

# ITW Illinois Tool Works

ITW Inc. is a multi-billion dollar company with almost 100 years of experience in the design, development and manufacture of fasteners & components, and equipment & consumable systems, as well as a variety of speciality products for customers all around the world.

Proven strategies of increasing market penetration with product innovations, extending current products to new industries and acquiring businesses that improve customer offerings, provide the foundation for the organisation's continued growth.

With a gross revenue of \$US13.7bn ITW are ranked 173rd in the Fortune 500 2006 listing, 387th in Forbes Global 2000 listing, and 257th in the 2006 FT Global 500.\* In 2006 ITW was graded as "Most Admired Company" in the Industrial & Farm Equipment category by Fortune and are ranked on the Fortune's list of the world's largest companies ahead of such household names as Colgate-Palmolive, Oracle and Heinz.

(\*The Fortune 500 is a ranking of the top 500 United States public corporations as measured by gross revenue.

The Forbes Global 2000 is an annual ranking of the top 2000 corporations in the world by Forbes magazine. The ranking is based on a mix of four metrics: Sales, Profit, Assets and Market Value.

The FT Global 500 ranks corporations by market value.)

## Global

ITW's financial performance is generated by some 700 decentralised business units, employing around 50,000 people in 48 countries. This, together with more than 5,000 different product lines, means ITW is well positioned to meet the challenges of today's global market.

## Diversified

Overall success comes from the collective results of many different markets predominantly construction, automotive and food equipment. This mix of revenue provides stability during economic swings and helps to minimise the impact of country specific market cycles.

## Innovative

For almost a century ITW have been at the forefront of innovation. Typically, ITW are among the top 100 patent holders in the USA, possessing more than 14,000 unexpired and pending patent applications worldwide.

## Acquisitions

Since 1999 ITW have completed 127 acquisitions totaling nearly \$5.6 billion of acquired revenues. Marketplace experience, coupled with insights gleaned from partnerships with customers, helps to drive the acquisition process. ITW evaluate, and ultimately buy, companies with products that allow it to exceed customer expectations.

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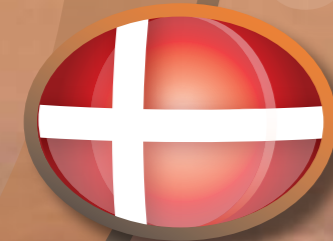
48 countries

48 countries

50,000 people

50,000 people

5,000 product lines



# We're closer than you think...

## ITW Construction Products

ITW Construction Products division represents 25% of total worldwide turnover.

Wherever there is a commercial, renovation or residential construction project-taking place in the world, ITW products are on the job. From Paslode nailing and stapling systems to Spit & Buildex specialty fasteners and tools, our ITW Construction Products businesses provide innovative products that set the standard in today's construction industry, but we do more than construction; while reading this, you are probably only 30m away from an ITW product!

We make a lot of different products, for a lot of different customers, in a lot of different parts of the world, yet they have become such fixtures in our everyday lives that most of them go unnoticed. But ITW products are all around, you just have to know where to look.

## Buckles & Closure Components

Plastic buckles and closure components have been designed and manufactured by ITW for over 25 years. In 1977, we invented the original Side Release buckle that revolutionized the closure market.

Our Zip-Pak technology is used in many major branded and private-label product categories in the market today. We pioneered the zipper feature decades ago and now hold more than 200 patented zipper solutions.

## Holographics

ITW Holographics™ specialises in the manufacture of high volume, wide web holographic films and custom holographic design to meet all the requirements for any holographic applications such as innovative packaging, labels and displays.

## Automotive Products

Our Wynn's business provides a full range of products; brake fluids, radiator sealants, transmission flush machines and complete engine cleaning systems, to help power and maintain all kinds of vehicles.

## Commercial Kitchen Equipment

Hobart is a leading provider of commercial equipment to the food service and food retail industries, producing the high performance products our customers need to keep their kitchens and stores running smoothly.

## Packaging Systems

As one of the largest producers of stretch wrapping systems, our industrial packaging systems businesses make the stretch film and application equipment our customers need to protect their merchandise during handling, transit and storage.

## Industrial Finishing & Automotive Refinishing

ITW DeVilbiss is part of the ITW Industrial Finishing and ITW Automotive Refinishing business groups manufacturing spray guns, air control filters & regulators, tanks, cups, hoses and other accessories for the industrial finishing and automotive refinishing markets.

## Welding Machines

When our customers are building pipelines in the middle of nowhere, they need portable, reliable equipment that will get the job done. As a leading manufacturer of arc welding and cutting equipment, Miller is one of the most trusted brand names in the world.

