



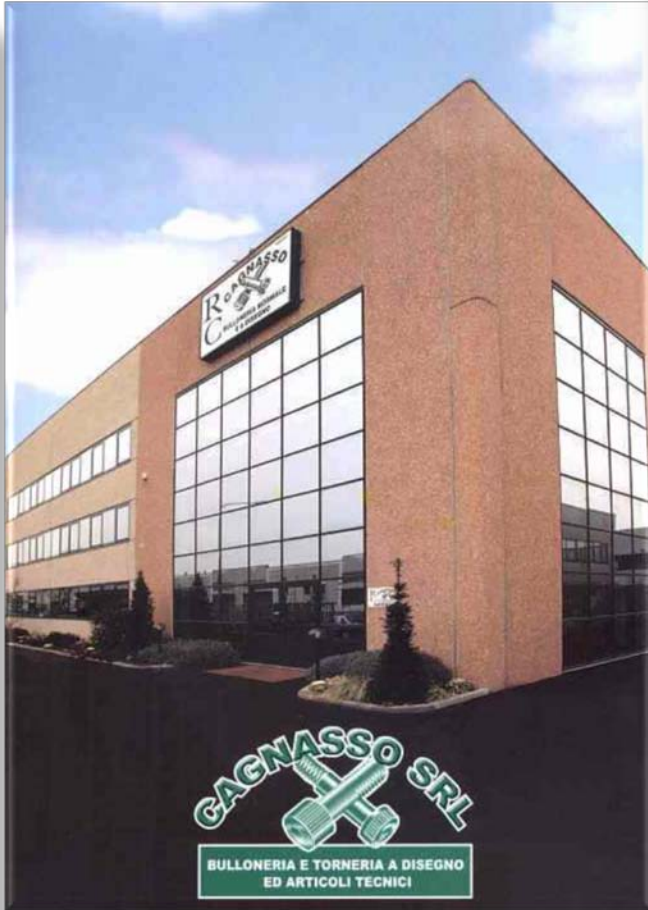
Quality and Safety Lock



*Presentation*



# *Our History*



**Cagnasso s.r.l. works in the mechanical engineering sector since 1964 and represents an important institution in the area of on drawing bolts and nuts.**

**What makes us different are our technical skills, our constant contact with the market and our given attention to its needs, our respect of timelines and punctuality on deliveries, our use of avant-guarde softwares and technologies.**

**QUALITY**

**EXPERTISE**

**COMPETENCE**

**RELIABILITY**

**COOPERATION**

**SERVICE**



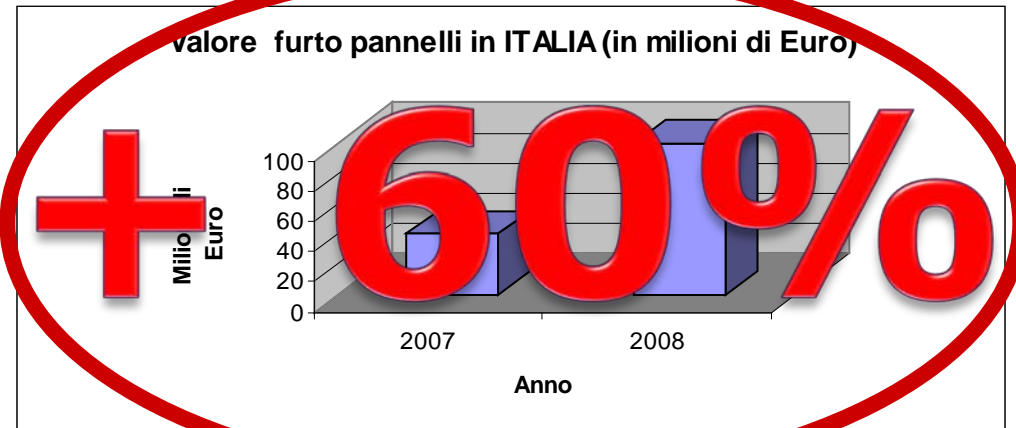


The **DETER BOLT** screw stems from the perception of the solar and photovoltaic market's need of an **effective solution** for their fastening and their **security today**, while ensuring the possibility to perform a regular **maintenance tomorrow**.

