

**STANLEY**  
Engineered Fastening



Battery Powered Blind  
Rivet Nut Tool  
NB08PT-18

April 2021

STANLEY ENGINEERED FASTENING FAMILY OF BRANDS

AVDEL

INTEGRA

NELSON

OPTIA

POP

STANLEY  
Assembly Technologies

TUCKER



# Agenda

**Challenges & Market  
Overview**

**Product Details**

**Marketing**

**Product Offer**

**Q&A**



**Challenges &  
Market  
Overview**





# The Need for Battery Powered Blind Fastening Tools

The ever increasing demands for significant productivity improvements in assembly operations is driving the need for cordless, untethered tools that enable operators to work far more quickly around applications than they were able to before.

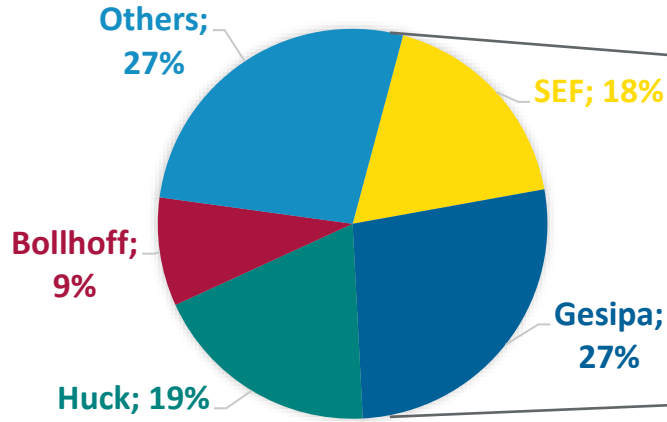
In addition, these tools need to offer unrivalled levels of uptime, and provide valuable analytics data, to support the drive towards ever higher levels of quality.



Go cordless. Get ahead.

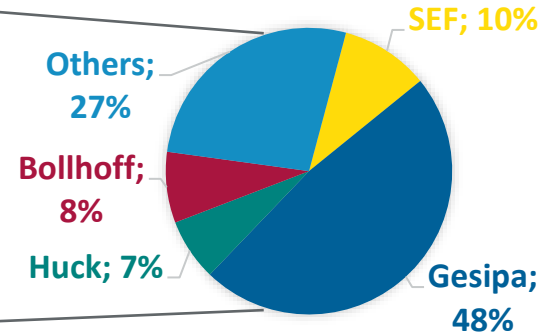
# Market Overview – Blind Fastening Tools

BLIND FASTENING TOOLS



Market size \$200M | SEF Share 18% (\$36M)

BATTERY POWERED  
BLIND FASTENING TOOLS



Market size \$40M | SEF Share 8% (\$3M)

# Current Offering Limitations



## Quality issues:

- Many tools are difficult or time consuming to set up. Consequently, operators don't bother to properly set tools for each application, leading to quality issues later on



## Excessive capital outlay:

- Most tools do not operate in both "pull to stroke" and "pull to force" modes. Consequently, a bigger fleet of tools is required



## Productivity issues and time lost due to injury:

- Most tools are air-powered and therefore tethered to compressed air systems. Consequently, it takes longer to complete fastener installation tasks
- Another problem with air-powered tools is that the air-lines present a tripping hazard. Consequently, there is an increased risk of operator injury



## Productivity issues:

- Many battery powered tools do not have industry leading cycles per charges and charging speed capabilities. Consequently, uptime is reduced due to changing and charging batteries
- Most tools do not provide analytics to indicate when tools are due for service attention. Consequently, tool performance is compromised, and the risk of tool failure is increased

## The market demands a tool:

- 1 MIN stopwatch icon Easy to set up
- Swiss Army knife icon Multi-functional
- No air icon Highly portable. Can be used anywhere
- Falling person icon Prevents Health and Safety risks
- UPTIME icon With minimum daily maintenance
- Analytics laptop icon Provides analytics



