

CHOOSE A RELIABLE PARTNER



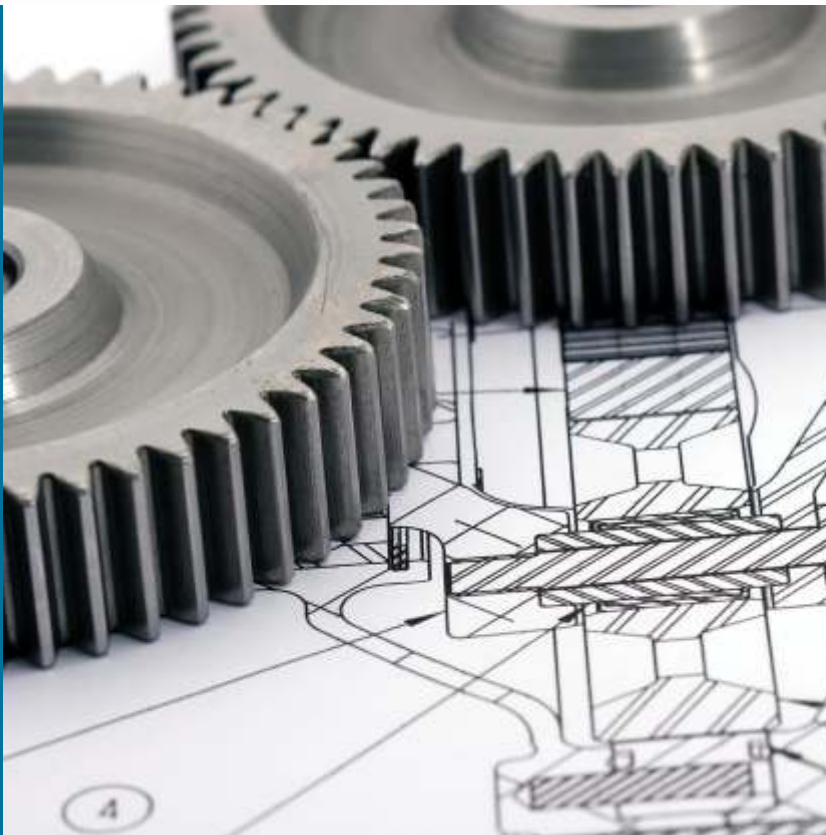
**PuntoNetto**  
Assistance and Quality Inspections in Motion

[www.puntonetto.it](http://www.puntonetto.it)

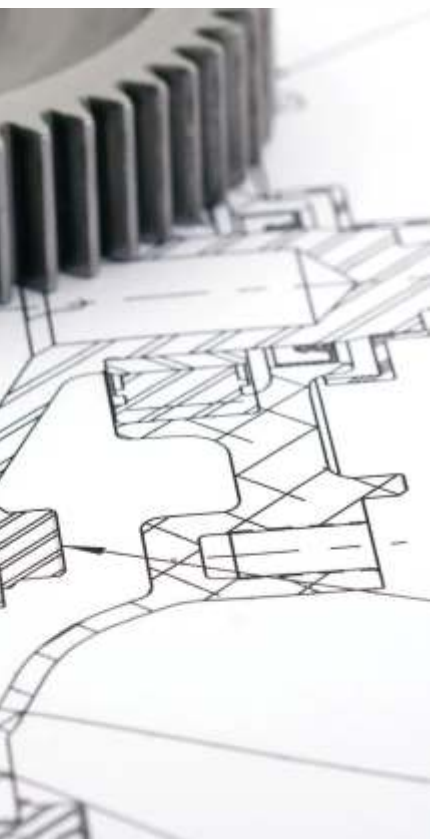




**PuntoNetto**  
Assistance and Quality Inspections in Motion







# WELCOME IN PUNTO NETTO

Over **20 years** we perform:

- the best activities of analysis and technical assistance
- the more accurate testings
- the most qualified non-destructive testing
- the most meticulous sorting actions

at all mechanical plants, specially in automotive plants where we work, because we believe the successes have to be realized in collaboration with our Customers, listening to their needs, communicating constantly the development of the activity on a **correctness and reliability basis**.