## Multi-Packaging Systems

Our engineers did not mean to start a revolution, but when they first came up with the idea of using plastic carriers to bundle cans together, they transformed the world of consumer packaged goods forever. Now, more than 40 years later, ITW Hi-Cone is a leading supplier of plastic-based multi-packaging systems for the global beer, soft drink and general products industries.

For more information on these and the many other businesses that comprise ITW go to [www.itwinc.com](http://www.itwinc.com) and select Business Units

# ITW Construction Products

## The Construction Industry Key Performance Indicators

Headline KPI's	How can ITW's solutions help?
Client Satisfaction - Product	Correctly selected products will ensure installations are effective and last expected life time
Client Satisfaction - Service	
Defects	Correctly selected products will reduce snagging and making good
Predictability - Cost	Reduce cost in place
Profitability	
Construction Cost	
Predictability - Time	Increase speed and efficiency
Productivity	
Construction Time	
Safety	Commitment to training, provision of safety information and advice

## ITW Construction Products

ITW's commitment is to produce value engineered products, ensuring 'total site solutions' that help the construction industry improve their solutions.

With five separate brands: Paslode, Spit, Ramset, Buildex and Duo-Fast, consolidated under the ITW Construction Products banner in the UK, ITW are able to provide the complete fixing solution for the professional user.

### Paslode

Paslode was founded in 1935 and the brand is now internationally renowned as an innovator and leader of cordless and pneumatic nailing systems for timber construction and industrial applications.

The patented linear combustion motor is at the heart of this revolution of on site nailing which allows the operator to fire up to 2 nails per second without the need for hoses, compressors or cables.

## Spit and Ramset

For over 50 years both Spit and Ramset have been the leading suppliers of steel & concrete nailing, and metal & chemical anchoring systems to the UK construction industry.

Spit began in 1949 when the two founders invented a unique system for firing hardened steel nails into concrete and steel (now generally known as Cartridge Tools or Powder Actuated Tools: PAT). Spit then developed further technologies for fixing and anchoring in the construction industry. Most of the product is still manufactured in the factory in Valence, France.

Secured by Siddons Drop Forgings Limited in 1952, Ramset Fasteners (Aust.) Pty Limited was destined to become a leader in developing, manufacturing and supplying the latest fixing technology for the construction industry.

### Buildex

In 1967 ITW Buildex developed the first hex head self-drilling and self tapping fastener for attaching metal sheeting to roofs and sidewalls on commercial buildings, commonly referred to in the market by it's brand name, Teks®. Other innovative products developed by Buildex are Timber-Fix for self-drilling through timber into steel and Tapcon® for self-tapping into concrete.

Buildex developed the first copolymer fastener coating CLIMASEAL® in 1975; the ultimate in corrosion resistant coatings for commercial roofing.

### Duo-fast

Begun in 1937 as the Fastener Corporation, Duo-Fast is a world leading manufacturer of air-powered nailers and staplers, manual staplers and tackers, plus a complete range of fasteners for professional use on both construction sites and in a wide variety of other manufacturing applications.

# The Range



## ITW Construction Products - The Range

For many years, ITW Construction Products have been working with construction companies and systems suppliers to provide methods for fixing components to a variety of substrates. Our innovative 1-step, 2-step & 3-step method of fixing provides the most efficient and cost-effective in-place fix dependent on the specific circumstances.

**1 step:** using ITW Construction Products' unique gas nailing system or cartridge tools.

**2 step:** using ITW Construction Products' range of Tapcon concrete and Teks self drilling screws - drill drive done!

**3 step:** using ITW Construction Products' range of more traditional expansion anchors and chemical fixing systems.

The majority of anchors are developed in France to the highest levels of ETA approval, by ISO9001 registered manufacturing, allowing the application of the CE mark. Our own COFRAC accredited laboratory tests metal anchors in concrete in accordance with ETA Guide No. 001 "European Technical Approval for metal anchors in concrete". In-house testing of concrete anchors includes the use of a cracked concrete simulator.

Other approvals include BSI, COFRAC, ANFOR, SOCOTEC, F.M., DIBT, VdS and UNI. Product approvals have also been received from Bison, Metsec, Coltman, Tarmac, Cemix and Rockwool.

Specific Spit "Expert" design software is available to determine the suitability of fixing in many application situations.

Nails are manufactured in ITW's own facilities at NKT in Denmark and Borgus in Spain. Production facilities are approved to 1EN 29902/DIN ISO 9001, Certificate No. 144141A. Manufacturing is supported by in house R&D to carry out corrosion and endurance testing.

Nails in the UK are approved by NHBC and Simpson Strong tie.