Introducing the  
NB08PT-18

Battery Powered  
Blind Rivet Nut  
Tool

# The NB08PT-18



## Challenges

- Quality issues due to tools not being set correctly
- High capital outlay on large fleets of tools
- Tools tethered to air-lines reduce productivity, prevent flexibility in work cell layouts, and cause health and safety concerns
- Cordless tools with low cycles per charge and long charging times reduce productivity
- Tools not being serviced on time and subsequently failing prematurely, reduce productivity



## Our Solution – NB08PT-18

- Is cordless
- Has a touch screen to allow easy set up
- Operates in pull to force and pull to stroke modes (see appendix for more info)
- Provides analytics in the form of service prompts and poke-yoke counters
- Offers industry leading cycles per charge and charging time
- Has a push-to-start feature to enable fast loading of the rivet nut onto the tool



# Strategic Benefits



- Reduced cost of quality, and consequently increased customer delight
- Lower capital outlay
- Increased productivity
- Reduced lost time due to work injuries



# Primary Vertical Targets



## General Industrial

Industrial manufacturing applications



Heating Ventilation & Air Conditioning (HVAC)



Domestic appliances



Lifts & elevators



Other. Ex. fences



## Ground Transportation

Applications for rail, bus, coaches and trailers



Seating & interior trim



Speakers



Steps, mirrors, panels, etc.



Internal lighting



# NB08PT-18 Product Details



# Package Contents



- 1 x NB08PT-18 power tool fitted with M6 nose equipment
- 2 x DEWALT Lithium-Ion 2.0Ah batteries
- 1 x DEWALT DCB115 charger
- 1 x M4, M5, and M8 nose equipment sets
- 1 x instruction manual

# Product Detail



# Product Detail (cont.)

✓ Detection collar to achieve push start nut mounting function

✓ Nut mounting clutch to secure nut mounting correctly

✓ Spin shaft clutch not to rotate during fastening

✓ Common mandrels with legacy PNT tools

✓ High efficiency ball screw mechanism

✓ Combined reduction mechanism

✓ SEF designed software

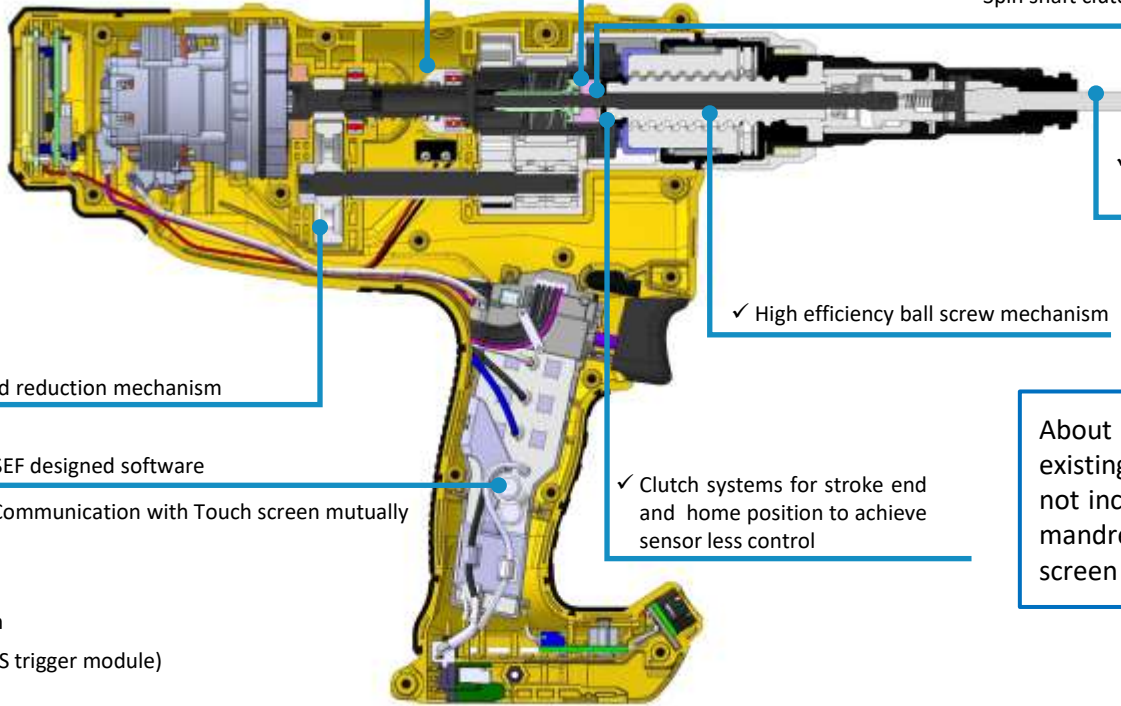
✓ Communication with Touch screen mutually