**Punto Netto** is a successful team composed by professional people always helpful in resolving the Customer's needs.

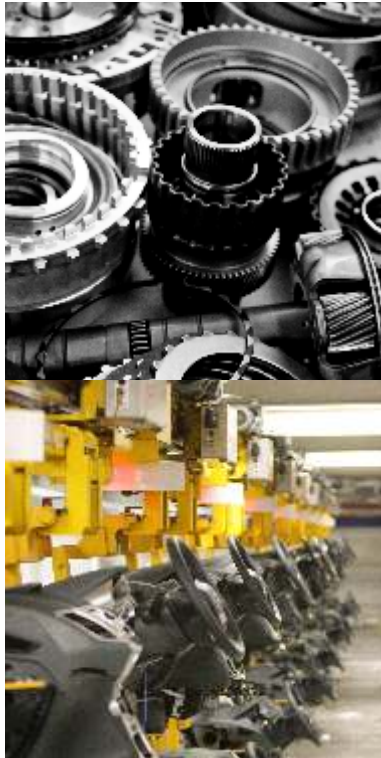
## 1997-2017



1997 | 2017

[www.puntonetto.it](http://www.puntonetto.it)

# THE COMPANY



FOR  
20 YEARS  
OF EXPERIENCE  
IN AUTOMOTIVE  
SECTOR

**Punto Netto** di Griso Gaetano s.r.l. is a Company set up in 1997 in the sector of services to metal and mechanical Companies.

The experiences gained in twenty years led us to evolve in the activities of technical assistance and quality inspections, including non-destructive testing, at the most important Companies of automotive sector.

A daily commitment carried out with passion and complying with the UNI EN ISO 9001 law standards.

Our policy is designed to support the Suppliers of FCA, CNH, MAGNA and BOSCH, directly in the plants of the latter in Italy.

In recent years, considering the excellent results which we have been obtaining, the service is expanding to other automotive plants, supplying an excellent sorting service and controlled shipping, performed on the whole chain Customer – Supplier – Plant, we have added activities like inventory, reworking, racking.

To all of the above we have linked a clear business policy of partnership aimed both to our customers and to the plants where we work.

With the aim of a continuous improvement, the Company can supply its services also in the range of non-destructive testing, in particular: **Ultrasound Testing (UT), Magnetic particle Testing (MT), Liquid Penetrant Testing (PT) and Videoendoscopy.**

Another badge of distinction of **Punto Netto** is **Qua.Sy.Mod**, an innovative software to support testing activity, sorting action and reworking. It is an our proprietary software able to manage complex activity, with data sorting always up to date in real time and simple to access also in remote. **Quality System Model**, intuitively and immediately, solves the work of data collecting, analysis and sharing, allowing a **time and cost reduction**.

In addition, our experience has taught us that it is important to supply Customers with a network of other technical services: thus Punto Netto has reached agreements with local Companies for performing activities like the cleaning of pieces, pickling, superficial covering, test for leakage, soaking, and even scrapping.

We have built around our Customers a network of presence that lets us be always close to them, a range of unique value-added services in the automotive, rail, and aerospace scenarios in order to make their work easier and more efficient.

### *Why choose Punto Netto*

- We follow our customers in different plants, letting them free from troubles due to the managing of different providers and plants.
- We offer to plants spaces in an external warehouse for every needs pre and post selling.
- We offer a qualified service of Resident Engineering that can follow in plant: sampling, measure testing, testing and taking part in meeting. We are the eyes of customers in the plant so that the customer can avoid the cost and the time for transferring.
- We organize rapidly the checking and write down complete technical report. In this way, we assure our Customer a fast coverage of production line and he has the right information for finding out the root causes.
- We perform, on request, the activity of recovering discards. The Customer can avoid costs due to returned goods and/or sending back for replacement.
- We do specific inventory so that Customer may avoid costs due to not urgent sending.
- We realize, if necessary, specific devices or comparison sample. The Customers can use our equipment without worrying about sending theirs.

NOT ALL PROVIDERS  
ARE THE SAME.  
MAKE THE RIGHT CHOOSE...  
CHOOSE PUNTO NETTO.



### **Punto Netto strong points**

- Twenty years of experience make **Punto Netto** one of the greatest known and reliable Company in the sector of the service provider.
- For 15 years we are certified ISO 9001, **Punto Netto** has got firm working procedures that assure the highest standards in the results.
- With more than 50 workers, we have got the work force and skills necessary to solve every needs.
- Already in several plants, **Punto Netto** guarantees urgent actions providing 24/7 service.
- **Punto Netto** has got its warehouse areas, if necessary, we can receive or move goods and performs activities also outside plants.
- We perform the most accurate non-destructive testing like Ultrasound Testing (UT), Magnetic particle Testing (MT) and Liquid Penetrant Testing.
- Our customers receive up to date data anywhere in the world thanks to the Qua.Sy.Mod. software.
- Networks with local Company to guarantee quick supplementary services.
- The best value for money, with clear and traceable costs. Exclusive offer tailor-made for Customers that choose our services in several plants.



