

# LORD FAQs for Trailers

## FAQS

### **Q: Why is Lord leading this trailer bonding campaign?**

A: We have seen success at other similar manufacturers and wanted to share our knowledge and product portfolio as it relates to your specific market.

### **Q: Why should I talk to LORD instead of other adhesive manufacturers?**

A: History of Lord global reach, tech support, lab testing, local supply, multiple chemistries to give varied solutions to your manufacturing needs.

### **Q: How did you come up with such an attractive waterfall analysis. If it really looked that good wouldn't everyone be using it?**

A: Our numbers were built using a template from a large OEM trailer manufacturer using relevant industry accepted practices to build a one size fits all waterfall. We would be more than happy to work with you and your specific data to see if we can come to a similar conclusion and assist you in a transition.

### **Q: How do adhesives improve my quality and durability?**

A: Reduction of stress concentrations, and elimination of potential leak points. Elimination of potential galvanic corrosion related to dissimilar metals.



### **Q: How does adhesives reduce stress concentrations?**

A: LORD adhesive utilizes 100% of surface area to bond and more evenly distribute the joint flange stresses. Stitch welding or rivets result in localized stress concentrations on the points of attachment.

### **Q: Why should I care about improving aesthetics?**

A: Modern attractive looking trailer, reduced drag, and ability to custom wrap graphics.

### **Q: How can I improve my customer warranty rates?**

A: Lord structural adhesives bond and seal in one step, this eliminates water leaks which damages precious cargo. Durability and life cycle of a bonded trailer outlives its mechanically fastened counterpart.

### **Q: How much is this going to cost to implement?**

A: Overall costs will be determined by your overall scale goals. Initial investment to start trials and validate it can be very minimal with hand applied dispensers. Your choice on full production fully integrated equipment can vary greatly depending on overall complexity and goals but we have typically seen significant costs savings once converting over to full production. Please refer to price waterfall.

**Q: How easy is it to switch from current manufacturing method over to adhesives?**

A: LORD adhesives are designed to be simple to implement for most assembly processes. With multiple cure speeds available from several LORD material families with only minimal surface prep required, LORD adhesive products and experienced LORD representatives shorten the learning curve for immediate success.

**Q: How long does it take to transition or changeover to this solution?**

A: Depending on the requirements or validation needed, the changeover can be facilitated in just a few days or up to a few weeks depending on design and equipment considerations.

**Q: Do I have to change my current joint design?**

A: Possibly, however most riveted or fastened joints have overlap joints that are adhesive friendly. Parts should be engineered towards joints that experience shear or compression forces and work to minimize designs that illustrate significant peel or tension.

**Q: How do I qualify the proposed adhesive solution?**

A: Adhesion performance testing, process trials and parts teardowns are excellent ways to qualify and build confidence in the application. LORD Tech Support can assist with choosing the right adhesive, testing and implementation.

**Q: Where can I buy the adhesive?**

A: LORD distributes through highly qualified authorized distributors who provide engineered solutions to utilize best in industry LORD adhesives with excellent value.

**Q: How do I learn more about LORD and adhesives in general?**

A: Training videos, user's instructions and tech tips are easily accessed at LORD.com. On site visits at the customer are encouraged where hands-on training and demonstrations are provided by LORD and its distributors. Also, check YouTube and Twitter for current information about LORD adhesives.

**Q: How do we repair these bonded panels vs. mechanical panels.**

A: LORD has provided valued solutions in the trailer industry since the 1990's with excellent results in trailer assembly along with trailer repair. LORD application support has provided knowledge and expertise with prospective manufacturers to create written repair procedures for bonded panel replacement and patch panel repair which in most cases illustrates viable cost savings and improved quality when compared to traditional riveted designs. See LORD.com/Fusor for information on proven repair strategies for bonded trailers.