## *Some Data*

According to Marss, the value of stolen panels in **Italy** in 2008 amounts to **100 millions of euros**.

In 2007, value was around **40 millions**. According to Enea, on the other side, the **world total** theft has been estimated at **5-7%** of the whole sector sales.



Today, most of the **insurance companies** cover the risks associated to act of third parties (vandalism and theft) **only** when it has been installed a security system.

Often banks require the signature of an insurance policy to grant **fundings** for photovoltaic systems.



# Some Economics

Power plant: 1 MWp  
Number of Panels: almost 5.000

Engraving on the final cost in %

## **COST OF MATERIALS**

69%

Modules 56%

Inverter 7%

Montage System and structures 4%

Electrical 1%

## **LABOUR COSTS**

14%

Assembly, installation and testing 7%

Project and testing 3%

Practices Management 1%

Documentation 1%

GSE 2%

## **OTHER COSTS**

4%

## **COSTI PERCENTAGES**

4%

# EFFICIENCY

Total cost app. € 3.000.000

Cost per kWp app. € 3.000

vat 10%

Final cost app. € 3.300.000

Avarege investment required for 12.000 screws **DETER BOLT CLASSIC**

## **NORMAL**

**± € 2.000**

Easy assembly

Maintenance

NO protection = > costs  
for damages and theft

## **ANTI-THEFT**

**± € 2.000/10.000**

Easy assembly = > product costs

Difficult assembly = > labour  
costs

Protection

NO maintenance = > structures  
and montage systems costs (they  
have to be tampered to work on  
or change panels)



**± € 5.000**



It's true, this means that the end user will have to invest a 0.2%, but the **DETER BOLT** systems is not only an **effective security system**, but also and moreover an element of **EFFICIENCY for the entire plant...**

## *Main Benefits*

WHY'?!?!?

### TODAY

Real **protection** of plants against theft and so of the whole investment.

**Easy assembly** given by the use of normal screwdrivers.

**Decrease of the assembling time schedule** compared to common anti-theft systems on the market.

**Facilitated insurance contract in ITALY** given by AXA INSURANCE COMPANY.

### TOMORROW

Possibility to perform regular **maintenance or replacement** of panels.

**Reduction of annual maintenance costs** (typically around 1.5% of the whole investment).

**No need to tamper the mounting structures.**

**Reduction of extraordinary maintenance costs** (typically valued around the 10% of the entire plant every 10/15 years)





**AND WHAT BENEFITS WOULD WE HAVE, AS WE ARE NOT THE FINAL USERS?**

## *Main Inherent Benefits*

### **TODAY**

Offer to YOUR customer a **real protection of his investment**.

**Easy assembly**, no need to use washers or spheres (smaller objects are not indicated for big hands).

Considerable savings on assembling time, which results in a **significant reduction of labour costs**.

**Easy management of YOUR prices** to customers when buying bigger quantities of items.

### **TOMORROW**

Possibility to **offer to YOUR clients a post-selling service contract**, as you will keep the wrenches under your responsibility.

**THE DETER BOLT system represents for the end customer an added value that you will offer him and that will make him save in the long term.**



# The System

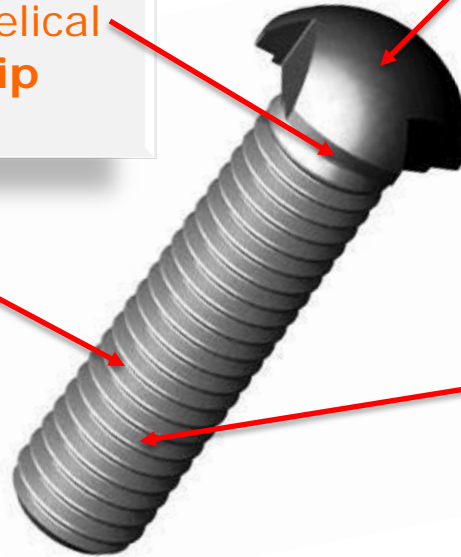
## DETER BOLT CLASSIC screw

No additional washer will be necessary as using a normal clamping force (15N/m) the helical shape will allow the screw to **grip deep in** to the bracket.