OVER 50  
SPECIALISTS HOSTED  
BY THE GREATEST  
COMPANIES OF SECTOR



**PuntoNetto**  
Assistance and Quality Inspections in Motion



# THE TEAM

One of **Punto Netto**'s greatest strengths consists of having people who are fully committed to solve the daily customer's issues, successfully enabling the plant workforce to continue the productive process.

Today, with a team made up of over 50 people, Punto Netto is one of the biggest companies in the sector in terms of skilled workers – we are not used to employ temporary workforce - guaranteeing a professional development path and an enhancement of employee retention.

Furthermore, **Punto Netto** organizes annual training plans at the customer's headquarter: this is the best way to increase the product insight in accordance with the plant assistance policies. Agreed upon the best Operator, Customer and **Punto Netto** will appoint him as the Plant Resident Engineer.

This proven training scheme, namely the choice and empowerment of the Resident Engineer, is appreciated by all our Customers, who will receive multiple benefits:

- A well – rounded and supportive Resident Engineer enables to take care of Customer's interests.
- A capable and reliable technical support service.
- An agreed and univocal standard operating scheme.

Each plant has an appointed skilled Yard Manager, with the task of coordinating the various yards providing the best level of service as well. At the same time, the Team leader supports processes by boosting maximum productivity. The Team Leader supports the operators, reaching high operating standards. Therefore, operators are committed to guarantee the best service, performing targeted checks on pieces controlled by their colleagues.

High quality service standards can be guaranteed by Yard Manager, Engineer Residents, Team Leaders and Operators, all together, in collaboration with the board of the Company.

The Company management, the expertise and the team spirit are the strengths recognized by our Customers with no doubt. And this is the reason why Punto Netto is one of the best service providers present in Italy currently.





# CERTIFICATIONS

Since 2004 we are in compliance with the certification UNI ENI ISO 9001, becoming one of the first Companies that has the certification.

At that time the market did not require companies with this Certification. So it was a free and aware choice that permitted us to bring forward what is considered essential in quality controls today. We set up autonomously the system, drawing up easy but efficient procedures for our Customers. For years now we have been passing proudly the control Audit without Non conformity and **we are going ahead with this improvement**, receiving gratifying congratulations.

Therefore, it was natural to us collect all the attentions that daily we reserve for safety at work to achieve **ISO BS OHSAS 18001 certification**. In this case, not only we were the first in the sector to have obtained such an important certification, but we achieved it without any non-compliance, a clear sign that the system is solid and well-groomed.

Indeed, in the preventative aspects and training our business procedures result even more stringent than the law. Our Customers know the importance that **Punto Netto** reserves to safety and respect for the laws, they know so while also protecting themselves and that's why they support and appreciate our efforts. Our next goal will be to reach accreditation to the standard ISO / IEC 17020 and put **Punto Netto** between inspection bodies.

We want to guarantee, even more, to ours Customers not only safety and competence but also **the absolute certainty of our impartiality and consistency in inspection activities**. This is the loyalty agreement that we want to guarantee both customers and plant managers, so **Punto Netto** is already synonymous with **competence and reliability**.

Assistance and  
Quality Inspections  
in Automotive



FROM ABOUT 15 YEARS  
WE ARE A CERTIFIED  
COMPANY



IT14/0973



Quality



SGQ 930/B

# QUA.SY.MOD. A WEB SYSTEM TO SUPPORT COMPANIES

**Qua.Sy.Mod.** is an innovative software to support the testing, sorting and reworking activities, of which Punto Netto holds the exclusive rights.

**Qua.Sy.Mod.** represents the gold standard in this sector, where, at the moment, the software support is still limited and without a unique standard.

The main idea of this software is to realize a program based on a solid database, that can **manage sorting activities, also complex ones**, and at the same time **to make available data searchable in real time** with the certainty to have data that are up to date and equal for all. The developing of a software able to manage complex activities are allowing to **Qua.Sy.Mod.** to impose itself as a standard with clear advantages for all: even if the plant or the supplier changes, it will be not a problem any more check the data.

