



H.B. Fuller

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How Multi-Purpose Industrial Adhesives Save Time and Money

The Swiss Army Knife® is the ultimate multi-purpose tool. In addition to normal cutting chores, it can turn a screw, saw wood, scale a fish, or pull the cork out of a wine bottle. Modern models have even included an LED light and a USB stick. In its dozens of forms, it has been in production for well over a century, sold in the millions, and gone on display in art museums. It has even gotten Angus McGyver out of numerous scrapes, and gone to space with NASA astronauts.

While the combination tool costs more than any of its components, it is far less expensive, less bulky, and in many ways more efficient than a collection of individual tools. The same principal can apply to industrial application by the use of a single multi-purpose adhesive to replace several specialized materials. The use of multi-purpose materials simplifies shopping, storage, and deployment, and while there are needs that are best served by highly specialized materials, the benefits of new multi-purpose adhesives are well worth consideration.

THE ABCS OF ADHESIVE ACQUISITION

In its simplest form, effective purchasing is achieving the lowest cost for a product that meets a particular need. In theory, that means negotiating price for each item, in this case each function-specific adhesive. The problem with that approach is that it assumes that purchasing resources are unlimited.

Applied to an A product, the savings would be 8% of overall cost ere the Pareto Principle—the well-known 80/20 Rule—applies. In purchasing, experience has shown that there is a variation of the Pareto Principle called the ABC Rule. Simply stated, purchases fall into three categories:

- Category A consists of 15% of SKUs but accounts for 80% of your spend.
- Category B consists of 35% of SKUs but accounts for 15% of your spend.
- Category C consists of 50% of SKUs but accounts for just 5% of your spend.

Assuming, for example, that application of purchasing's resources can achieve a 10% reduction in a product's price:

- Applied to an A product the saving would be 8% of overall cost.
- Applied to a B product the saving would be 1.5% of overall cost.
- Applied to a C product the saving would be <1% of overall cost.

Of course, all things being equal, any savings is valuable, but the economics of A, B, and C products are far from equal, and adhesives, as a percentage of total operation cost, are almost always a C product. Time saved by shopping for, evaluating, and negotiating price for one C product instead of several can be far better spent negotiating prices for A products where the return on effort is far greater. But that's just one aspect of potential savings. There are others.

COST SAVINGS IN USE OF MULTI-PURPOSE ADHESIVES

A lot of the following would apply to any type of product, not just adhesives.

- Receiving, storing and inventorying products takes time and costs money. Fewer SKUs mean lower costs. It's easier to find storage for a single adhesive and easier to find the adhesive when you need it.
- It takes a smaller amount of a multi-purpose product on hand to avoid outages than of several single-purpose products. This reduces carrying costs, which typically amount to 7% to 10% of the cost of capital.
- Reduced stock of adhesive reduces potential waste due to aging, loss, or spoilage of stock on hand. When using one multi-purpose adhesive, it is easier to keep a smaller stock on hand and replenish it as needed.
- Equipment setup is simpler when using a single adhesive. That means less time and cost onboarding and training line operators
- Cleanup of equipment when switching from one adhesive to another takes time, potentially shutting down operations. It also wastes material and incurs labor cost. Multi-purpose adhesive eliminates the need for changeover reducing downtime and eliminating all these costs.

The bottom line is that, while effective multi-purpose adhesives may cost more than individual single-purpose adhesives, their total cost of ownership is significantly lower. Few SKUs simplify vendor and overall supply chain management and simplify inventory tracking. There may be saving in freight cost. And when placing a larger material order, you can demand more of the vendor's sales staff.

REAL WORLD APPLICATIONS

The next question is how effectively multi-purpose adhesives can replace the materials you are using today. One example would be packaging for a variety of temperatures, as is typical in food and beverage production and storage. Temperatures can range from freezer to refrigerator and from room temperature pantry to the high heat that might occur during shipping.

With multi-purpose adhesives, a plant can be running a dozen packaging lines and using the same adhesive for most or all of them. The synergies in such an operation can extend from purchasing through inventory, training, and operations.

ADVANTRA WARRIOR

H.B. Fuller's Advantra® Warrior™ is a universal case and carton sealing adhesive for use in food and beverage packaging. Its wide temperature tolerance makes it suitable for a full range of applications from freezer grade applications (-20°F) to high heat (130°F). As a multi-purpose product it can be used alongside the company's "fit for purpose" adhesives made specifically for freezer grade or high heat applications. The switch of a production line from single-purpose to multi-purpose adhesives (or back again) is no more complex than any other changeover among adhesives. H.B. Fuller application specialists are available to help customers choose the best adhesive for any application and to determine which applications can benefit from the use of multi-purpose products.

CYBERBOND 2611 INSTANT ADHESIVE

H.B. Fuller's Cyberbond 2611 is a fast setting, low- to medium-viscosity cyanoacrylate (CA) adhesive for use on all types of substrates. This CA adhesive cures in seconds, resulting in a high-strength, tack-free bond. It is engineered to adhere quickly, even to low-surface energy substrates such as polypropylene and polyethylene. 2611 offers viscosity and flow characteristics that are ideal for filling small gaps. This medical grade adhesive can be used for a variety of applications across a wide-range of markets including medical, electronics, automotive, and several other industrial assembly markets. We understand the importance of providing consistent adhesives, along with unparalleled quality and service. Our reliable multi-use 2611 instant adhesive is an example of our commitment to meeting your adhesive needs.



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