✓ Clutch systems for stroke end and home position to achieve sensor less control

About 36.4% single parts are from existing PNT800A and PB3400 (Option not include). These include: nosepieces, mandrels, brushless motor, touch screen and kit box.

✓ Proven DeWALT Platform

(BL50 brushless motor + SBS trigger module)



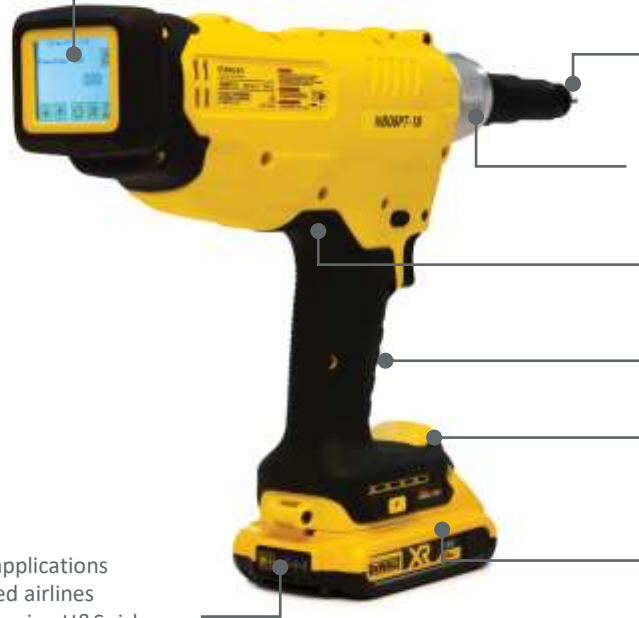
# Tool Features & Benefits

## 2.2in Touch Screen

- Easy, quick to set up, and password protected
- Operates in both **pull to force** and **pull to stroke** modes reducing the need for multiple tools when working on different applications
- Includes **onboard poka-yoke and cycle counters** to ensure the correct number of nuts are present on each installation
- Mandrel replacement & overhaul alarms for advanced preventative maintenance. Connectivity via USB allows data records to be transferred to your PC for further quality analysis

## Cordless Tool

Operators can freely move around applications without the constraints of compressed airlines reducing installation costs and decreasing H&S risks



**Push-to-Start Function for Nut Mounting**  
Saves set up time increasing productivity



## Tool Free Removable Nose Housing

For quick and easy maintenance preventing unscheduled downtime

## Balanced Design

Industrial design for reliable rivet nut installations

## Ergonomic Soft Grip Handle

For maximum operator comfort

## High Power LED Light

Allows for clear sight of the installation

## DEWALT® Battery (2.0Ah & 4.0Ah)

High cycle per charge and fast charging times for maximum uptime

# Competitor Information



Brand	Stanley Engineered Fastening			Gesipa		Bollhoff	Hs Technik
Model	NB08PT-18	PNT800B	ProSert XTN20	FireBird Pro	FireBird Pro (Gold Edition)	Rivkle2007	NutBee
Riveting Capacity	M3-M10	M3-M10	M3-M10	M3-M8	M3-M12	M3-M10	M3-M10
Weight (kg)	2.3		1.59		2.3	2.5	2.5
Pulling force (kN)	18	18	17.65	15	20	22	18
Stroke (mm)	8.5	6.5	7		10	7	20
Length (mm)	358	288	259		320	260	260
Height (mm)	252	263	273		295	335	292
Battery	18V DC	-	-		18V DC	18V DC	18V DC
Tool free nose detaching	Yes	No	No		No	No	Yes
Tool free mandrel exchange	Yes	Yes	Yes		Yes	Yes	Yes
Nuts / charge (M6 Steel)	900	NA	NA		800	800	800
Cycle speed (M6, 4.7mm) (mounting + fastening)	1.60 sec	1.29 sec	1.16 (M6 Euroset placed in air)	Tool not available for test	2.03 sec	2.69 sec	Tool not available for test