The whole software code was developed to an online use. The data uploaded from Operators are immediately available for people/companies involved also if geographically far: note, finally are possible “conference call” where all people can read the same data, see the same defect pictures and principally they don't have to look information through emails, excel files, and other software.

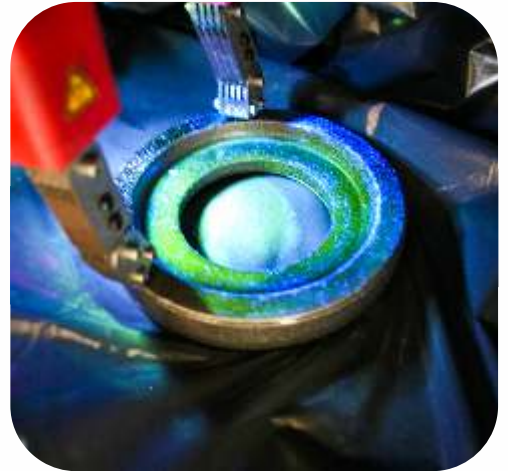
A real example can help you to understand some of the advantages that the database structure with access levels can give: plant quality department can obtain data sorting and subsequently decide the closing of inspection; Customer quality department can obtain data about a specific batch and identify a root cause of the issue; otherwise the Inspector can check if, in addition to main defect, there is another one, on which to pay attention; or the Logistic Department can know how much checked material is available and how many pieces not in compliance have to be returned.

Punto Netto **offers this innovative software free to all Customers**, a supplementary reason to access to the exclusive universe of services that only our Company can reserve to you.





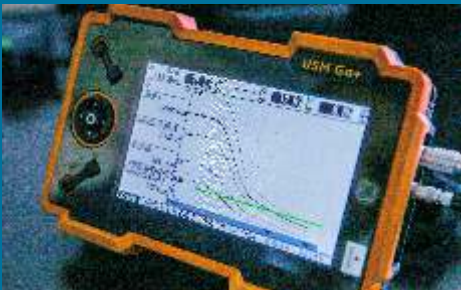
# NON DESTRUCTIVE TESTING





# ULTRA SOUND TESTING (UT)

The check by the **ultrasound (UT ultrasonic test)** uses the propagation inside the solids of elastic waves, with a frequency higher than the frequency humanly audible, that sent to the component to be examined are lessened by the matter that reflects, diverts or absorb them due to the discontinuity in the material.



To sum it up this method allows the identification of internal defects that cause the reflection, the deviation or the absorption of an ultra sound bundle distant from transducer from a few mm to different meters.

The Ultrasound testing allows **the identification of internal defects**, due to reflection, the deviation, or the absorption of an ultrasonic beam , but also the identification of those distant from transducer, from a few mm to different meters. Therefore if we exclude the defect visible easily, whose signal leaves no doubt, in most cases and especially in the more particular cases, aimed to the identification of little defects, the signal interpretation requires a wide preparation and experience and maybe an additional comparison with others methods. For these reasons **Punto Netto** constantly trains its workers. These workers, having also a strong knowledge of CND methods, are the best choice to lean on for this type of check.

