Senco Clinch Clip

Sales & Marketing Meeting 2015

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Program

- **Why Senco clinch clips?**
- **Traditional applications; bedding, furniture**
- **New market Opportunities; Gabion, Fences, traps, cages**
- **Tools / fasteners**
- **Automation**
- **Complimentary products**
- **Competition**

Why clinch clips?

Main reasons

- A wider range of Senco products into existing customers
- Keep/remove the competition out
- Niche product for known market

And

- "One stop shop for all bedding and furniture fastener requirements"
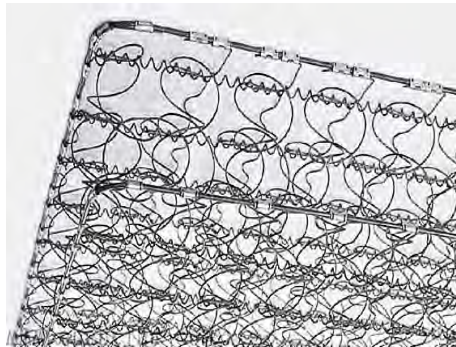- New market opportunities

Traditional applications

- **Bedding**
  - Application
  - Tooling
  - Fasteners

- **Furniture**
  - Application
  - Tooling
  - Fasteners

Bedding

- **Border Wire**
  - Flat Border wire assembly
  - Round border wire to spring

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Furniture

- **Sinuous "No-sag" Springs**
  - Sinuous springs to frame
  - Silent Wire to Sinuous springs

Furniture

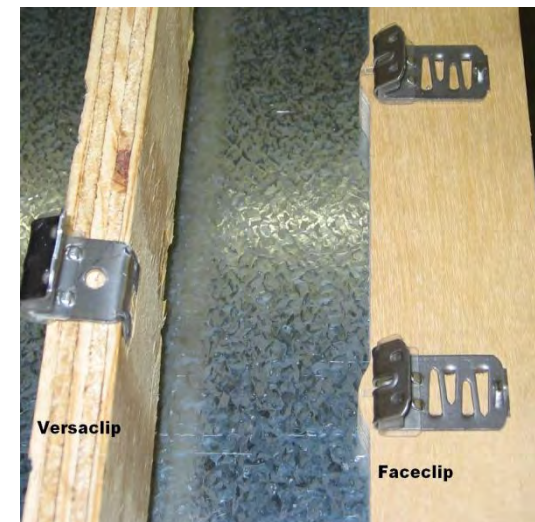- **Sinuous Springs to Frame**
  - AK and TRK clips

Versaclip

Faceclip

Furniture

- **Silent Wire to Sinuous Springs**
  - Silent wire is used by furniture manufacturer to improve the quality of **their sofa's and chairs**.
  - In conjunction with the clips the silent wire is used to hold together the springs inside the furniture and stop them moving too much when someone sits on them.

PLASTIC ☐ OR PAPER ☐ COVERED ☐ WIRE ☐ (SILENT WIRE)

SINUOUS ☐ SPRING

PLAIN WIRE
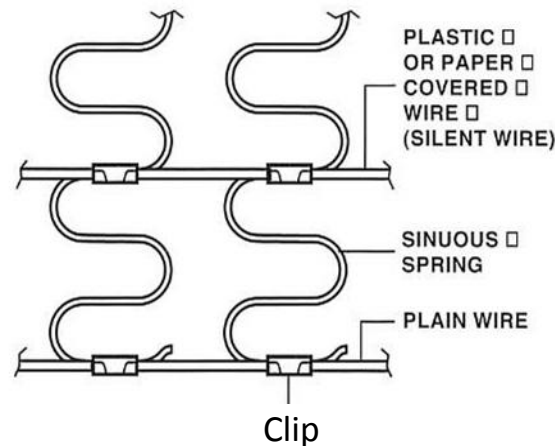
Clip
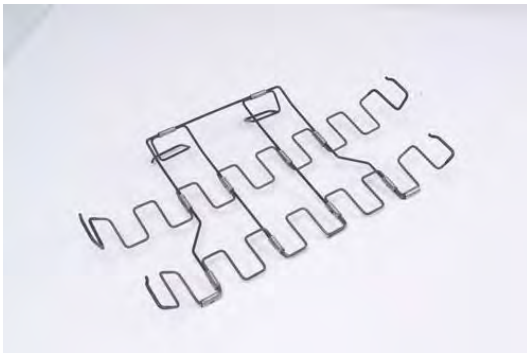
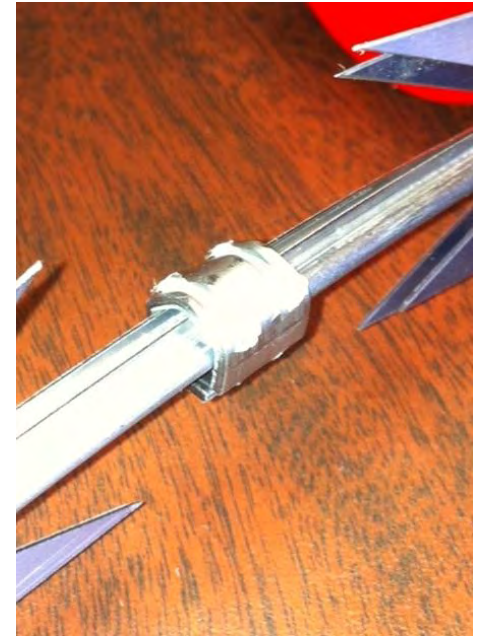# Other applications