# Competitor Information



Brand	Stanley Engineered Fastening	Gesipa		Bollhoff	Hs Technik
Model	NB08PT-18	FireBird Pro	FireBird Pro Gold Editon	Rivkle2007	NutBee
Screen	Yes(2.2TFT)	Yes(only numeric)		Yes	Yes
Switch(Button)	Touch panel	3 buttons		3 buttons	3 buttons
Setting from screen	Yes	Yes		Yes	No
Stroke control	Yes	No		No	Yes
Force control	Yes	Yes		Yes	Yes
How to spin on	Pushing mandrel		Pulling trigger	Pushing mandrel	Pulling trigger
Wireless communication	Yes (Wi-Fi, Bluetooth)	No		No	Yes
Mobile application	Yes (Android)	No		No	No
Counter	Yes	No		No	Yes
USB interface	Yes	No		No	Yes

# Battle Card

Brand	<i>Stanley</i>	Gesipa	Bollhoff	<b>THE STANLEY ADVANTAGE:</b>
Model	<b>NB08PT-18</b>	Firebird Pro Gold Edition	Rivkle b2007	
Cycle Speed (seconds)	<b>1.6</b>	2.03	2.69	<i>Faster cycle time gives increased productivity</i>
Weight (kg)	<b>2.3</b>	2.3	2.5	<i>Lightweight for ease of portability and low user fatigue</i>
Height (mm)	<b>252</b>	295	335	<i>More stable due to lower centre of gravity. Better for application access.</i>
Force and stroke control	<b>Both</b>	Force only	Force only	<i>More versatile for different application types</i>
Stroke (mm)	<b>8.5</b>	10	7	<i>8.5mm stroke is sufficient to install SEF blind rivet nuts</i>
Pull Force (kN)	<b>18</b>	20	22	<i>18kN pull force is sufficient to install SEF blind rivet nuts</i>
Nuts per charge (M6 steel)	<b>900</b>	800	800	<i>Increased productivity between charges</i>
Touch control screen	<b>Yes</b>	No	No	<i>Clear and easy setting control for ease of use</i>
Mount nut to mandrel	<b>Push to start</b>	Trigger	Push to start	<i>Time saving for easy rivet placement</i>
Tool Free Nose detachment	<b>Yes</b>	No	No	<i>Saves time on maintenance for increased productivity</i>

 = Best in class



# Placing Capability

Nut Type	PLACING CAPACITY					
	NB08PT-18					
	M3	M4	M5	M6	M8	M10
Eurosert®	●	●	●	●	●	●
Thin Sheet Nutsert®	●	●	●	●	●	●
DK/DL	●	●	●	●	●	●
Euro Hexsert®/ Hexsert®	●	●	●	●	●	●
High Strength Hexsert®				●	●	
Squaresert®			●	●	●	
Standard Nut (Steel)	●	●	●	●	●	●
Standard Nut (Aluminum)	●	●	●	●	●	●
Standard Nut (Stainless Steel)	●	●	●	●	●	
Closed End Nut	●	●	●	●	●	
Hexagonal Nut	●	●	●	●	●	●
All Hexagonal Nut				●		
Tetra Nut		●	●	●	●	
Knurled Nut		●	●	●	●	
Soft Set Nut		●	●	●	●	
Slit Nut				●		
Pipe Nut				●		
HB Bolt				●		
HB Bolt for round pipe				●		

