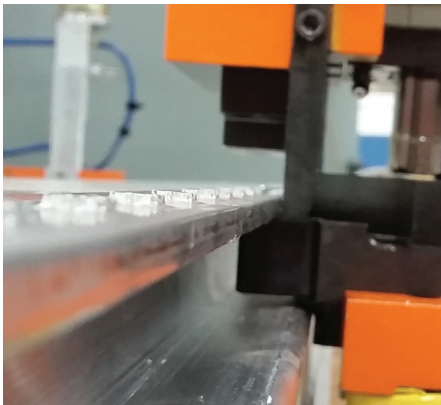
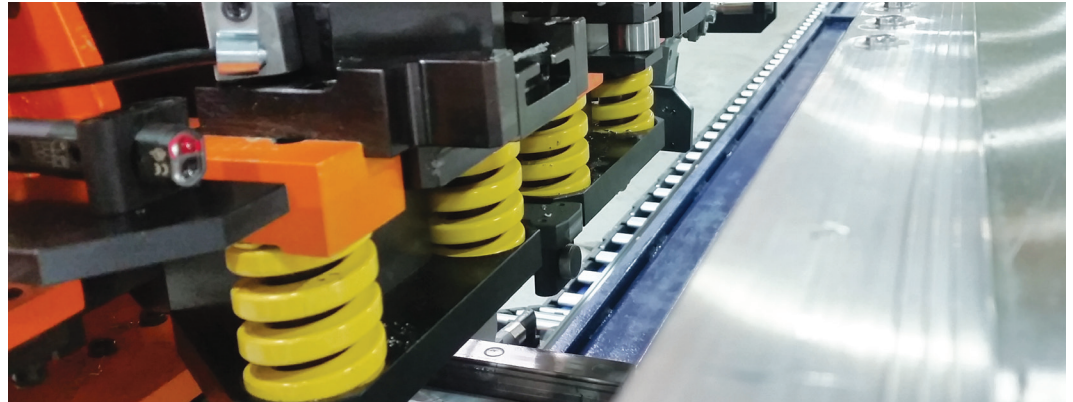


### BTM's Clinching Hauls in Big Savings for Truck Trailer Manufacturer

Are you ready to move beyond riveting, welding and other outdated joining methods?

Call us today at (810) 364-4567 or email us at [sales@btmcorp.com](mailto:sales@btmcorp.com) to see how we can CLINCH cost-savings for your company!



#### Benefits of Clinching

- Cost effective
- No heat, adhesives, bolts or rivets are used in the process
- Can be used to join different combinations of metals such as galvanized, or pre-painted metals
- Environmentally safe as it does not require pretreatments with solvents, acids or other harmful liquids
- Machines can be customized to meet your needs

A major truck trailer manufacturer reduced a portion of their assembly costs by 98 percent using a Tog-L-Loc<sup>®</sup> clinching machine, custom designed and built by BTM Company. Previously, the manufacturer used self-piercing rivets to attach the roof to the two long side walls and front section of the trailer. BTM's Tog-L-Loc<sup>®</sup> clinching machine dramatically reduced the number of rivets required in this portion of the manufacturing process, netting huge cost-savings for the manufacturer.

Instead of spending around \$50 per 1,000 rivets, the manufacturer now spends around \$1 per 1,000 clinch joints resulting in annual savings of about \$500,000.

The manufacturer's expensive galvanized steel self-piercing rivets are coated to help protect them from rusting. But when they are driven into the aluminum sheets, the coating becomes compromised. Over time this results in unsightly rust streaks bleeding down the side of the trailer. To prevent this from occurring, the manufacturer applied a sealant on the top of the rivets, adding more cost and an additional step in the manufacturing process.

With BTM's Tog-L-Loc<sup>®</sup> clinching technology, the clinch joints are wholly formed from the

aluminum of the trailer. Because there are no steel fasteners, there is no rust.

Many of our customers see a cost-savings when they switch to clinching. This manufacturer experienced a significant reduction in their assembly costs by switching to Toc-L-Loc<sup>®</sup> clinching. The amount of savings you may receive depends on many factors including your current assembly process, production equipment, the part, and your production volume.

#### WHY BTM COMPANY

BTM Company pioneered clinching technology and has been doing it for decades. We are the experts. Our engineers have more clinching experience than anyone in the world and can solve any technical issues.

#### PARTNERING WITH BTM

When you partner with BTM, you work with a core team of BTM engineers who will conduct in-depth research, provide samples and test results. If testing indicates your product can be soundly and repeatedly clinched together, we will design and deliver a solution to help you succeed.