MARTIN®

CASE STUDY

CATEGORY: SAFETY

INDUSTRY: BOAT MANUFACTURER

RESULTS: 15-20% REDUCTION IN SKUS

We Help Companies ***Operate Better***

PROBLEM

A United States-based Manufacturer of luxury, high-performance boats employs over 500 workers. Due to the nature of their work, many face cut risks and chemical exposure. The Manufacturer wanted to identify cut/chemical protection risks and ways to cut costs while ensuring that their workers are given the highest level of safety. Ansell Guardian set out to identify cost savings by finding the right glove that was durable, provided the proper cut and chemical protection and could be used over like applications.

RESULTS

Ansell Guardian performed an in-depth assessment to identify areas in which we could help improve productivity and maximizze product performance. After this walkthrough and close engagement with the Safety Director, potential solutions were identified and Ansell Chemical Guardian was utilized. This was a hands-on product testing as the Ansell representative and Manufacturer worked closely together and monitored the products performance all the way through. The workers were satisfied and the products were implemented. Since initial implementation, Ansell Chemical Guardian has been updated and identified the **Microflex 93-260** as the best chemical solution.

SOLUTION

- 15-20% SKU reduction
- Glove Boards provided at the Manufacturer's request.
- A full chemical and mechanical solution while respecting the ANSI standards in North America. *This is what differentiates Ansell Guardian from other Suppliers.*

Did You Know?

98% of Ansell product styles don't have tarriffs associated with them.

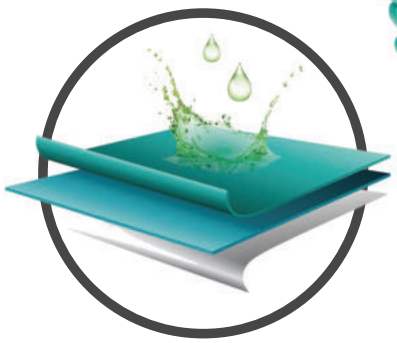
MICROFLEX® 93-260

HyFlex® 11-644

To learn more about **Ansell Guardian Products**, contact your Martin Sales Rep at **800.828.8116.**

Safety, Durability and Comfort *Combined*

MICROFLEX 93-260®



- Three layer design for superior protection against harsh chemicals
- The thinnest chemical resistant disposable glove for enhanced tactility & dexterity
- Extra soft material and ergonomic design for outstanding fit, feel & flexibility
- Lower acceptable pinhole rate (0.65 AQL) for reliable protection against hazardous substances
- Tested against both fentanyl and gastric acid (vomit) to simulate hazardous, real world overdose situations

Talk to your Martin Sales Rep for pricing for this product.

HYFLEX 11-644®

- Enhanced cut protection, wear life, and comfort with a high level of dexterity
- High dexterity with longer wear due to low palm weight and excellent abrasion resistance
- Available in a broad range of sizes to fit all workers from 5-11 (XS-XXL)

SKU	DESCRIPTION	SIZE	UOM	PRICE
ANE11-644-7	HyFlex® **11-644** Cut Protection Gloves	7	PR	$7.54
ANE11-644-8	HyFlex® **11-644** Cut Protection Gloves	8	PR	$7.54
ANE11-644-9	HyFlex® **11-644** Cut Protection Gloves	9	PR	$7.54
ANE11-644-10	HyFlex® **11-644** Cut Protection Gloves	10	PR	$7.54
ANE11-644-11	HyFlex® **11-644** Cut Protection Gloves	11	PR	$7.54

To learn more about **Ansell Guardian Products**, contact your Martin Sales Rep at **800.828.8116.**