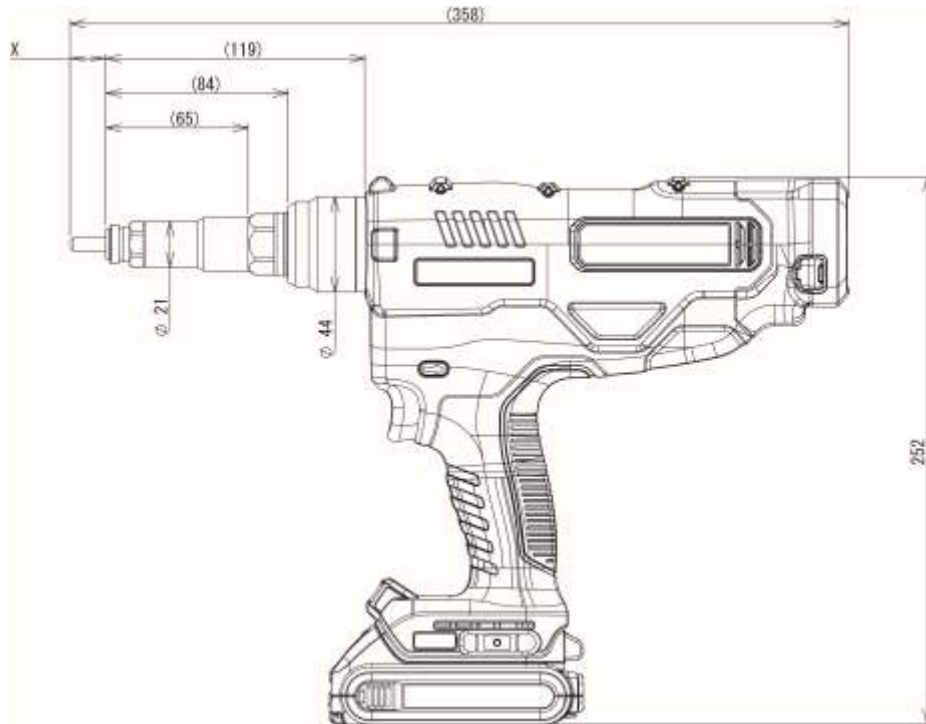


Note - Force control can be used for the following sizes only

- Aluminum M6 or more (except for Slit Nut)
- Steel M5 or more
- Stainless steel M5 or more

# Technical Data

Model		NB08PT-18 2.0 Ah	NB08PT-18 4.0 Ah
Weight including battery	Kg [lbs]	2.3 [5.08]	2.6 [5.75]
Length	mm [in]	358 [14.1]	
Height	mm [in]	252 [9.9]	272 [10.7]
Stroke	mm [in]	8.5 [0.335]	
Pulling force	N [lbf]	18,000 [4,047]	
Rivet range	nom.dia mm [in]	M3 thru M10	



\*Dimensions in mm. Not to scale.

# Technical Data (cont.)

Voltage	V	18 nom / 20 max
Type		3
Battery type		Li-ion
Weight (without battery pack)	Kg	1.94
Lpa (sound pressure)	dB(A)	73.6
Kpa (sound pressure uncertainty)	dB(A)	3
Lwa (sound power)	dB(A)	84.6
Kwa (sound power uncertainty)	dB(A)	3
Vibration total values (triax vector sum) determined according to EN 60745-1:		
Vibration emission value ah		
Ah =	m/s <sup>2</sup>	< 2.5
Uncertainty K =	m/s <sup>2</sup>	1.5

Battery Pack		NA	JP/QW/GB/XE/XD/KR/A9
Battery type		Li-ion	
Voltage	VDC	20 max	18 nom
Capacity	Ah	2.0/4.0	
Weight	Kg	0.35/0.61	
Charging duration**	min	30/60	
Charger		NA	JP QW/GB/XE/XD/KR
Battery type		Li-ion	
Battery type Mains voltage	VAC	120	100 230
Input frequency	Hz	60	50/60 50
Weight	Kg	0.50	
Radio			
Wi-Fi		2,412MHz~2,472MHz, 13dBm, DSSS and OFDM	
Bluetooth (BLE)		2,402MHz~2,480MHz, 2dBm	
Antenna		Printed antenna with 2dBi gain	
RF module		ESP32-WROOM-32 (Espressif)	

