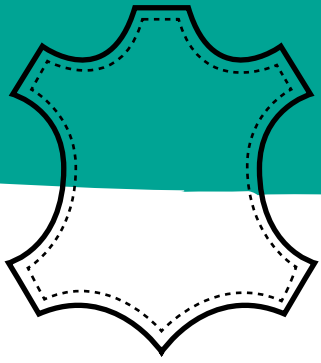


—
LEATHER
GLOVES
COST
MORE
THAN
MONEY
—

Ansell

THE CHEAP PROMISES OF REDUCED EXPENDITURE



In challenging economic conditions, it's not uncommon for business decisions that promise a less significant initial outlay to become the preferred method of operation. The problem with that line of thinking is that purchase price is rarely the only cost implication in the buying process.

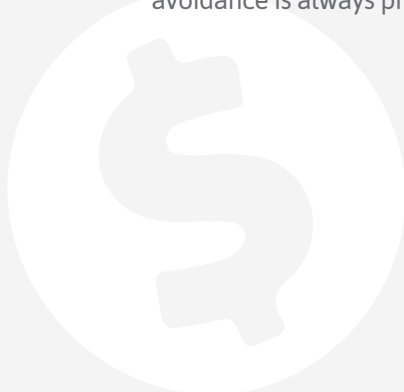
It's easy to be lured by the promise of reduced expenditure. While companies will generally give due attention and develop a cost benefit analysis when purchasing big ticket items such as plant and equipment, equal consideration is rarely afforded to items at the other end of the spectrum.

PURCHASE PRICE IS RARELY THE ONLY COST IMPLICATION IN THE BUYING PROCESS

In the case of safety and personal protection equipment (PPE), the unseen costs associated with skimping on quality or providing an item that is not fit for purpose can quickly lead to substantial and ongoing detrimental financial consequences for many businesses, regardless of size.

UNSEEN COSTS CAN QUICKLY LEAD TO SUBSTANTIAL FINANCIAL CONSEQUENCES

In particular, hand protection needs to be assessed on the extent to which it reduces worker injury and subsequent associated costs, not simply as a product with a desirable price point. Hand injuries often render an employee unfit for work, meaning avoidance is always preferable.



THE UNSEEN COSTS!

required and the prevalent ambient conditions. While Workplace Health and Safety (WHS) obligations ensure that companies generally strive to provide a safe workplace for employees and contractors, accidents still inevitably occur.

SOME INDUSTRIES AND PROFESSIONS ARE MORE PRONE TO WORKPLACE INJURY THAN OTHERS

A report released by Safe Work Australia in 2013, titled 'Australian Workers Compensation Statistics 2012-2013' outlines the effect of those accidents on business by industry sector. It shows that, on average, mining alone loses an average of seven weeks per year to workers compensation claims – a number which had risen by **36%** over the preceding five years. In the same period, the median compensation paid per claim rose from **\$12,000 to \$ 20,100**, an increase of **68%**.



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Hand and wrist injuries represent around one third of all work-related incidents that require emergency medical attention or hospitalisation in Australia. Suddenly, what seemed like a relatively inconsequential purchase in the overall scheme of safety, takes on new significance. This loss of productivity and the subsequent cost to business is completely avoidable in many cases, through better decision making when it comes to purchasing PPE.

