

World-recognized Italian Quality Brand EUROFIX Srl

by Dean Tseng, Fastener World

EUROFIX was founded in Besana Brianza City of Italy in 2002 by Mr. Carlo Fumagalli. Born as a fastener trading company, during the years it has grown and produced a wide range of fasteners made of spring steel and stainless steel. At present EUROFIX is specialized in producing and marketing cage nuts, U-nut, crown fixers, washers and custom parts made according to customers' drawings.

Its production plant consists of R&D and quality departments, as well as 16 production lines including punching, blanking and assembly machines. EUROFIX Srl also has its own tooling shop for production, maintenance and mold setting. EUROFIX C.E.O. Andrea Villa said, "Our strong specialization has been recognized by main Italian traders and end users, thus enabling EUROFIX Srl to approach and develop worldwide markets. Currently EUROFIX has expanded into the whole Europe, North and South America, India and is also working on some new automotive projects in China." Currently 60% of its total turnover comes from domestic sales, while 40% is from export, of which about 20% is overseas. Now it's mainly focusing on developing European and South American markets.

EUROFIX Features: Flexibility & Prompt Response

EUROFIX is focused on two main production lines: custom/special parts and standard items according to international standards as well as main automotive industry requirements. Production is focused on on-going maintenance and assurance of the best quality.

Flexibility and prompt response to market needs are EUROFIX's characteristics, to keep up with a market that is in continuous search for shorter lead times. EUROFIX is currently supplying to automotive, appliance, electromedical, fastener fields and can boast several worldwide well-established and known companies amongst its customers.

Lisi Automotive Partnership & Sales Branch in Poland

EUROFIX started cooperation with Lisi Automotive in 2009, becoming a distributor for the Italian market. This cooperation has enabled EUROFIX to offer the highest quality and safety standards required by several fields. The joint offer of LISI AUTOMOTIVE products together with EUROFIX's own production brings customers to the right and best solution for their projects and production needs.



The company also has a branch in Poland, but how does it fit in the business blueprint? Andrea Villa explains, "EUROFIX Polska Sp.zo.o. was founded in 2011 and headquartered in Tychy, Silesia area.

The opening of this logistic and sales branch enables us to shorten the distance with customers whose production is based in Poland, thus also spreading our brand and products in East Europe. Thanks to its strategic geographic position, we can offer an efficient logistic solution to new customers which are present in the area and the ones formerly supplied directly from Italy.

What's Next for EUROFIX?

Despite Europe soaking in economic uncertainty and the outbreak of BREXIT, sales data and customer demand show no negative impact to EUROFIX. "It is still premature to make considerations about the recent

Brexit. Our position is quite positive about the future. Considering the general financial situation, it seems that the market has absorbed the impact from Brexit referendum." Andrea continued, "As far as we are concerned, 2016 is positive and our turnover is growing in the fastener field; therefore we feel confident for 2017. Next year there will be a launch of new projects which will join the important ones already started in the past two years!"

EUROFIX is planning to expand production capacity and the range of products offered and marketed in the near future. For this purpose, important investments have already been planned for acquiring new machines and equipment. It is also committed to obtaining ISO/TS 16949 certification during 2017. In addition, EUROFIX has just exhibited in Fastener Fair Italy and has confirmed its presence at 2017 Fastener Fair Stuttgart. Be sure to drop by its booth for its latest development!

