

## Library of Knowledge

### Topic: Fall Protection Recertification

**Problem:**

One of our key accounts scheduled training with an outside fall protection expert. This individual stated that fall protection products (harnesses, lanyards, etc.) expire after five years. According to this individual this information was per OSHA as well as manufacturer requirements. This created a concern for the key account and we were asked to provide options to replace the fall protection they had on hand.

**Consideration:**

Quest®'s technical expert was concerned about the accuracy of this information. We consulted with OSHA regarding the proper standard for fall protection. We also contacted the manufacturer to discuss the recertification and the recommended performance maintenance for these particular products. We did not find the data from OSHA that required fall protection to be replaced after 5 years unless the products did not meet new OSHA guidelines. The same information was conveyed from the manufacturer.

**Solution:**

What we found was that there was no need to replace the products that our end user already had in place. Our client had 30 harnesses, lanyards, and carabineers which represented almost \$5000 in fall protection. Although they were 5+ years old they were still in excellent condition according to the manufacturer specification.

Quest® recommends regular inspection of fall protection equipment before and after use to insure they are in the proper working condition. Quest® works closely with each of our manufacturers and has the capabilities to arrange an onsite visit/inspection at any of our client's facilities.



**Topic: Portable gas monitor calibration docking station**

**Problem:**

One of our key contractors was interested in acquiring a calibration docking station for use in their gas monitoring program. These were the newest innovation from the gas monitoring manufacturers for managing portable gas monitoring programs. The units were capable of performing daily bump testing, calibration and data logging of their instrument fleet. They contacted their Quest® representative inquiring about a particular unit as well as all new gas monitors. This was in response to their clients request to provide the necessary safety equipment for work at their facility as well as the requirement to record data.

**Consideration:**

This customer currently had quite a few units from another manufacturer other than the docking station/calibration station they contacted us about. Quest®'s technical expert was aware of a docking station for use with their current monitors. This product was just about to be released and because of Quest®'s strong relationship with this manufacturer we were aware of that information prior to the availability of the product.

**Solution:**

We were able to secure a demo unit for this customer to trial. Our customer was very pleased with the performance of the unit and as a result purchased two units for use in their gas monitoring program. By using the system from the manufacturer of their current units we were able to eliminate the need to purchase an entirely new fleet of gas monitors.

Quest® makes it a point to get to know our customers and to understand their business. By understanding what you're trying to accomplish we can better align our resources to make recommendations that help you move your business ahead while keeping your workers safe in every environment.



## **Topic: Truck Mounted Davit System**

### **Problem:**

A major utility company here in Indianapolis, was in a need of a confined space solution for the maintenance teams. This particular utility has over 140 wells that are routinely inspected by two member teams. In the past a confined space kit consisting of a tripod and winch and SRL which had to be set up at each site, work performed, and then the system broken down for transport to the next site. The amount of time to set up and break down this system in most cases took more time than the work itself.

### **Consideration:**

Our client needed a confined space entry system that was easy to set up and use AND met the necessary OSHA and ANSI requirements. The system also had to have the capabilities to reach and be set up in and around some terrain. Some of the wells that these team members were entering were in tight spots that made for difficult set up of traditional tripod and winch systems.

### **Solution:**

Quest®'s fall protection expert recommended a truck mounted davit system that could be mounted to the maintenance vehicle trailer hitch. This would eliminate the need to set up and break down a tripod system. Quest® arranged for in-the-field product demonstrations by several of our partners. The system allowed our client to set up a compliant confined space entry system and perform the necessary work in fraction of the time that their previous system did.

**Topic: Leading Edge SRL**

**Problem:**

One of our key contractors had a particular issue regarding their self-retracting (SRL) lifelines and the possibility of a tear or break on a leading edge. This contractor was utilizing a smaller SRL, less than 30 feet, as part of their primary fall arrest system. Most SRL's of this size utilize a web material. These units tend to be smaller, more lightweight, and less expensive than units that have a wire rope. The issue though is that web lanyards/SRL's can fray and tear when used near a leading edge. And even SRL's with a wire rope or steel cable can break with the right amount of force.