- **Cages**
  - Different animal cages

  - Lobster, crab cages;
    – HDG clips or Aluminium clips because of corrosion resistance (SS is too expensive)

  - Clips can also be used for netting

Other applications

- **Gabion / fencing**

- **Concertina / Barb wire**

- **Automotive**

Tools

- **Clinching Tool**
  - State-of-the-art materials means lightweight, high quality, low maintenance, and increased durability
  - For use in the bedding, furniture, automotive, cage work.
  - Available is strip or roll format with blade jam release
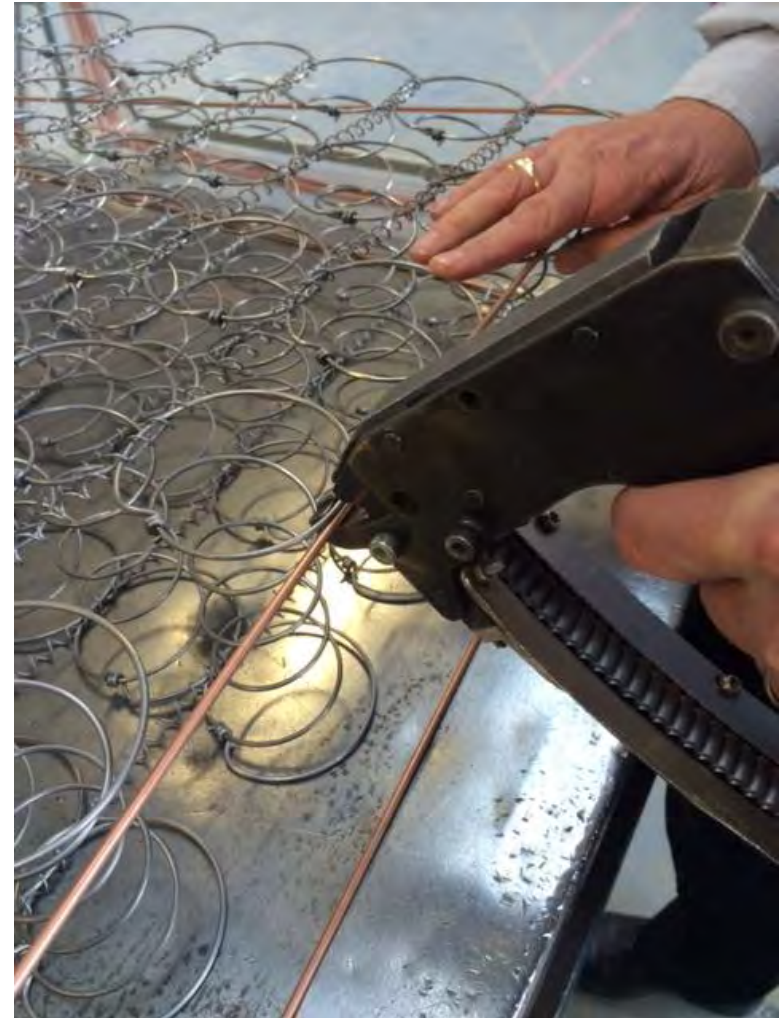
- **AK / TRK clips**
  - Removes the requirement for stapling clips, AK clips fix directly into the timber

