



Customer:

Formet Industries
Carl B., HSE Coordinator

Website:

www.magna.com

What They Do:

Formet Industries make parts for auto manufacturers. The HSE coordinator oversees the health and safety of more than 1500 people.

Success Snapshot:

- Saved almost \$120,000 since switching gloves
- Dramatically reduced risk of injury for 1500 workers
- Saves their HSE Coordinator almost 60 hours/year!

The Challenge

“After an economic downturn, the plant changed a lot,” explained Carl. Workers began handling sharper steel and the PPE they were using were cutting right through. “Workers were getting a lot of lacerations. The laceration rate was through the roof when we had the wrong gloves.”

Injuries included first aid treatment, and more serious ones requiring up to 30 stitches. Carl estimates they were getting four to six serious injuries per year and two to three minor lacerations per day. “When an employee gets injured it’s a domino effect – larger health care, lost time injuries – that’s definitely costing you money – we have to pay insurance claims on short term disability, it can start to add up to \$15,000 - \$20,000. And any time someone gets injured, it’s not good for morale.”

“We had to make some adjustments. We needed cut-level 5 Kevlar® gloves.”

The Solution

After meeting with the Superior Glove representative, Carl was presented with a list of identified hazards and opportunities, and proper recommendations to get the injuries reduced and/or eliminated completely. “I like the fact that the Superior rep is on site, to actually physically come and see the working environment. They respond very well when we have special requests from them. Superior is very flexible – so if we want to look at a different type of glove, or a modification to an existing glove, Superior is really good at doing their best to help us. One glove does not fit all, Superior is good with that.”

“It’s phenomenal. It’s not very often you get a company that will listen to what you’re looking for and actually create it. You can create this new glove together, that can help other people as well.”

On the Benefits of Working with Superior Glove

As customers who buy and use about 20 different styles of Superior gloves, Formet Industries is in a great position to comment on the various styles and benefits of using Superior Glove products.

“We have 1500 employees wearing gloves. We buy 80% of our gloves from Superior. We get called on weekly from the competition, but I stay with Superior because of the service we get from them; our rep knows our processes very well. The price is also a big factor.”

The simple process saves him “two weeks of running around.” “It’s great, because of their customer service – it’s the best. I just need to make one phone call or fire off an email and I know I will either get a phone call, an email or a visit from a rep right away.”

“Working with Superior makes my job easier because I like the rapport I have with our sales reps; we work on a first name basis, and they’re very good at coming in or sending me samples to solve problems. I never have a problem getting samples from Superior.”

“Working with Superior easily saves me 4-5 hours per month. . . Superior helps out a lot. I’m always really quick to say we use Superior and we enjoy the working relationship. They are very reliable, they have a very good product with all their gloves, and they stand by their product –any issues get fixed. I know they are looking out for our best interest and protecting our team members. They’re proactive in finding solutions for us.”