**Consideration:**

What our client needed was an SRL that was designed for use in and around leading edges. This unit needed to be both OSHA and ANSI compliant as well as easy to use.

**Solution:**

Quest®'s fall protection experts consulted with several of our key partners regarding this issue. What we found was that only one manufacturer, Capital Safety DBI/Sala, had an SRL that was specifically designed for use on and around leading edges. This particular unit was lightweight, durable, and met all of the necessary standards that were required by all of the regulatory agencies.

Quest®'s relationships with our partners allows for us to freely consult with the right individuals to gain valuable information for our clients. This information allows our clients to have to most up to date information on the most advanced products on the market.



**Topic: Pipe markers/signage**

**Problem:**

One of Quest®'s key clients had several issues with how they were labeling both the contents and direction of fluids that flowed through their piping. They had thousands of labels on pipes throughout their manufacturing facility. Previously they had simply applied labels with a sticky backing to each of these pipes. What they discovered was that the sticky material of these labels was not only difficult to remove but also damaged the pipe material itself. The labels were actually degrading the pipe material which added to the complexity of the issue.

**Consideration:**

What we needed was a method to label these pipes with the necessary information for their processes and that would not damage or degrade the piping. We also wanted to decrease or eliminate the time required to change these markings.

**Solution:**

After consultation with several of our sign and label partners we were able to identify a solution. We utilized plastic, snap-on pipe markers from Brady to which we applied the custom made labels. The labels were created by their Brady GlobalMark label maker which allowed them to create markings for any possible application they might have. The pipe markers could be easily snapped on any size pipe. This eliminated the need to clean off any residue left by the previous sticker which also resulted in time savings by their maintenance teams.

Quest®'s relationships with our key partners allows us utilize their expertise to bring unique ideas and solutions to our clients. These ideas and solutions allow Quest® to help our clients become more efficient and reduce costs.



**Topic: Cellulose free packaging**

**Problem:**

One of our key clients, a major player in the pharmaceutical industry, needed to eliminate cellulose (cardboard packaging) from their facilities. This was a directive from several federal regulatory agencies as a way to ensure the proper cleanliness and sterility of both the facility and the end product. The personal protective garmenting that was being utilized in many of their areas was delivered in cardboard boxes. Their warehouse staff was required to unpack and then repackage in acceptable, cellulose free packaging. This was an inefficient and time consuming task.

**Consideration:**

Quest® consulted with our client as to a desirable and acceptable packaging solution. We asked key questions as to what would work best for them and their process. We were not concerned with limitations at this point, only what they would like to see if there were absolutely no constraints.

**Solution:**

What we came up with was a 100% cellulose free packaging solution that met our client's regulatory requirements. We were able to work with our packaging engineers to design a custom double poly bag solution that totally eliminated the need for cardboard boxes while maintaining the required cleanliness of the personal protective product. As a result this eliminated the need for their warehouse team to repackage any of these products resulting in higher efficiencies and time savings for them.

Quest®'s highly trained sales professionals are taught to think outside of the box. We look challenges a little more different than our competitors. As a result we are able to bring a different level of service as well as unique solutions to our valued clients.



**Topic: Z87.1+ approved face shield**

**Problem:**

One of our key contractors was looking for a full face shield that met the new Z87.1+ standard for eye protection. Most face shields do not meet this ANSI standard and require that you also wear approved safety glasses as well. The problem this particular contractor was having was that the safety glasses, in combination with the face shield decreased the peripheral vision of the user.

**Consideration:**

Quest®'s technical expert consulted with several of our key partners to identify solutions that would meet and exceed our client's expectations and needs. These face shields needed to first and foremost meet the ANSI Z87.1+ standard. They also needed to be comfortable and meet the performance standards to our client.

