

RADAR 1957 –INDUSTRY DIALOGUE

FRONTEX – WARSAW 2019

BRIEF COMPANY PROFILE

- AROUND MID 50'S OWNER OF COMPANY HAD A TANNERY TO PROCESS LEATHER STARTED MANUFACTURING LEATHER GOODS, MAINLY BELTS AND BAGS AND THEN FOR FAMILY AND FRIENDS HUNTIG ACCESSORIES
- WORD SPREAD TO LOCAL POLICE AND CARABINIERI WHO WERE USING LEATHER BELTS AND HOLSTERS +BANDOLIERS, SOON ENOUGH SERIAL PRODUCTION STARTED



- A FEW YEARS LATER IN THE MID 60'S EARLY 70'S WE SAW THE FIRST SHIFTS IN MATERIAL TO OCCUR
- FABRIC HOLSTERS –BELTS AND POUCHES WERE STARTING TO BE REQUESTED

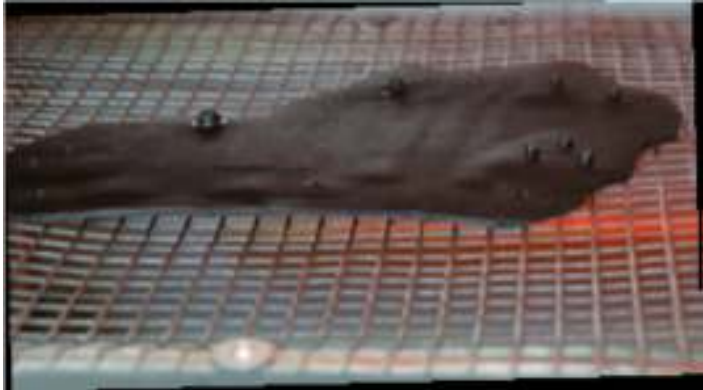


- ONE OF THE BIGGEST SHIFTS IN THE INDUSTRY CAME IN THE MID 90'S WHEN KYDEX, A TECHNOPOLYMER STARTED TO TAKE FOOT
- IT IS A HARD MATERIAL WITH HIGH PERFORMANCE TECHNICAL CHARACTERISTICS IMPACT AND SCRATCH RESISTANT AND RESIST TO TEMPERATURE VARIATIONS FROM -30°C TO +60°C
- KYDEX COMES IN SHEETS WHICH ARE APPROX 200CM X 100 CM. WE USE THEM IN THICKNESS OF 2.4 AND 3.2 MM
- KYDEX CAN BE LINED INTERNALLY WITH A SUEDE MICROFIBER OR A WATER REPELLENT SYNTHETIC LEATHER

- THE KYDEX SHEET ARE LAYED ON CUTTING TABLES AND CUT INTO THE PROPER SHAPE. BACK THEN IT WAS CUT WITH CUTTING DYES, WHILE NOW A DAYS THROUGH CAD-CAM CUTTING



- IT IS THEN HEATED UP IN OVENS (THERMOFORMING)



- THE PIECE IS THEN SHAPED AROUND AN ALUMINUM SPECIAL TOOL



- AND ASSEMBLED WITH LOCKING SYSTEMS



- LATEST INNOVATION CAME WITH INJECTION MOLDED HOLSTERS
- TOTALLY DIFFERENT INDUSTRIAL PROCESS THAT USES NYLON INJECTED FLUID INTO A MOLD, THEN IS COOLED DOWN AND THE ACTUAL BODY OF THE ITEM COMES OUT
- START FROM CONCEPTION AND DESIGN OF ITEM
- DESIGN AND MOLD MAKING
- 3D PROTOTYPING



STUDY OF STRESS POINTS INCREASE OF THICKNESS SURFACE TREATMENT
ERGONOMICS ACTUAL FITTINGS

DOMESTIC AND INTERNATIONAL MARKET

- EXPANSION FROM THE DOMESTIC, ITALIAN, MARKET INTO EU MARKETS:
- PORTUGAL (NATIONAL POLICE) - SPAIN (MOSSOS D'ESQUADRA)
- GERMANY (BUNDESPOLIZEI) - BELGIUM (FEDERAL POLICE)
- UK (ARMY-MOD) – NETHERLANDS (POLITIE) – DENMARK (POLITI)
- SWEDEN (POLIS) – AUSTRIA (ARMY-MOD) – FRANCE (ONCS)
- YESTERDAY FIRST TENDER BID IN POLAND – WE CROSS FINGERS

INTERNATIONAL EXTRA UE

- SOUTH AFRICA (POLICE)- NORTH AFRICA (MAROCCO- EGYPT- ALGERIA)
- BRAZIL - ECUADOR – USA AND CANADA
- MIDDLE EAST
- ASIA – INDONESIA- THAILAND-MALAYSIA-HONG KONG- CHINA – SINGAPORE - JAPAN -AUSTRALIA

