

## CAN YOU PROVE IT?

We can explain in detail why you can confidently rely on our adhesive products and why they offer the best solution. However, for many, especially those unfamiliar with adhesives, this explanation alone does not instill full confidence. There is always a reason given for wanting to test—ultimately, it all comes down to proof.

Companies, including yours, are often reluctant to take the risk of trying something new. Additionally, how do you convince all relevant stakeholders that you are making the right investment?

At this stage, we often see specifiers and regulators in adhesive and sealant applications venturing into the complex world of "testing."

However, there is often a lack of clarity on what constitutes a *valuable test* and what defines a *successful test result*. As a result, significant time, resources, and money are frequently invested in searching for potential solutions, yet many become stuck in the testing phase and fail to fully benefit from a real solution.

There is a misconception that any testing process automatically builds internal confidence and justifies the decision to switch to a new solution. While testing should serve this purpose, it often does not achieve the desired outcome.

At TWEHA, we understand that you want to test the long-term adhesion of TWEHA adhesives on various substrates before committing to a bonded ventilated façade system. Testing provides the assurance you need that the solution will work effectively.

However, there is also a lingering skepticism about whether manufacturers and suppliers of adhesives can truly be trusted regarding the quality and application of their products.

This is surprising, as all adhesive suppliers are well-established and transparent about their products. They will assure you that their product is reliable and will not fail. Why? Because they have the most in-depth knowledge of the possibilities (and limitations) of their adhesive knowledge gained from extensive testing under extreme conditions and decades of proven, trouble-free applications.

Ultimately, we also recognize that true confidence in an adhesive bond comes from proof—and that proof comes from testing. Conducting the right tests confirms that the proposed solution will work in your specific application.