# Customer Value Proposition

- **For:** General Industrial & Transportation customers,
- **That need:** Rapid installation of blind rivet nuts in larger high-volume applications,
- **Our:** NB08PT-08 battery powered blind rivet nut tool,
- **Provides:** Significant productivity improvements, by:
  - Enhancing operator mobility, enabling them to move easily around applications without the constraints and hazards of a compressed air line,
  - Minimizing maintenance downtime,
  - Reducing fastener installation time.
- **Unlike:** Standard, air-powered placing tools that are tethered by a compressed air-line.
- **We do this by:** Offering a robust cordless blind rivet nut placing tool, that provides long battery life, quick cycle time, a clear and easy to use touch screen, and a design optimised for low maintenance.
- **As demonstrated by:** The extensive internal and customer Beta testing. Further application testing in progress to quantify the added value benefits of cordless vs corded.



## Major Customer Benefits:

- The new tool offers the placing capabilities of the well proven Prosert XTN20 and PNT800 tools, in a cordless package, therefore dramatically improving operator mobility
- The touch screen enables easy setting up of the tool and provides onboard cycle counter and poke-yoke features
- The tool can operate in both pull to force and pull to stroke modes
- Push-start function to mount blind rivet nut onto the mandrel (drive screw)
- Prevents unscheduled downtime, combining the benefits of long-lasting DEWALT lithium-ion battery with industry leading charging time





# NB08PT-18 Marketing





# Marketing Support – Sales Tools



**Website Landing Page**  
[NB08PT-18 Battery Powered Blind Rivet Nut Tool](#)



**Datasheet**  
Technical information  
Available in multiple languages



**Sales Flyer**  
Features and benefits  
Languages in May 2021



**Product Launch Presentations**  
External, internal &  
commercial launch planner



**EMEA IND Salesforce Campaign**  
<https://engfast.lightning.force.com/lightning/r/Campaign/7010e000000xapuAAA/view>



**NA IND Salesforce Campaign**  
<https://engfast.lightning.force.com/lightning/r/Campaign/7010e000000xbAOAAAY/view>



**Product Images**

# Marketing Support – Sales Tools (cont.)



The image shows two overlapping spreadsheets. The top spreadsheet is a detailed list with multiple columns and rows of text, likely representing a distributor list. The bottom spreadsheet is a similar but less detailed list, also with multiple columns and rows of text.

## Listing Files for Distributors

Contains information to list the new NB08PT-18 in distributor websites and parts list for internal systems. Available in the Brand Center



## Product Tutorial (YouTube)

<https://www.youtube.com/watch?v=O7UDnFTXkac>



## Pull to Force Tutorial (YouTube)

By May 2021



## Pull to Stroke Tutorial (YouTube)

By May 2021

# Marketing Support – Promotional Campaign

## Objectives:

350 MQL's | Encourage partners & regional participation | Vertical & key account focus



### Marketing Campaign Landing Pages

- Ground transportation
- Industrial manufacturing
- Premium partners



### Editorial Press Release & News and Stories



### Emails

- OEM → CTA: contact us
- Premium Partner → CTA: execute promotional campaign



### Featuring in the Webinar Campaign

- May & June
- 'Cut the Cord' Webinar - 24/06/2021
- White paper & 3<sup>rd</sup> party emails