**Solution:**

Quest® secured several samples for our client for field trials. The result was a face shield that both met the required standards as well as the customers comfort needs. This particular client chose the Uvex Bionic Face Shield which exceeds the Z87.1+ standard and is extremely comfortable in the environments that their workers are performing.



**Topic: High dexterity/cut resistant glove**

**Problem:**

One of our key electrical contractors was having challenges with their workers cutting their hands and arms while changing halogen lights and working in and around light fixtures. They tried the Kevlar gloves that they used in many of their other applications. While they did provide a level of cut resistance they proved to be bulky and it was difficult in applications where dexterity was needed.

**Consideration:**

What we needed to find was a glove solution that provided a high level of cut resistance combined with a high level of dexterity. These gloves also needed to have superior grip as these end users were handling smooth glass objects with a high breakage hazard when dropped.

**Solution:**

Quest®'s hand protection expert recommended a glove with a material fairly new to the market that combined cut resistance AND superior dexterity. The result was a nitrile coated Dyneema glove that proved to work exceptionally well for their application. These gloves actually performed better than the Kevlar gloves for cut protection. As a result this contractor has standardized their hand protection program and has integrated the Dyneema glove as a key product in this program.

Quest®'s product experts are some of the most highly trained safety sales professionals in the field. Training is of utmost importance and as a result our experts are aware of the latest innovations to keep your workers safe. This allows Quest® to recommend and supply the most advanced products on the market.



**Topic: 100% Tie-off retractable lanyard**

**Problem:**

One of our key contractors created a new fall protection initiative. As a result of recognizing that fall accidents were the #1 cause of workplace injuries, this contractor wanted to implement a 100% tie-off standard for their workers. This particular contractor utilized a small self-retracting lifeline to reduce swing hazards as well as trip hazards. This customer wanted to stay with a small self-retracting lifeline but also wanted the 100% tie-off option.

**Consideration:**

What we needed to find was a self-retracting lifeline/lanyard that was less than 11 feet and that met the necessary ANSI and OSHA requirements. This product also needed to be lightweight as it would be connected at all times to the individuals back/harness.

**Solution:**

We consulted with several of our fall protection partners looking for the right solution. As a result Quest®'s fall protection expert recommended the new DBI/Sala Talon 100% tie-off SRL. This product is the first of its kind on the market. It utilizes two separate 6 foot lifelines that extend and retract as the worker moves. This met the requirement of 100% tie-off as well as reducing the swing and trip hazards.

Quest®'s relationships with our partners allows for us to freely consult with the right individuals to gain valuable information for our clients. This information allows our clients to have to most up to date information on the most advanced products on the market.



**Topic: Sound Barrier Walls**

**Problem:**

One of our key clients had a serious issue of higher than acceptable noise levels in one of their manufacturing areas. No PPE that we could find would reduce the noise levels to meet the OSHA guidelines. Workers were not present at all times in this area but when maintenance needed to be performed it was imperative that individuals enter this area.

**Consideration:**

Since no PPE we could find would bring the noise ratings to within acceptable levels we needed to find another solution. This solution needed to be mobile or portable for use in several areas. And obviously this solution needed to reduce the noise in the area being serviced to levels that met required OSHA guidelines.

**Solution:**

What we found were Sound Fighter sound barrier walls. These were large (10' x 10') portable walls that were on metal casters and could be easily moved by the maintenance staff. These walls have been tested and rated to perform at high levels. The maintenance staff at this particular facility could easily move these walls into place and perform the necessary work.

Quests technical experts are some of the best in the safety industry. They understand that not all solutions are simply PPE. Quests experts work to understand your needs and your challenges and are always willing to go the extra mile to insure that your employees have the safest working environments possible.



**Topic: Standardization of PPE**

**Problem:**

One of our key contractors had a challenge with their PPE program. It seemed that each of their project managers and superintendents at their many jobsites were ordering PPE without any consideration of what other sites were doing. The products they were purchasing met all of the necessary standards and guidelines to keep their workers safe. However, they were unable to realize any significant savings on these purchases due to the fact that they purchased from far too many vendors and they purchased too broad a line of products (i.e. - Between 17 job sites they purchased 34 different types of safety glasses).