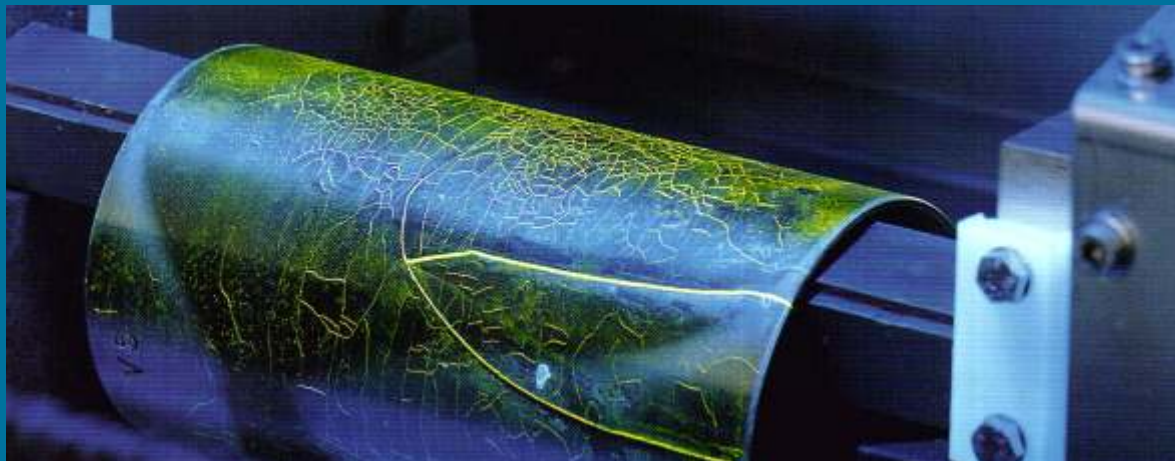
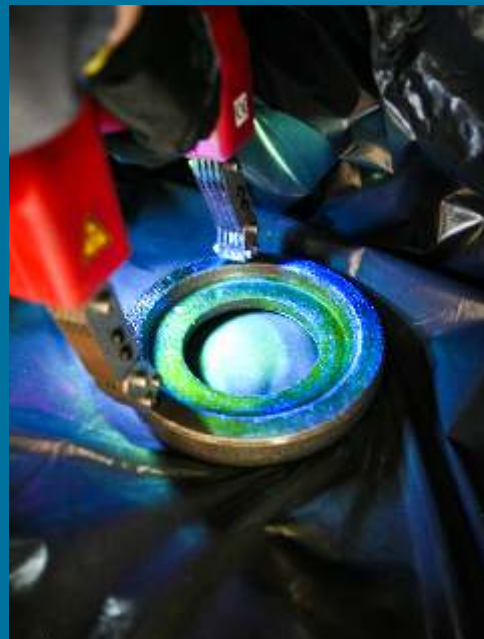
Also in this case **Punto Netto has got the best products for this inspection** and the mobile equipment to perform the activities at plant, to avoid cost due to the handling of goods.

# MAGNETIC PARTICLE TESTING (MT)

The **check method by magnetic particles** is one of the most consolidated methods in the field of the not destructive checks. This method consists in the formation of magnetic fluxes that, through suitable devices, are brought inside the component to be checked, this component takes on the function of the penetrating element.

In this condition dredging the surface of the component under exam with a metal oxide powder (Magnetic particles), composed by particles with defined colour, form and dimension, we will have a localized concentration of particles on the profile of discontinuity, they shall be visible by Wood lamp.

The MP, for its strengthening on the market, has been the first CND method on which **Punto Netto** has acquired the skills so today it can count on a big team composed by certified workers. In addition to mobile devices for testing in plant, **Punto Netto** has got a magnetic desk DEUTROFLUX UWE 900. This desk allows a massive productivity for mass checks.





# VIDEOENDOSCOPY

The **Videoendoscopy** is a remote visual inspection particularly useful for **inspecting interior hollow bodies by a tool**, the videoendoscope.

This instrument overcomes optical vision, typical feature of endoscope; so, in this case, the image is forwarded from the camera to the visual system through cables carrying electrical signals.

Afterwards the image is reproduced by a miniaturised camera at the end of the probe cable to a very high resolution LCD monitor, displaying a clear image thanks to a high-performance lighting.

The videoendoscope enables to inspect several meters distance as well, even if in case of tortuous or curled path.



## OUR PROFESSIONAL EQUIPMENT:

### X-LED Videoendoscope CMOS LED

Diameter Probe 3mm  
Probe working length: 1,5 m  
Articulation: 2ways, 120°/120°  
Source Integrated LED light  
iCAPTURE DVR Monitor 5" LCD  
Digital Zoom 3,5X