PROCEDURES

- FIRST THERE IS A REQUEST OR INQUIRY BY END USER EITHER DIRECT (THROUGH DISTRIBUTOR) OR THROUGH INTERNATIONAL TENDER
- STUDY AND DISCUSS POSSIBILITIES AND PROBABLE SOLUTIONS
- CONCEPTION (USUALLY ON PAPER) OF THE POSSIBILITIES
- DESIGN (CAD COMPUTER)
- PROTOTYPE
- TESTING
- IF OK----- TOOLING
- PRE-PRODUCTION
- PRODUCTION

RECCOMANDATIONS- DIRECT REQUESTS OR INTERNATIONAL TENDERS

- DETAILS ON THE INQUIRY – WHAT USE –WHAT MODEL EQUIPMENT
- DUTY OR CONCEALED EQUIPMENT SOFT OR HARD MATERIAL
- SECURITY SYSTEMS 1,2 OR MORE LOCKING SYSTEMS OR RETENTION
- THUMB OR INDEX ACTIVATED, MAYBE BOTH THUMB+INDEX
- CARRY SYSTEMS –BELT ONLY –LEG-MOLLE- MODULAR (QR)
- WEIGHT CONCERN OR BULKINESS

- WHAT IS THE OPERATING ENVIRONMENT – DANGERS – CROWDED PLACES (PUBLIC)
- SECURITY OF WEAPON OR EQUIPMENT A MAIN CONCERN
- SEE LATEST DEVELOPMENT IN ITALY-SPAIN AND FRANCE WHERE WEAPON WAS TAKEN AWAY AND USED AGAINST OFFICERS
- WORKING IN LOW LIGHT CONDITIONS – TACTICAL LIGHTS – USE OF RMR DEVICES
- RESTRAINING ITEMS – REAL OR DISPOSABLE HANDCUFFS WEBBIGN STRAPS FOR 3 OR MORE PEOPLE TO RESTRAIN AT SAME TIME
- LESS LETHAL EQUIPMENT (TAZER- PEPPER SPRAY –RUBBER BULLETS)
- FIRST AID KIT -

- END USER INFORMATION ABOUT MAIN FUNCTIONS OF DAILY ROUTINE
 - LONG HOURS STANDING
 - LONG HOURS SITTING AT DESK OR IN CAR
 - ISSUES WITH CURRENT EQUIPMENT
-
- ONCE ALL OF THE ABOVE IS ASSESSED PROPERLY WE CAN STUDY SOLUTIONS AND CONCEPTUALIZE PRODUCTS THAT ARE TAILORED TO THE END USER NEEDS

CONCERNS

- TOO LITTLE INFORMATION OR TOO GENERALIZED
- UNIVERSAL EQUIPMENT THAT CAN DO EVERYTHING (BUT IN REALITY NOTHING WELL ENOUGH)
- OPPOSITE - TOO DETAILED INFORMATION (SPECIALLY TENDERS TECHNICAL SPECIFICATIONS) EMPHASIZING THE SIZE OF A HEAD SCREW.
- WEIGHTS OF CERTAIN EQUIPMENT TO THE GRAMS
- NO TOLERANCES

TEST REPORTS

- TEST REPORTS AND ASSESING QUALITY OF PRODUCT IS A POSITIVE REQUEST
- SORTING THROUGH THE ARRAY OF OFFERS AND TAKE OUT LOW-BAD QUALITY PRODUCTS
- TOO STRICT OR IMPOSSIBLE TESTING- RISK OF HAVING 1 OR NO BIDDERS. TENDER CANCELLED
- TOO LOOSE QUALITY ASSESMENT– RISK OF INFLUX OF LOW END PRODUCT –RISK OF DEFECTIVE ITEMS, RETURNS, ACCIDENTS RISK END USER BEING WITHOUT EQUIPMENT WAITING FOR ISSUES TO BE RESOLVED

BUDGETS

- INFORMATION ABOUT BUDGET IS KEY TO UNDERSTAND THE DIRECTION OF THE ACQUISITION
- QUANTITIES INVOLVED TO ASSES AND PLANNING OF PRODUCTION PROCESSES (FOR EXAMPLE KYDEX VS INJECTION MOLDING)
- COMPROMISE BETWEEN A MID-HIGH QUALITY PRODUCT AND PRICES
- CALCULATE COST OF LOW END QUALITY PRODUCTS – WEAR AND TEAR AFTER LITTLE USAGE – RETURNS- ACCIDENTS - WARRANTY ISSUES

•THANK YOU

ANY QUESTIONS FEEL FREE TO ASK