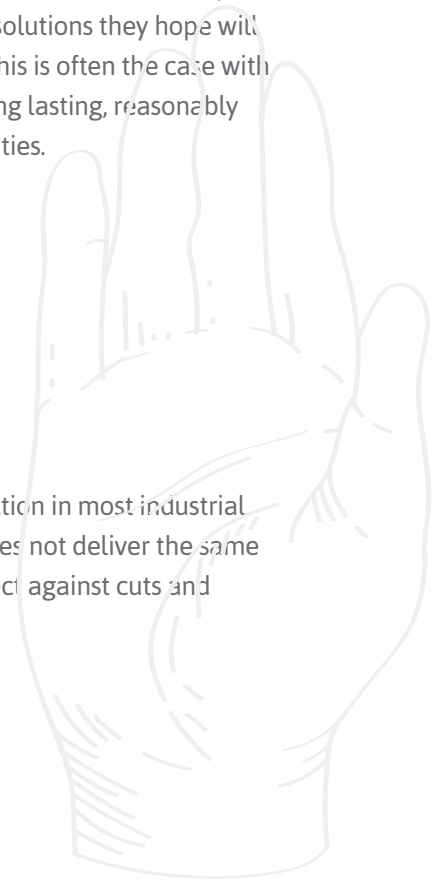
In industries that employ a range of trades to carry out vastly different tasks, many businesses opt to simplify requirements by providing generic solutions they hope will provide adequate protection across a range of applications. This is often the case with hand protection, where leather is resolved to be a suitable, long lasting, reasonably flexible, injury-preventing alternative for a wide array of activities.

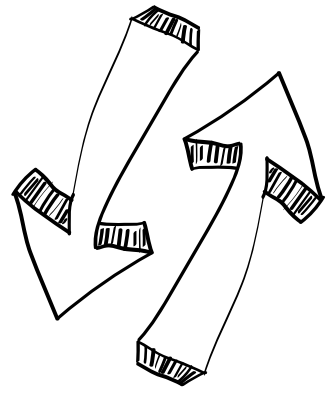
MANY BUSINESSES OPT TO SIMPLIFY REQUIREMENTS BY PROVIDING GENERIC SOLUTIONS

The truth is that leather does not provide adequate cut protection in most industrial situations. It is still susceptible to wear and tear and simply does not deliver the same deflective qualities as a product designed specifically to protect against cuts and lacerations when using heavy machinery or cutting tools.

LEATHER DOES NOT PROVIDE ADEQUATE CUT PROTECTION IN MOST INDUSTRIAL SITUATIONS

There are also comfort and dexterity considerations, as hand protection that hinders a worker will most likely be removed, furthering the likelihood of harm. Policies and procedures won't prevent injury if safety equipment is stripped off in an effort to actually carry out the required task.





THE DIFFERENCE

There have been great advances in cut resistance technology recently, which have largely been derived from observing working conditions and gathering insight into actual cut risk in many environments. The result is a safer glove experience, providing levels of dexterity which were previously unachievable at the level of mechanical performance offered

GREAT ADVANCES IN CUT RESISTANCE TECHNOLOGY RESULT IN A SAFER GLOVE EXPERIENCE

The difference is a specialised knitting technology that blends engineered synthetic and natural fibres into high performance yarns. The result is a high level of cut protection combined with exceptional comfort, giving workers the flexibility they need to handle equipment and tools easily and safely.

PURPOSE-DESIGNED EQUIPMENT HAS PREFERENCE OVER MULTI-PURPOSE OR GENERIC ALTERNATIVES

Purpose-designed equipment is usually constructed to be long-lasting, providing yet another reason for preference over multi-purpose or generic alternatives. Improvements in coating technologies have led to the development of a better, more enduring product in the case of hand protection, yet another significant cost implication. Cheaper alternatives often have a shorter life-span, making them a poor choice in the long run.

YOU CAN'T AFFORD THE ALTERNATIVE

When sizing up options, consider the true cost of a purchase and make sure the comparison being made between alternatives is accurate – are you really measuring apples for apples? Convenience shouldn't be the deciding factor in PPE purchases, even when it comes to something as 'simple' as hand protection.

LET'S START THE CONVERSATION

Ansell invites oil and gas industry executives to learn more about the Ansell Guardian® program and the full range of hand protection solutions available to protect their workers. For more information, visit ansell.com/ansellguardian.

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The Ansell logo consists of the word "Ansell" in a bold, blue, sans-serif font. A thick, blue, horizontal brushstroke underline is positioned beneath the letters, extending slightly beyond the left and right edges of the text.