

OSC 12
Ohio Safety Congress & Expo

WELL AT HOME. SAFE AT WORK.

155 Hand Protection: Choosing the Right Gloves for the Task

Larry Babcock

Wednesday, March 28, 2:30 to 3:30 p.m.

Ohio Bureau of Workers' Compensation

Ohio Safety Congress 2012
Presenter: Larry Babcock, Regional Construction Manager



ACTIVARMR PROLEX VersalTouch

Ansell

Brand History



- **World's Largest Manufacturer of Protective Gloves & Clothing (#1 Market Share Globally)**
- **Core Mission** – Protecting Workers from Cuts, Bruises, Chemicals, Temperatures extremes, & Other Occupational Hazards in the work environment
- **Over 100 Yrs of Innovation!**



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Construction Strategic Plan

COMPANY HISTORY

- Providing a Global Value Analysis and Best in Class Products to the industry's top companies
- End User Driven Product Solutions
- Safety Driven Approach



CURRENT ANSELL GUARDIAN CUSTOMERS



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Job Site Focus



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Construction Safety Facts



Construction Hand Protection Facts:

- Hand and arm injuries are the most prevalent injuries in the construction work environment
- OSHA requires hand protection for all on site

Construction Companies:

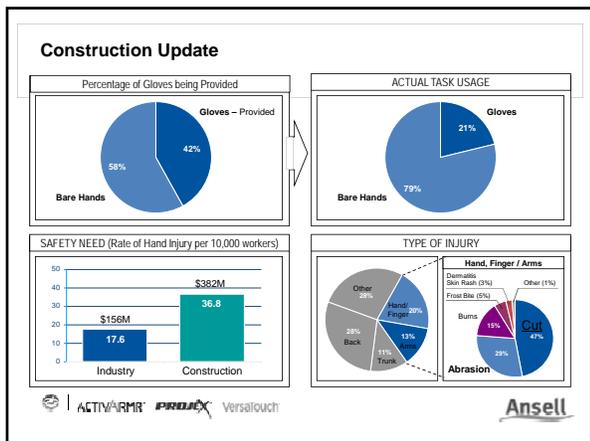
- Spend \$382 million a year on hand-related injuries, as an injury
- Spend \$17,000 per hand injury, per employee
- Lose 5 days of productivity for every hand-related injury

Source: Bureau of Labor Statistics & National Safety Council

Opportunity to Improve Safety = Drive Productivity = Save Significant \$

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Construction Strategic Plan

U.S. Department of Labor Occupational Safety & Health Administration

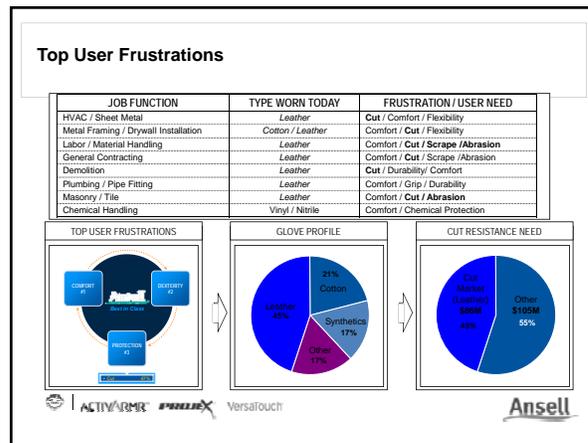
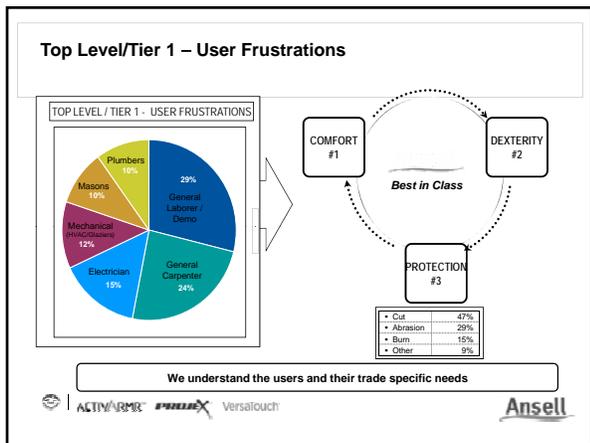
CONSTRUCTION SUMMARY:

- OSHA launched a new clarification rule concerning the use of PPE
- These requirements address PPE of many kinds, including protective gloves
- The final rule requires employers to pay for almost all personal glove protective equipment
- Improved Definition has been applied to "Protective Glove Products"
 - Ex) "Of course, cut-proof gloves used to prevent lacerations will be covered by the rule, and employer payment is required."
- Confusion surrounding "the cotton & leather glove catch all" should be eliminated
- Up to \$7,000 Fines have been levied.

www.osha.gov
6 Month Grace Period to Implement

Employers are looking for performance & knowledge!

Logos: ACTIVARMR, PROLEX, VersalTouch, Ansell



Leather doesn't cut it!!!!

Users are looking for a better solution to leather

- "Too Bulky to wear all day"
- "Doesn't provide the cut resistance I need"
- "Doesn't allow me to pick up small parts"

Distribution is looking for a better solution to leather

- "Leather costs are skyrocketing"
- Quality control & type of leather inconsistent
- Manufacturing is not a "GREEN" Process!!