### Digital Advertisement

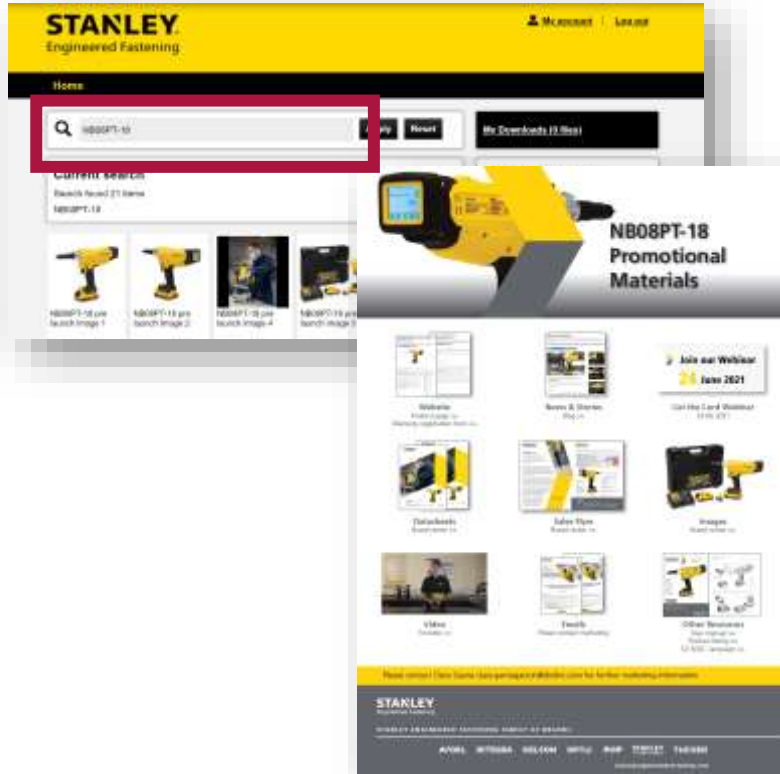
Google Ads & LinkedIn Networks  
May & June, Sept & Oct



### Marketing Toolkit

Quick guide containing promotional materials

# Get Involved



- Learn about the product!
- Review all the promotional materials (go to the brand center and search for “NB08PT-18”). Reach out to Clara for tailored marketing campaigns in your territory
- Contact your partners and let them know about the collateral pieces available. Please encourage them to participate in these campaigns by sending out our email to their database or sharing on social media for example
- Promote new tools in your territory
- Special push for webinar registrations in your upcoming sales calls



**NB08PT-18**  
**Offer**



Part number	Countries included	Currency	List price	With standard discounts applied				
				Key Engineering Distributor (KED) price	Regional Distributor (REG) price	Consolidator price	OEM Large price	OEM Small price
NB08PT-18-GB1832	UK	GBP	2,049.64	1,127.30	1,281.03	1,434.75	1,485.99	1,639.71
NB08PT-18-QW1832EU	Denmark	DKK	17,919.81	9,855.71	11,199.67	12,543.63	12,991.62	14,335.58
NB08PT-18-QW1832EU	Norway	NOK	23,659.31	13,013.22	14,787.75	16,562.29	17,153.80	18,928.33
NB08PT-18-QW1832EU	Sweden	SEK	25,031.29	13,766.93	15,644.24	17,521.54	18,147.31	20,024.62
NB08PT-18-QW1832EU	Poland	PLN	10,228.44	5,625.56	6,392.68	7,159.80	7,415.51	8,182.63
NB08PT-18-QW1832EU	Rest of EMEA	Euro	2,400.00	1,320.00	1,500.00	1,680.00	1,740.00	1,920.00
NB08PT-18-QW1832EE	EEU Variant	As above	As above	As above	As above	As above	As above	As above

**New discount table**

**Assembly Tools & Systems**

Customer Type	KED	REG	CONS	OEML	OEML2
Standard Discount	45.00%	37.50%	30.00%	27.50%	20.00%
>10	5.00%	5.00%	5.00%	7.50%	7.50%
>25	10.00%	10.00%	10.00%	12.50%	12.50%
Max Discount	10.00%	10.00%	10.00%	12.50%	12.50%



# Preferred Service Agents

Super Region	Country	Service agent	Application Engineer who will deliver the training	Product Engineering support
North and West	France	Opindus	Samuel DeOliveira	Tim Cumersdale
North and West	France	OPRV	Samuel DeOliveira	Tim Cumersdale
North and West	UK	Rivetwise	Steve Sharples	Tim Cumersdale
North and West	UK	Zygology	Steve Sharples	Tim Cumersdale
North and West	UK	Tool-Cal	Steve Sharples	Tim Cumersdale
North and West	Nordic	Special Mecano Verktyg AB	Steve Sharples	Tim Cumersdale
North and West	Nordic	Wurth Finland	Steve Sharples	Tim Cumersdale
South	Iberia	Electromecanicas	Pedro Gonzalez	Tim Cumersdale
South	Iberia	UTEC	Pedro Gonzalez	Tim Cumersdale
South	Italy	3Fast	Massimo Del Tegno	Tim Cumersdale
Central and East	Benelux	Onkenhout	Juergen Schulze-Varnholt	Tim Cumersdale
Central and East	Benelux	Dejond	Juergen Schulze-Varnholt	Tim Cumersdale
Central and East	GAS	Bossard	Juergen Schulze-Varnholt	Tim Cumersdale
Central and East	GAS	Titgemeyer	Juergen Schulze-Varnholt	Tim Cumersdale
Central and East	GAS	Hans Sauer	Juergen Schulze-Varnholt	Tim Cumersdale
Central and East	EE	Poznit Serwis	Juergen Schulze-Varnholt	Tim Cumersdale