## Fixing Wood to Wood

The Paslode Impulse Range of cordless gas nailers provide the perfect solution for on-site nailing. Driven by a patented linear combustion motor, they are capable of firing 1,000 nails per hour, for 1st and 2nd fix applications. All the tools are lightweight with a compact design allowing the user to work easily in cramped and overhead positions.

## Fixing components to steel and concrete

In the UK construction market Spit, Ramset & Buildex offer a range of unique, specifiable and differentiated products ideal for fixing to harder substrates such as steel and concrete.

The Spit Pulsa Cordless gas nailer uses the unique patented gas technology which has the ability to fire hardened nails into steel & concrete without the need for cartridges or pneumatics.

Powder Actuated or "shot-fired" cartridge nailing tools used by the construction industry are capable of firing up to 90mm hardened nails into steel & concrete.

## Anchors

Light and heavy anchors that include high specification products such as Triga, unique products such as Driva for fixing to plasterboard, and general-purpose fixings such as through bolts, sleeve anchors, shield anchors and drop-ins.

## Chemicals

ITW manufacture and distribute a range of chemical fixing systems, from styrene free polyester resin, C-Mix Plus, to Epcon, a high specification chemical for anchoring in the construction industry suitable for use in extreme circumstances.

## Screw technology

The original range of self-drilling and self-tapping screw products with original brands such as Teks, Tapcon® and Timber-Fix.

# Service Technical & Training



## Service

ITW products are manufactured in NKT (Denmark), USA and Valence (France). Our vast 9,000m<sup>2</sup> warehouse storage capability in Crawley (England) supports a nationwide distribution network of national builders merchants and independent fixing & power tool distributors.

We not only guarantee quality products but a distribution network that you can trust. We are closer than you think!

## Quality & Environmental Policy

Our Quality and Environmental Policy reflects the aims of top management and demonstrates the UK Company's intention to minimise the adverse impacts of its business on the environment. We aim to ensure that we provide our customers with an on time and fault free reliable service through the implementation of the Company's Quality Environmental Management System.

This commitment is manifest in the company obtaining ISO14001 Environmental Management Standard.

## Technical

ITW Construction Products is committed to the provision of technical support for our range of fixing solutions. Across the UK and Europe ITW Technical Service Teams have offered advice on a variety of high profile projects including:

- The Channel Tunnel
- The Channel Tunnel Rail Link
- Heathrow Terminal 5
- Wembley Stadium
- The Milau Viaduct in France
- 30 St Mary Axe (The Gherkin)
- The Government Communications Headquarters

The UK Technical Service Team comprises a number of highly trained personnel, who, through a variety of channels, are capable of providing support at all stages of the design and construction process.

On site, field based engineers offer a wide spectrum of advice and support to contractors from general product selection to the development of bespoke fixing solutions that require calculations and pull-out proof testing.

For those queries not needing a site visit, an in house technical support phone line is available. Taking up to 1,000+ calls a month; this free phone service answers questions on subjects from basic tool maintenance through to more complex anchor specification calculations.

In addition to this, via the ITW CP website [www.itwcp.co.uk](http://www.itwcp.co.uk), contractors can benefit from 24-hour unlimited access to essential technical documentation such as Method Statements, COSHH safety data, and approvals from materials and systems suppliers.

Training is another valuable resource offered by the UK Technical Services Team; our experts run a series of RIBA Accredited CPD seminars, as well as specific training on ITW's own anchor calculation software, "SPIT EXPERT" and calculations using the new "CC" methodology.

When more detailed exploratory work is required, the team have access to a number of ITW Research and Development Technical Centres across the world. Plus, associations with institutions such as Loughborough University's Off-Highway Plant and Equipment Research Centre enable fast independent testing on Hand arm Vibration figures for our nailing systems.

Finally, all ITW CP UK support is backed up by our own COFRAC Accredited laboratory based at the manufacturing unit in France.

## Training

The safety of people using our products is of paramount importance to us and we substantially invest in training and certificating end-users in the safe use of all our powder and gas tools. In 2005 we issued 9,240 training certificates to people

working in the UK construction industry. 85% of our training is carried out by our own staff, the remainder by fully qualified, authorised instructors on our behalf.

Although there is no legal requirement for training on any of our products, we do strongly advise that training is undertaken. Under the Health and Safety at Work Act it is the responsibility of all employers to provide training on any machinery, plant or tools used by their employees. Therefore anyone intending to use a powder or gas tool on a job site will need to be properly certificated first.

ITW Construction Products provide the training free of charge.

We are currently working with many major contractors by training their staff such as Health and Safety Officers and Advisers, and senior contract personnel as authorised instructors which then enables them to train their own employees.

An ITW tool that has been regularly maintained and serviced will offer the user a correct quality of fix for many years.