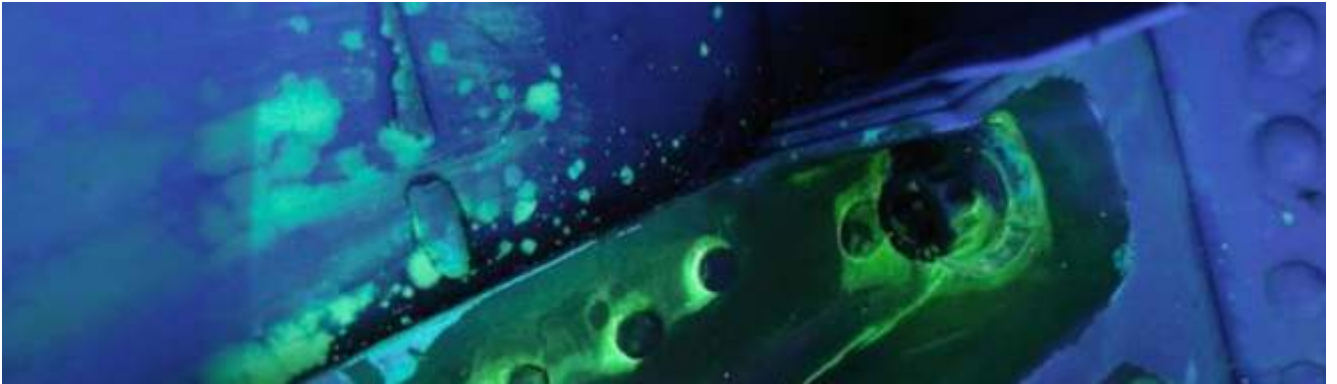
### Everest XLG3 VideoProbe®

Diameter Probe 3.9 mm  
Image Sensor 1/10" Color  
SUPERHADCCD  
Pixel: 290,000 pixels  
Articulation: 360° All-Way®





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Assistance and Quality Inspections in Motion



# LIQUID PENETRANT TESTING (PT)

Non-Destructive testing by **penetrating liquid (PT)** is one of the most traditional method of analysis used in automotive industry **to detect the surface breaking defect on any non-porous material**.

The CND method with penetrating liquid allows to detect, rapidly and reliably, the breaking open on surface (like cracks, porosities, folds, sprains, cracks due to effort and heat treatment) on any type of component, independently from geometry or type of material.

Penetrating liquids are sophisticated products today, which, based on their physical-chemical features, determine the inspection technique and equipment to use. For this reason, **Punto Netto** has got the best products for this inspection and the mobile equipment to perform the activities at plants, to avoid costs due to the handling of goods.

# SPECIALIZED IN NON DESTRUCTIVETESTING





# RESIDENT ENGINEERING SERVICE

Nowadays, being an automotive component supplier of OEM and TIER1 is a very challenging task owing to current law regulations, operating and procedural burdens, not to mention the several social relations taking place everyday. Hence, finding the quickest and most adequate solutions to everyday issues gets harder and harder.

By the help of a Resident Engineer, who is well adjusted in the plant life, all the above no longer represents an issue. This precious resource is capable of creating stable relationships with clients, managing each request successfully.

Choosing to be served by a Resident Engineer brings in a wide range of services needed by a client to reach success. **The Resident Engineering Service is greatly useful covering many plant life aspects.** He is the right person to face Quality and Logistics areas, from management of new products to material schedule, from official meetings to process surveys - just to mention the most common tasks carried out by suppliers in order not to waste time nor money.

Our workforce provides only the necessary actions to be done, understanding and taking care of our clients' needs, attending relevant meetings, in order to get the best results.

Thanks to all the gained experience, we have a developed network of well-rounded workmen, who work closely with all plant key persons of most important management areas. Our main goal is to enable clients to focus all their attention on their core business. Twenty years of experience on the ground lead us to believe that expertise, availability and honesty are the most important features for a leading company, **Punto Netto** knows it.

## RESIDENT ENGINEER: A VALUABLE RESOURCE



# TOTAL QUALITY ASSISTANCE

The **Total Quality Assistance** is a service made by people and encompasses the true Punto Netto Vision. Thanks to the several high-skilled operators who work with us, we offer the most envied service to every competitor, being extremely difficult to provide it in absence of the right people.

To support as best our partners, we have provided the presence of a dedicated resource inside their plant, ready to intervene for every needs. In adding we have imagined to guarantee a 24/7 service to solve the issue in any latitude and at a competitive price.

This whole thing is the Total Quality Assistance.

Punto Netto is able to offer a firewall on incoming material anywhere, thanks to an important presence at leading automotive plants along with the workforce ready to travel, avoiding shipping costs and the management of compliant materials.

With TQA our customers will may also use all advantages offered by a quality assistance and inspections leading company, but without have the direct cost, that will be charged, as is only right and proper, to the supplier who produced the fault.

This service offers:

- Enhancement of quality inspections through critical stage;
- Easier management of crucial suppliers at no additional costs;
- Well-timed and effective customer portfolio management;
- A proven system in accordance with top OEM's policy;
- A single central interlocutor ables to meet each kind of need;
- A reliable, expert and accredited partner;
- A system established with the aim of reducing direct and indirect cost.