**Consideration:**

Following an evaluation of the products that were being purchased by each specific job site, we were able to produce a manageable list to present to their safety team. With input from all levels of their business, we were able to identify like products from several job sites and to consolidate products into a manageable list. While we worked to narrow the amount of products, we still wanted to keep a variety for each worker to choose from.

**Solution:**

What we developed with the safety staff of this company was a comprehensive list of PPE that allowed each worker to be properly outfitted in products that would allow them to work at the safest levels. At the same time, we eliminated a large number of duplicated products. This allowed the company to realize deeper discounts and the opportunity to take advantage of quantity buying programs.

At Quest, we are always looking for ways to help you become more efficient and grow your business. From the newest and most innovative products to a comprehensive buying program, we are the leaders in our industry in helping you get ahead.



**Topic: Custom logo hard hat**

**Problem:**

One of our newer clients was in need of a new stock on hard hats for their employees. This particular contractor was interested in a cap that differentiated their workers from others on their jobsites. They wanted something that was cool and comfortable and obviously met all of the necessary standards for workers safety.

**Consideration:**

This particular contractor was interested in a specific color of cap that was in tune with their corporate colors and logo's. They also were interested in having these caps imprinted with their custom logo. These caps also needed to be cool and lightweight. Conditions in the summertime can be brutally hot and heavy and bulky caps are uncomfortable.

**Solution:**

The new vented "Standard" cap from Bullard was the perfect solution. We were able to outfit them in a custom color that wasn't available from other manufacturers. This color distinguished their workers from others on the busy jobsites. And the new and innovative vented style kept workers cooler than the competitor's non-vented caps. We were also able to take advantage of Bullard's special logo program and have 100 of their caps custom imprinted at no extra charge.



**Topic: New product acquisition**

**Problem:**

One of our key client's suppliers of lab products recently chose to drop a particular line of plastic and glass bottles and containers. This product line was important to our client and a loss of access to these products was critical to their operation. Unfortunately it was not important enough to their previous supplier to continue to distribute these products.

**Consideration:**

Once we determined the critical nature of these items to our clients operation we began discussions with this manufacturer to gain access to those products ourselves. This product line was outside of the realm of typical safety products but knowing how critical it was to our client we began the process of gaining access.

**Solution:**

Because of our exceptional business reputation and our strong financial position we were able to gain access to the full line of products from this manufacturer. We worked with our client to determine stocking levels of these products which we committed to keeping in our facility for immediate availability to them. Our client still has access to the products that are important to them in running their business and we were able to grow ours into several new markets that we had not yet ventured into.

Quest's experiences in working with new partners to gain access to the products that are necessary to our clients have made us a valuable resource. Our commitment to you is to do anything necessary to help you keep your workers safe and your business moving forward.



**Topic: E-commerce**

**Problem:**

A new client of ours was interested in an online catalog/ordering system for the procurement of PPE for their manufacturing facility. Their previous safety supplier did not have this capability.

**Consideration:**

This online system had to have several elements to be acceptable to both their safety professionals as well as their procurement department. It needed to be easy to navigate and to use. It needed to be secure. And most importantly it needed to have only products approved by their safety department.

**Solution:**

Quest's Information Technology team was able to create a web based ordering system that included all of the elements that our client required and more. What was created was a custom online catalog with only products that were approved by their safety team. Our client operated three shifts around the clock and twenty four hour access was of the utmost importance. The site was available to approved order placers twenty four hours a day as was a detailed reporting system of past purchases and current orders.

We're constantly looking for ways to make access to safety products even easier.

Quest® has been very successful at developing and implementing technology based systems and process with our clients. We have the capabilities to design, implement and manage useful and successful programs for any size company making it easier than ever to keep your workers safe.