Tools

- **Pressure settings**

  - The 11mm and 17mm wide clips (thin and narrow anvil applications) operate on lower pressure 4,1-4,8 bar

  - 19mm and 22mm Typically work at 5,5-6,2 bar

  - The lower the air pressure saves money and reduces the wear and tear on the tools

Tools

- **USP's**
  - Lightest (approx. 2kg) and most streamlined tool on the market
  - 5% lighter than Vertex, 30% lighter than Hartco tools
  - Fewer o-rings
  - More volume of exhausted air – increases speed
  - Quick release front plate, no tools required
  - Tighter clip due to smoother mechanical cycle

Fasteners

- **Clips are available in widths:**
  - 11mm
  - 17mm
  - 19mm
  - 22mm

WIDTH

D

HEIGHT
(RNDD TO 1/32)

LENGTH

WIDTH

Crown   Width

Height
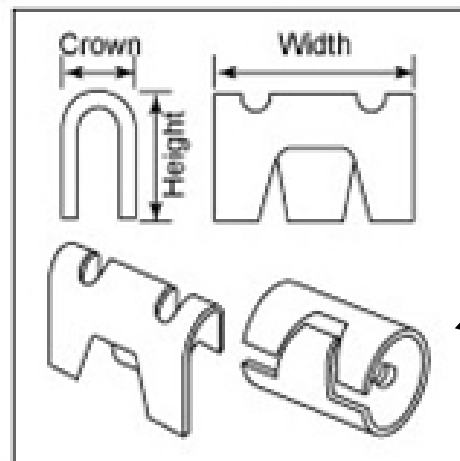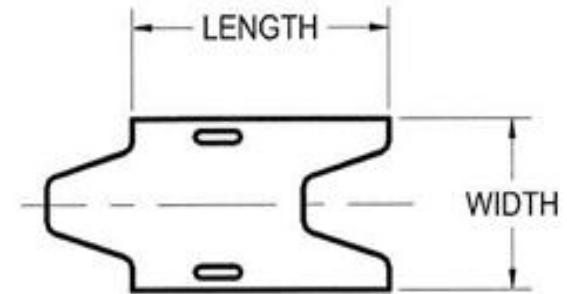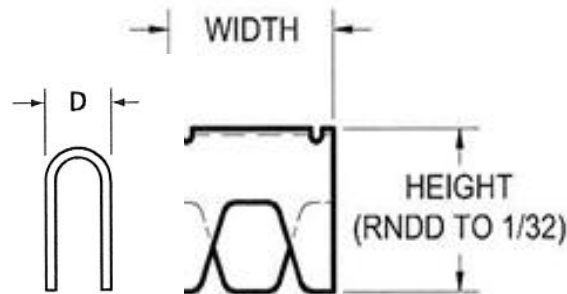
Space +/- 0,5mm

Fasteners

Wire to wire chart

Wire Diameter	2mm	2,3mm	2,7mm	3mm	3,5mm	3,8mm	4mm	4,5mm	5mm	5,3mm	5,7mm	6,2mm
2mm	S64											
2,3mm	S54, S64	S64										
2,7mm	S64	S64, S68	S68, S71									
3mm	S64, S68	S68, S74	S71, S74	S74, S80								
3,5mm	S68, S71	S68, S74	S74, S80	S80	S80, S88							
3,8mm	S71, S74	S74, S80	S80	S80	S88	S90						
4mm	**S74, S80**	S80	S80, S85	S88	S88	S90	S96					
4,5mm	S80	S88	S88, S90	S88, S90	S90	S96	S101	S101, S110				
5mm	S85, S88	S88	S88, S90	S90, S96	S90, S101	S101	S101	S110	S110			
5,3mm	S88, S90	S90	S95, S96	S101	S101	S101	S110	S112	S112, S125	S125		
5,7mm	S95, S96	S95, S97	S97, S101	S101	S101	S110	S112	S112	S112, S125	S125, S132	S125,S135	
6,2mm	S96, S97	S101	S101	S110	S110	S112	S112	S112, S125	S125	S125, S132	S132, S135	S135

- Identify the spring wire and the border wire and where the 2 sizes intersect this is the correct clip size. Then refer to the tool list to identify the correct tool for the clip
  Max connection 6mm-6mm

- Example 2mm spring wire and 4m Border wire equals either 74 or 80 type clip depending on the width. Wider clip gives maximum strength.