*In this way, you can offer your best lineup.  
We'll do the rest!*







# 140 MILLION PIECES CHECKED AND 11 MILLION PIECES NOT COMPLY

Sometimes numbers can say more than a lot of words and, in our case, they represent the solidity of our daily work. With 140 million of pieces checked and more than 11 million of pieces found not in compliance, Punto Netto is leader in the integrated systems for the quality. These numbers clearly say that the “quality alert” coming from plants should never be neglected: behind individual cases reported are hiding, in most cases, significant percentages of pieces not in compliance. In addition to the sorting activities, Punto Netto performs also reworking activities for recovering pieces sorted out: giving new life to the pieces, avoiding the direct economic losses for wastes and those indirect costs of return; avoiding more serious breakdowns on the production line. We are dealing of containment action solid and safe, that allow to our Customers to focus on identifying the root causes and corrective actions that in their turn, can be monitored by our technicians at the plant in order to close quickly and permanently the non-compliance.



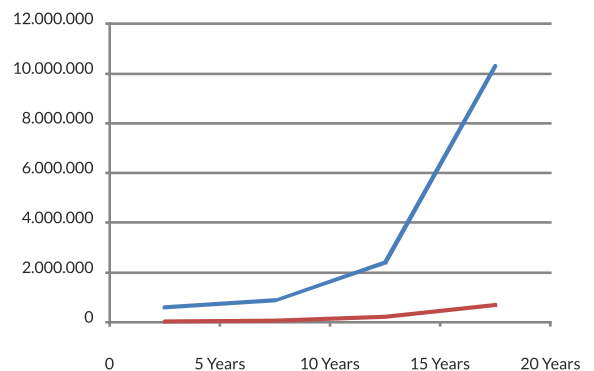
# TOTAL CHECK

YEAR	PARTS CHECKED	PARTS NOT CONFORM
1996	996.952	83.744
1997	1.079.579	90.577
1998	1.173.456	101.152
1999	1.269.877	109.463
2000	1.365.459	117.703
2001	1.484.195	127.938
2002	1.602.354	135.399
2003	1.739.863	156.588
2004	1.884.763	157.378
2005	2.034.524	175.376
2006	2.197.858	180.224
2007	7.852.462	626.626
2008	5.845.272	501.524
2009	2.947.852	254.105
2010	5.333.904	775.572
2011	9.070.885	815.443
2012	11.338.909	920.876
2013	13.444.480	946.389
2014	24.331.508	1.519.112
2015	19.659.146	1.325.816
2016	25.079.263	1.676.378



— Parts checked  
— Parts not conform

141.732.561  
TOTAL CHECK PERFORMED



# PORTFOLIO

MORE THAN  
**100**  
NATIONAL AND  
INTERNATIONAL  
COMPANIES  
HAVE  
CHOSEN  
PUNTO NETTO

With an experience of 20 years, Punto Netto is proud to include among its Customers the most important and famous automotive component manufacturers. All began in 1997, with the hydraulic tappers of STANADYNE, an American Companies with 130 years of experience in the production of the core components of the engine. In 1999 began, the partnership with FONTANA GROUP one of the greatest international Company for high quality production of nuts and bolts, partnership that continues today as resident engineering service provider in the most important Italian automobile manufacturing plants. Since then, we supply our service to all branches, as INDUSTRIA BULLONERIA SPECIALE, LOBO, BARGE, MERID BULLONI.

A few of years after also AGRATI GROUP (A. AGRATI, FIVIT, URAMA), the second Italian and French manufactures of high resistance nuts and bolts, recognized Punto Netto technical competence and decided to use our services. During these years a lot of others fasteners companies, like ACUMENT, BRUGOLA OEB INDUSTRIALE, DA-TOR, PRINCIPAL, REVIFA, S.B.E., SCAI, VGV, have chosen to use our services. Today, per number of fasteners customer, Punto Netto is the biggest and accredited company in the service provider sector.

From this core of first Customers, Punto Netto introduced its service in FIAT Power Train, in Fiat Automobile, in GETRAG, in BOSCH and recently also in GNUTTI CARLO, just to mention some of plants where we permanently work. In these context we set up capacities, knowledge and equipment.

In partnership with FMA, we directed the first test of CLS2 internal at the plant. For GETRAG and GNUTTI CARLO we are the service provider of reference for work force supplying flash and structured quality inspections and managing checks on both raw and machined parts, directly at our plants. We are the first Service Provider for work force, supplying flash and structured quality check. After these successes we began the check on aluminium foundry components, in collaboration with FONDALPRESS, FONDALMEC, TEKSID ALLUMINIUM, DRUCKGUSS HEIDENAU and SCHMID, just to mention some Companies. Than the checks on cast iron foundry in collaboration with INFUN, TEKFOR, VITTONI, FUNDICIONES and others.