The measure is a standard **M8** with different lengths:

**Standard Range from 20 a 50 mm** fully threaded.

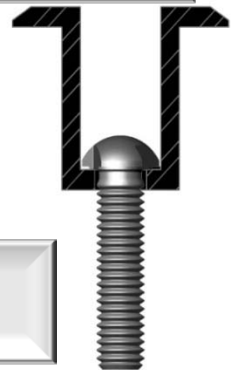
**Out of Range from less then 20 mm and from 55 to 70 mm** partially threaded. They can be carried only upon request.



The head is **spherical** and has special **cravings** that do **not allow any tool to unfasten** the bolt, if not its specific wrench.

**Material: AISI 304 cold stainless steel**

The **DETER BOLT** is **easily inserted** inside the omega/zeta bracket.



### ATTENTION

Operator **MUST** put the **DETER BOLT** wrench **in parallel** onto the screw's head, head them with an **adjustable clutch** screwdriver **not in motion**, then screw or unscrew.





# The System

## DETER BOLT CLASSIC wrench

The importance and effectiveness of the **DETER BOLT** system is given by the use of special wrenches for screwing and unscrewing.

**Serial number coding** makes each wrench **unique** and allows its **traceability**.

**AND WHERE  
IS THE  
SECURITY  
SYSTEM???**

They are given on **loan for use**, in order to guarantee a **strict monitoring** and **protection** of the client's investment.

**BUT IT'S EASY  
TO COPY!**

The **illegal** reproduction of the wrenches requires significant **investments**, as if not produced with high quality materials and clearly defined specifications and if not perfectly identical in its shape, no one will be able to unfasten any bolt.



**MATERIAL: 50CRV4 TEMPERED TO HRC 38-45  
COATED ZINTEK 200A**

### ATTENTION

Operator **MUST** put the **DETER BOLT** wrench **in parallel** onto the screw's head, head them with an **adjustable clutch** screwdriver **not in motion**, then screw or unscrew.





## CERTIFICATO

Nr 50 100 9488

Si attesta che / This is to certify that

IL SISTEMA QUALITÀ DI  
THE QUALITY SYSTEM OF

**CAGNASSO S.r.l.**

SEDE LEGALE E OPERATIVA:

VIA CASCINA BORNIOLO 11  
I-10036 SETTIMO TORINESE (TO)

È CONFORME AI REQUISITI DELLA NORMA  
HAS BEEN FOUND TO COMPLY WITH THE REQUIREMENTS OF

**UNI EN ISO 9001:2008**

Riferirsi al manuale della qualità per eventuali dettagli delle esclusioni  
ai requisiti della norma ISO 9001:2008  
Refer to quality manual for possible details of exclusions of requirements  
of the norm ISO 9001:2008

Questo certificato è valido per il seguente campo di applicazione  
This certificate is valid for the following product or service range

**Progettazione e gestione della fabbricazione di bulloneria speciale e  
torneria. Commercializzazione di viteria e bulloneria unificata e  
speciale (EA 17, 29a)**

**Design and manufacture management of special fasteners and  
turning. Trade of standard and special fasteners (EA 17, 29a)**

**SINCERT**  
Sistema Integrato di Certificazione

SGQ N° 049A  
SGA N° 018D  
SCR N° 009F  
SSI N° 005G  
PSD N° 041S  
Membro degli Accordi di Mutuo Riconoscimento EA e IAF  
Signatory of EA and IAF Mutual Recognition Agreements

Per l'Organismo di Certificazione  
For the Certification Body  
**TÜV Italia S.r.l.**

*Andrea Vivi*  
**Andrea Vivi**  
Amministratore Delegato - CEO

Data di emissione / Issue date  
**2010-03-29**

Data di scadenza / Expiry date  
**2013-03-28**

"La validità del presente certificato è subordinata a sorveglianza periodica a 12 mesi e al riesame completo del  
sistema di gestione aziendale con periodicità triennale"

"The validity of the present certificate depends on the annual surveillance every 12 months and on the complete  
review of company's management system after three-years"



**"Manufacture design and management  
of special fasteners and turning.  
Marketing of unified and special  
fasteners".**