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Ansell Construction: Entered Market with Existing Solutions

ANSELL HAS SOLUTIONS
WHATEVER THE NEED, ANSELL HAS YOU COVERED

"MY CREW LOVES THESE GLOVES, THEY DON'T HAVE TO TAKE THEM OFF TO DO THEIR WORK"

Logos: ACTIVARMR, PROLEX, VersalTouch, Ansell

Ansell Cut Protection Glove

Patented Ansell Intercept Technology w/KEVLAR Stretch Armor Yarn

Jointly Developed with DuPont – Provides unprecedented combination of cut resistance & outstanding dexterity

Exclusive Intercept Technology™
CAUSE of Break / Cut Band
WEIGHT of DURABLE Armor™ DENSITY of Steel

ANSI LEVEL 4 CUT PROTECTION
High Cut & Abrasion Protection

Product Overview

Improved Productivity & User Demanded Protection

- Outstanding Dexterity, cut protection, & Grip drive all day wear & prevent costs associated with injury & downtime
- Adhere to OSHA Regs
- 8 to 10X More Cut Protection than the most popular leather & construction gloves

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Cut Protection = #1 User Frustration

Current Gloves vs. ANSELL (11-801, 11-627, 11-509, Ansell Cut Protection Glove, & 80-600)

Up to 3x's More Protection
vs. most leather

10X's More protection
than all most popular gloves

(CPPT) Cut Protection Performance Test: This test measures the weight (in grams) required to cut through a glove on a 2.5 millimeter plate using a 1000 sharp blade.

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Leadership Product – Determine and Quantify User Needs and Frustrations

FIELD RESEARCH

CONSTRUCTION SPECIALISTS

UNDERSTAND APPLICATIONS

- User Critical Needs
- Frustrations
- Application Process

MEASURE VARIABLES

- Grip Force exerted
- Common Cut / Puncture Forces
- Impact of Materials Handled

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Trade Specific: User Needs Analysis

Performance Expectations by Trade

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ActivArm: Trade Specific Solutions

TRADE SPECIFIC PATENTED SOLUTIONS

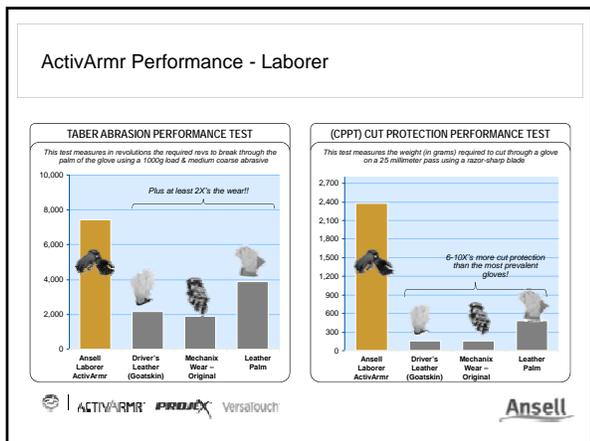
• End User Driven Trademarked Acesthetic Designs
 • Patented Single Ply Knit Designs plus KVSD
 • 1st to Market Optimal Balance of Comfort, Dexterity & Protection

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Trade Specific: Key Features and Benefits

| Carpenter | HVAC | Electrician | Plumber | Mason | Heavy Laborer |
|---|--|--|--|---|---|
| | | | | | |
| <ul style="list-style-type: none"> • Wears 2x more than leather • Dyneema liner with polyurethane coating • Slip Wrist design • Cool & comfortable <p>ANSI Cut Level: 2 Cut Level: Medium Puncture Level: High Abrasion Level: High</p> | <ul style="list-style-type: none"> • 6x more cut protection than leather • Kevlar & Stainless Steel • Great dexterity to do the job • Velcro Closure • 2nd skin feel <p>ANSI Cut Level: 4 Cut Level: High Puncture Level: Med Abrasion Level: High</p> | <ul style="list-style-type: none"> • Wears 2x more than leather • Dyneema liner with polyurethane coating • Velcro Closure • Cool & comfortable <p>ANSI Cut Level: 2 Cut Level: Medium Puncture Level: High Abrasion Level: High</p> | <ul style="list-style-type: none"> • 4x more cut protection than leather • Kevlar liner with strategic addres for increased wear • Velcro Closure <p>ANSI Cut Level: 2 Cut Level: Medium Puncture Level: Med Abrasion Level: High</p> | <ul style="list-style-type: none"> • Wears 2x more than leather • Dyneema liner with polyurethane coating • Slip Wrist • Padded Palm for Wear Resistance <p>ANSI Cut Level: 2 Cut Level: Medium Puncture Level: High Abrasion Level: High</p> | <ul style="list-style-type: none"> • 8x more cut protection than leather • Kevlar & Stainless Steel • Great dexterity to do the job • Velcro Closure • Gel Padding for Impact Endurance <p>ANSI Cut Level: 4 Cut Level: High Puncture Level: High Abrasion Level: High</p> |

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Sales Support – Feet on the Street

Over 50 Field People to assist you with your hand protection needs

SALES AND MARKETING TEAM

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Marketing Support

Website Updates:

www.AnsellConstruction.com or www.ActivArm.com

• NEW Product Sell Sheets/Glove Boards
One of the #1 User Complaints – "I don't know which glove to wear when & I can't find a glove to fit well!"

• Website Functionality:
Ability to focus & communicate to key users, specific applications, & needs...drive the sale...(Amazon/Grainger/etc.)

Sell Sheets/Glove Boards/Video

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