# Bringing the NB08PT-18 to Market



- ✓ All SKU's and spares set up in the system
- ✓ Stock:
  - ✓ 210 units in Q2
- ✓ Ensure your sales team are equipped with demo units (5% discount). Plan visits to utilize the demo tool
- ✓ Take orders from your customers & agree OEM demonstrations & website listings
- ✓ **Provide orders for the units to your Customer Service leader so we can collate and allocate**





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# Q&A

**STANLEY**  
Engineered Fastening

## Appendix

STANLEY ENGINEERED FASTENING FAMILY OF BRANDS

AVDEL

INTEGRA

NELSON

OPTIA

POP

STANLEY  
Assembly Technologies

TUCKER

# Pull To Force vs Pull To Stroke Modes



Pull to Stroke

## *When to use?*

When installing the same type of blind rivet nut into very similar plate thickness in an application.

## *Why?*

Pull to stroke mode ensures that all of the blind rivet nuts are compressed by the same amount during setting, and therefore have identical blind side protrusion after setting.



Pull to force

## *When to use?*

Preferred if installing the same type of blind rivet nut into different plate thicknesses in an application.

## *Why?*

Pull to force mode applies a pre-set force to the blind rivet nuts during setting, and therefore is able to accommodate different grip thicknesses.



# Naming Convention

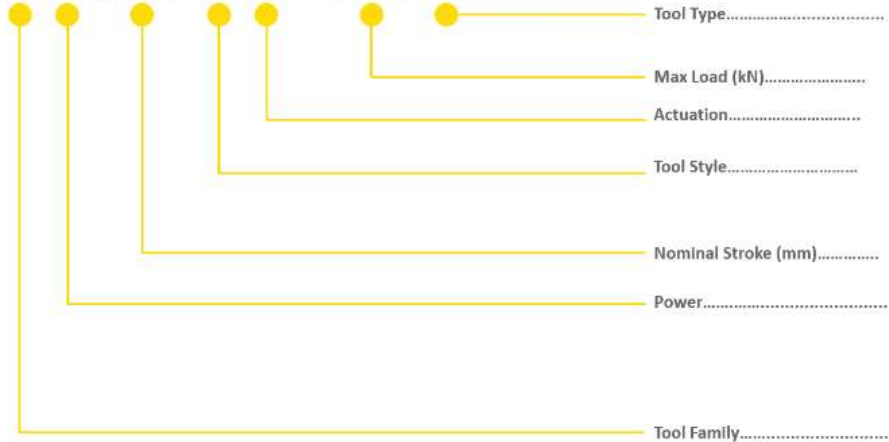


## Blind Fastening Tool Codes



V1.02

# SB25PT-05



- \_** = Regular
- S** = Smart
- i.e. 5 = 05, 25 = 25
- T** = Trigger
- P** = Pressure
- L** = Inline
- P** = Pistol
- M** = Modular
- i.e. 5 = 05, 18.5 = 18
- B** = Battery / Cordless
- C** = Electric / Corded
- H** = Hydraulic
- M** = Manual / Hand Tool
- P** = Pneumatic
- B** = Breakstem
- L** = Lockbolt
- N** = Blind Rivet Nut
- P** = Press insert nuts
- S** = Speed
- T** = Blind Rivet Stud

List is not restricted – letters can be added to cover new designs  
 Avoid using Vowels where possible