

International Sales Meeting
London
September 11th 2017







Status

- Patent application filed at European Patent Office under the PCT as well as 12 other major countries
- 4 cavity injection molding tool made in Denmark
- Clips in stock and ready to deliver
- Tested for 1000 kg dead weight with success at the Belgian Packaging Test Institute
- Clip tested for creap or plastification at The Danish Technological Institute
- Temperature range: -20 to +50 degrees Celcius
- Marketing material ready to be circulated/web-site



Comparison between the plastic clip and 12mm steel clip

	PLASTIC CLIP	12MM STEEL CLIP	
Strength	Medium	High	
Re-usability	Limited	Very high	
Testing at Official Institute	1000 kg payload	1000 kg payload	
Price of clip FCA DK	App €0,20	App € 0,50	
Board material	>9mm	>11mm	
Machining	CNC	CNC, DET, By hand	
Special machine tools	Floating Head for rebate recommended	None	
	Double router head, opt	None	
Special router bits	Tool for 45 degr. hole	Tool for clip slot	



Comparison - plastic clip and 12mm steel clip - continued

	PLASTIC CLIP	12MM STEEL CLIP
Overall ergonomics	Very good	good
Noice, DB-mounting clip	Very low	high
Need for tool to open box	No	Simple clip lever
Speed of mounting clips	Equal	Egual
Speed of removing clips	Very fast	Quick
Clip characteristics	Length of legs equal	Length of legs not equal



..\..\DSEI 2017\double router head - drawing P1_2015_24058.pdf



Prices of board material, Euros. Based on delivery in DK – whole truck loads, qtr. 3 2017

	Dimensions	Price/m2 - Euros
OSB 2, WBP glued	9mm 2440x1220*	2,38
	11mm 2440x1220	2,82
	18mm 2440x1220	4,58
Birch CCX, WBP glued	6,5mm 2440x1220	4,62
	8mm 2440x1220	5,39
Birch CCX, MR glued	6,5mm 1525x1525	3,05
	8mm 1525x1525	4,08
Pine or Spruce CPC, WBP glued	6mm 2440x1220	2,95
	9mm 2440x1220	4,21
	12mm 2440x1220	5,27
	18mm 2440x1220	7,45



The customers:

Gryphon Comsys Dignitane

Chemotech

Weibel

Kongsberg

etc



Next step:

Manufacturers to source clips and tools.

Special offer FCA DK:

5000 clips plus 3 tools: €1.100

10000 clips plus 4 tools: €2.000