Fasteners

○	S72E18SBP	17mm	11,9mm	6,6mm	4,57mm	0,72"	18,28	72E18S	CLP-20	6.110	SCT4036S
○	S74H18SBP	22mm	12,4mm	6,6mm	4,57mm	0,74"	18,79	74H18S	CLP-23	4.230	SCT6080S
○	S74F18SBP	19mm	12,4mm	6,6mm	4,57mm	0,74"	18,79	74F18S	CLP-2312	5.076	SCT6080S
○	S78E18SBP	17mm	12,4mm	6,6mm	4,57mm	0,78"	19,81	78E18S	CLP-20L	5.499	SCT4036S
○	S80H23SBP	22mm	13,2mm	7,9mm	5,59mm	0,80"	20,32	80H23S	CLP-3	3.600	SCT6181S
○	S80F23SBP	19mm	13,2mm	7,9mm	5,59mm	0,80"	20,32	80F23S	CLP-312	4.320	SCT6181S
○	S85A22SBP	11mm	13,6mm	7,4mm	5,59mm	0,85"	21,59	85A22S	CLP-33	6.720	SCT1022S
○	S88A22SBP	11mm	14mm	7,4mm	5,59mm	0,88"	22,35	88A22S	CLP-32	6.720	SCT1022S
○	S88H23SBP	22mm	14,5mm	7,9mm	5,59mm	0,88"	22,35	88H23S	CLP-4	3.200	SCT6181S

- Tool option SCT6080S or SCT6181S depending on the depth of the clip

Fasteners

- **Micro Cord**
  - Micro cord is Unique
    - Stronger clip
    - Easier to cut
    - More flexible

  - All strips will be made for micro cord

  - Rolls needs a little bit heavier polycord

Fasteners

- **Trouble shooting (most common)**
  - Wrong loading (should be: single leg first)

  - Cord too strong

  - Wrong clip; too short reduced holding strength or too long loose clench

  - Wrong collation pitch

Semi automatic & automatic set ups

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Automation

- ## Semi automatic set up
  - Tool counter balance
    - Increased ergonomics and productivity
    - Roll Clips Up to 15,000 clips per roll means less reloading which means increased productivity
    - Easy load clip feed rail
    - Faster reloading, less downtime

Automation

- ## Mattress Manufacture
  - An automatic machine which attaches border wires to the perimeter coils of innersprings using clips.

Automation

- **Height adjustable rotating table**

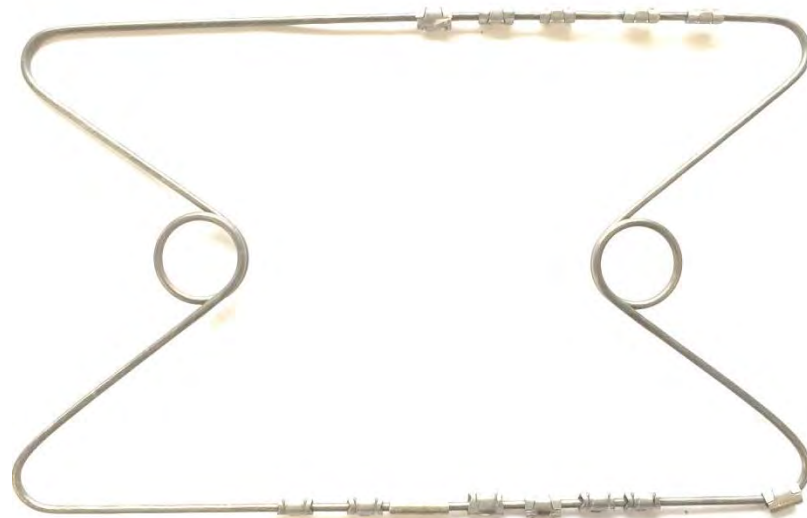- **Semi Automatic AK Machine**

- **Fully Automatic AK Machine**

Complimentary products

- **Silent wire**
  - Plastic
  - Paper covered
  - Plain wire
  - Coils
  - Cut to length

- **Butterfly springs**