**Topic: Assistance in eliminating unapproved products**

**Problem:**

Latex allergies and adverse reactions to product that contain latex had become a serious issue for one of our client. Many PPE items that were ordered to protect workers were in fact putting them in danger. Our client needed a way to eliminate the opportunities for their workers to order these products.

**Consideration:**

Our clients employees needed products that were latex free but still were comfortable, useful, and met all of the necessary standards for safety. The first thing that we needed to accomplish was to replace all products that contained latex with acceptable equivalent products that were latex free. The next step was to eliminate the opportunity for these unapproved items to be purchased.

**Solution:**

Quest<sup>®</sup>'s web based online ordering system proved to be just what was needed to eliminate this opportunity. Only products approved by our client's safety team were placed on their custom web catalog. This served as a safeguard to these products as they were able to identify which products contained latex and which did not and simply not allow the latex products to be listed in their catalog. Quest<sup>®</sup>'s product experts were able to serve as a backup system as well. Requests by their employees for products which contained latex were quickly identified by our experts and that information relayed to both the requester and their safety team.

Quest<sup>®</sup> is committed to keeping our clients and their employees safe. Through proper procedures and safeguards Quest<sup>®</sup> can help reduce these opportunities which endanger your most important asset, your employees.



## **Topic: Onsite PPE/inventory management**

### **Problem:**

One of Quest's key clients was challenged with the management of their PPE inventory in a general use free issue area. This particular customer had limited resources when it came to the human element of managing their PPE for their site. This client had several storage cabinets that several departments drew from to keep their workers safe. What they desired was a single source that could manage stock levels, fill them as needed on a regular basis, as well as introducing new and innovative products as they became available.

### **Consideration:**

Quest worked with our client to determine minimum stocking levels for the products that were maintained in their free issue area. We then monitored, over a period of time, the product levels to determine the frequency to which we needed to stock their areas.

### **Solution:**

What we were able to develop was a customized PPE stocking program designed with lean but robust inventory levels in mind. We are able to maintain a stock level that is acceptable to the operation of the facility while at the same time limiting the amount of space that is required. Quest's territory managers and account representatives continually monitor levels, fulfill product orders as necessary, and use this area as a springboard to introduce new products to this facility.

Quest's has experience and expertise managing PPE inventories. Our safety professionals not only have extensive product knowledge but they also know how to manage and maintain those inventories. Yet another reason you need to look to Quest when it comes to keeping your workers safe.



**Topic: Fax ordering form/system**

**Problem:**

One of Quest's key contractors had a challenge with the ordering process for their PPE. It seemed that each project manager at each jobsite was really on their own when it came to the ordering and management of the products to keep their workers safe. There seemed to be no consistency and no uniformity from jobsite to jobsite as to the products that were being ordered and the prices that were being paid.

**Consideration:**

Following a lengthy analysis with the key decision makers of the company we developed a standardized list of approved PPE. This list was to be utilized by each of the jobsites when outfitting their workers with PPE. In previous cases such as this we were able to implement a program utilizing our e-commerce online ordering system. Unfortunately in this case not every jobsite had access to the web to utilize a program such as that.

**Solution:**

With the assistance of our client we were able to develop a standardized form that could be distributed to each jobsite that detailed the approved product list. This list was developed as a fax order form where field workers could simply indicate the quantities of each product needed and fax the form directly to Quest for order fulfillment. Some workers, who may not have had access to a fax or rather chose to phone their orders in, used the form as a reference guide to company approved safety products.

Quest® has the experience to implement programs and systems that help make companies more efficient. Whether it's as simple as a fax order form or as advanced as a customized web based ordering system we have the expertise to get the supplies to your workers that keep them safe.



**Topic: Vigil Anti-Slip**

**Problem:**

One of our key customers was looking for a solution to slipping hazards in several of their high traffic areas. They also were looking for some innovative slip prevention solutions in some unusual areas with exotic liquids and chemicals.

