



CASE STUDY

## Advantra® Warrior™ simplified a customer's adhesive buying process at a large Food and Beverage manufacturer.

The manufacturer previously bought four adhesives from four different suppliers to seal six- and 12-liter milk cartons and trays and other milk products at multiple manufacturing locations.

By converting to Advantra Warrior, the customer was able to consolidate suppliers and use two H.B. Fuller adhesives for five different substrates in fridge and pantry environments. Advantra Warrior helped the manufacturer save time on order placement, supplier communication, and shipping logistics. Plus, the company saved 20 percent in adhesive cost by leveraging large volume orders to secure steeper rates, reduce shipping costs, and lower the company's carbon footprint since adhesive orders are fulfilled from one, instead of multiple, manufacturing locations.

The customer's production team stated the clean-machining, no charring product yields excellent bond performance with 100 percent fiber tear on each of their multiple substrates. With high turnover rate among operators, the customer appreciates this high-quality universal hot melt because it expedites employee on-boarding and training.

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