it still felt like a discussion about the future. Looking back, that show was the moment we realised our investment plan was pointing in exactly the right direction and much of what we have built since then started as a conversation during the show. +

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