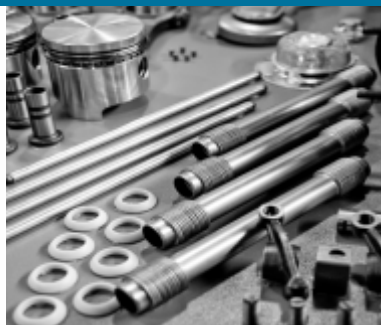
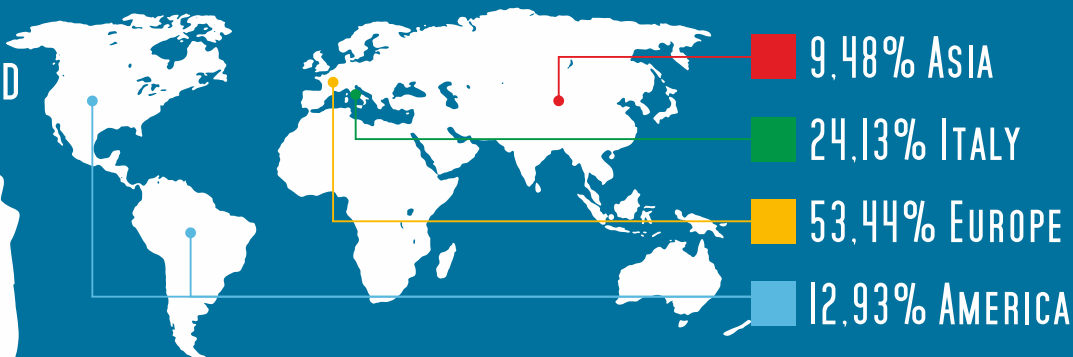
With a whole package of operating solutions and thanks to the availability to move wherever, we have exported our experience directly to our customer plant getting on the advantage of an unique provider capable to assure, always and wherever necessary, the highest quality level.

In 20 years of activity, Punto Netto has become an overall Company, present in America at the side of ACUMENT, CATERPILLAR, MIA SA, in Asia in support of GUANGDONG WENCAN, NINGBO IKD, WABASK, and at the service of international groups like CONTINENTAL, SCHAEFFLER and the associated groups INA, LUK, FAGOR, SKF e ZF.

[ DO WHAT THESE IMPORTANT COMPANIES DID  
CHOOSE THE LEADER IN ASSISTANCE AND QUALITY INSPECTION... CHOOSE ]

**PuntoNetto**

## CUSTOMERS IN THE WORLD



WE ARE PARTNER  
OF THE GREATEST  
COMPANIES  
OF AUTOMOTIVE  
SECTOR

Acument Global Technologies  
 Agrati Spa  
 Aicher Präzisionstechnik GmbH & Co. KG  
 Aluminiumtechnologie Schmid  
 Amis Extrusion  
 Atlantic Precision Products  
 Burkland  
 Camozzi Manufacturing S.r.l.  
 Caterpillar Tunneling Corporation  
 Continental Automotive  
 Cornaglia spa  
 Dgh Heidenau GmbH & Co. KG  
 Dong Yang Industrial Co.  
 Fagor Ederlan s. coop  
 Federal Mogul GmbH  
 Getrag-Her.Hagenmeyer GmbH & Cie KG  
 Gkn Driveline  
 Gnutti Carlo Group  
 Guangdong Wencan Die Casting Co., Ltd.  
 H.T.P. Srl  
 Hella Automotive  
 Hirschvogel Umformtechnik  
 Hoerbiger  
 Hugo Benzing  
 Industria Bulloneria Speciale  
 Infastech Decorah Operations  
 Infun For Spa

Kummer gmbh & co. kg  
 Luk  
 Magneti Marelli  
 Miasa Automotive  
 Ningbo Ikd Auto Products  
 Nrb Bearings  
 Pangeo  
 Principal Manufacturing  
 Ribe GmbH & Co. KG  
 Rollax  
 Sc Branto Productie Industriala SRL  
 Schaeffler Group  
 Seissenschmidt  
 Sensata Technologies Holland B.V.  
 Sinteris  
 Skf  
 Stant Manufacturing  
 Tekfor Spa  
 Teknia Bilbao  
 Ti Group Automotive  
 V.G.V. Srl  
 VIMI Fastners spa  
 Vittone  
 Wabash Technologies  
 ZF Friedrichshafen AG





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