**Consideration:**

Traditional adhesive anti-slip products failed miserably in most of these applications. What we needed was a more permanent solution. These solutions needed to be not only long lasting and durable but also look good. While some of these areas were low traffic industrial areas some were high traffic office-type settings which required a more formal look.

**Solution:**

Vigil Anti-Slip products are recognized as the best in the world for maximum anti-slip properties over long term use. With a multitude of anti-slip solutions Vigil was the perfect partner to help resolve these issues. From industrial stair noses on an external wastewater tank to the main staircase of a corporate headquarters Vigil had the right solution for each application.



**Topic: English XL Testing**

**Problem:**

Our largest client had a need to quantitatively test and rate the coefficient of friction, or grip, of varying types of foot protection in their manufacturing areas. They needed to be able to test a variety of types of materials on the actual surfaces that the protection was to be used.

**Consideration:**

We needed a method to test in each area that any foot protection was to be used. This needed to be portable as well as have the ability to affix varying types of anti-slip material to the unit. This unit also had to have the ability to quantitatively measure the coefficient of friction or grip of the material being tested.

**Solution:**

Quest® invested in a device called the English XL machine. This unit met all of the necessary requirements for portability, measurability and versatility. We were able to use this instrument in each and every area that our customer required and were able to provide them with data that allowed them to make decisions regarding specific types of foot protection to be used in these areas.

Quest® is committed to helping our customers secure data regarding their workers safety. We are committed to finding ways to help you collect and analyze that data thus creating more than simply a provider of safety products. We are a partner with our clients and take keeping their workers safe very seriously.



## **Topic: Respiratory Fit Testing**

### **Problem:**

One of the major hospital systems here in Indianapolis, and a key client of Quest<sup>®</sup>s, was in need of quantitative fit testing for their first responders. This particular client had a critical need to have this expedited and no one on staff to accomplish this task.

### **Consideration:**

We needed someone who was qualified to perform this fit testing. We also needed for this to happen in a timely manner and for this company and individual to have the ability to document this process.

### **Solution:**

3M worked with Quest<sup>®</sup> and helped us to complete a “train the trainer” course. This course certified a Quest<sup>®</sup> employee and allowed us to go in and perform this fit testing for our client and no cost. This means that Quest<sup>®</sup> now has a qualified individual on staff that can now perform those services as needed.

Quest<sup>®</sup> always keeps the best interest of our clients in mind. We look for innovative ways to help our clients meet their safety needs. We also look at ways to distinguish ourselves for other safety product distributors. Having a qualified individual on staff is yet another valuable resource to our clients.



**Topic: 3M Domestic Preparedness Assessment**

**Problem:**

Several of our key hospital clients required assistance with the disaster planning programs. Some had no idea where to start while others needed assistance in refining their programs. Some also needed help in choosing which products and what quantities to stockpile.

**Consideration:**

Quest®'s account managers and product specialists wanted to insure that the tools that we utilized were both credible and valuable to our clients. We wanted these tools to help them identify their strengths and weaknesses and where they needed to “beef” up their programs. We also wanted to be able to have access to the products that these clients may need to protect their workers in a major disaster or epidemic.

**Solution:**

What we found was the 3M Domestic Preparedness Assessment. These tools were available online and our clients could utilize these at any time. Utilizing these tools as well as the expertise of our 3M product specialists we were able solidify the disaster planning programs of several of Central Indiana's largest hospitals.

While the products that we provide are what most people recognize the processes that we help with are sometimes the most important part of our work. Our commitment to our clients and their policies and procedures insures that they get what they need, when they need it. Our partnership with first responder units continues to keep these heroes ready and prepared for a worst case scenario.



**Topic: Hand Protection Assessment**

**Problem:**

One of our large key clients was concerned about the hand protection that its employees were utilizing. They were unsure if their employees were using too much or too little protection in the tasks that they were doing.

**Consideration:**

We needed to evaluate their current hand protection policies and procedures as well as to evaluate of what they were currently using. Combining this with the evaluation of each work station the manufacturer could make a specific recommendation for each application. This program would insure that each worker was properly protected to the necessary level.

**Solution:**

The result was a comprehensive hand protection assessment that insured that each worker was properly protected. This also allowed our client to realize a cost savings since they were not “overly” protecting their workers or utilizing products that were not being properly used. Our client realized an annual cost savings more than \$40,000 from the use of one glove alone by switching from one manufacturer to another.

Quest®’s relationships with our vendors allow us to tap into the experts of our industry. By utilizing these companies and their product experts we help to insure that employees can do their work in a safe environment and companies can minimize their costs which help to add to their bottom line.



## **Topic: Gas Monitors- Authorized Service & Repair Center**

### **Problem:**

One of Indianapolis's major utilities, and a key client of ours, had a desire for us to secure the ability to service their confined space monitors in house here at Quest®. Quest® had the ability to service, repair, and calibrate MSA and RKI units already. This particular client had a substantial number of Honeywell units and asked that we look into the possibility of becoming an authorized service and repair center for this line.

### **Consideration:**

Quest considered the number of units that this particular client had as well as other clientele in our area that may utilize this line. We also looked into the level of support and the overall reputation of Honeywell in not only confined space monitors but in the safety industry as a whole.

### **Solution:**

Following an evaluation of all of the variables Quest®'s management chose to move forward in adding Honeywell. This choice allows Quest® to add yet another line of confined space monitors to our service and repair center arsenal. This also allows our clients to realize shorter lead times in having their confined space monitors repaired and calibrated.

Quest® continually looks for opportunities to bring additional value to our clients. Quest® is committed to adding additional resources when necessary to help our clients keep their workers safe and help their management minimize their costs to keep those workers safe.



**Topic: Emergency eyewash & shower assessment**

**Problem:**

One of our key clients was in need of a facility wide evaluation of their eyewash stations and emergency showers. Over the years they had used several different vendors leading to an abundant number of skews for replacement parts as well as a lack of standardization throughout their facility.

**Consideration:**

Although Quest® has access to a variety of vendors which are fully capable of supplying these types of products we wanted to utilize a vendor which best fit this company's facility needs. That particular vendor was HAWS. HAWS full-line of emergency shower and eyewash stations as well as their superb customer service led us to recommend them for this project.

**Solution:**

HAWS representatives spent a multitude of hours over several days evaluating the entire facility at no cost to our client. The result was a standardization of these products which are critical to the overall safety of every worker at this facility. This standardization allowed them to reduce the number of skews for replacement parts as well as the assurance that the entire facility was well within OSHA compliance.

Quest's relationships with our vendors allow us to bring even great value to our clients. We are able to utilize the expertise that each of these vendors has to present specific solutions that not only keep your workers safe but also reduce facility costs.



**Topic: High dust area eye protection**

**Problem:**

One of our key contractors was having a challenge with eye injuries to their workers who were changing light fixtures in areas with drop ceilings. While they were using eye protection their traditional safety glasses were not providing the level of protection that was needed. Workers were having dust from the ceiling tiles fall into their eyes as they looked up to perform their work.

**Consideration:**

What they needed was something that would protect the entire eye and provide a seal which would greatly reduce the opportunity to dust to enter the eye region. We considered traditional goggles but are bulky and not very comfortable to wear for long periods. We also considered a full face shield in addition to the safety glasses but that also proved to be a bulky and uncomfortable option.

**Solution:**

What we found to be the perfect solution for this customer was the Pyramex V2G which is a hybrid safety glass/goggle. This product provided a superb seal around the eye and was very comfortable to wear for long periods. This product comes with both stems so they can be worn as traditional safety glasses, or an elastic strap which allows for a slightly tighter fit and a more superb seal.

Quest®'s strong relationships with our vendors allow us to bring a wide array of solutions to our clients. This results in the best possible solution for each of our client's needs.