



Focus on Safety: Ansell's Integrated Approach to Improve Your Business Performance

Presenter: Tim Paree, Senior Manager, Channel Development at Ansell

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Focus on Safety: Ansell's Integrated Approach to Improve Your Business Performance

Tim Paree

06/10/2021



HyFlex® GAMMEX® AlphaTec® MICROFLEX®

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- 01 Discuss relevant health and safety regulations and standards in the workplace
- 02 Examine the Challenges associated with PPE selection
- 03 Review Ansell's sitewide solutions assessment tool, AnsellGUARDIAN®
- 04 Identify the benefits of AnsellGUARDIAN®
- 05 Explain how to work with your Fisher Scientific representative to schedule your AnsellGUARDIAN® assessment

Why is Safety Important to You?

- Did you know that over **1 million workers** are sent to emergency rooms due to serious hand injuries every year?

- US Bureau of Labor Statistics

- About **32 million workers** are potentially exposed to chemical hazards on a yearly basis, with an estimated 650,000 existing chemical products and more added every year.

- OSHA

- Musculoskeletal Disorders account for almost 400,000 injuries every year.

- OSHA

How can you partner with Ansell to keep workers safe?

Who is Ansell?

Our mission is to provide innovative and effective solutions for safety, well-being and peace of mind, no matter who or where you are.

Every day, more than 13,000 people in 55 countries design, manufacture and market products on which millions of workers and healthcare professionals rely.



Global market
leading position in
attractive industries
segments



Provides
protection
solutions to **more**
than **25 specific**
industries



Manufactures
10 billion+
gloves per year



Average medical
professional personally
wears nearly **1,200**
pairs of **Ansell gloves**
per year



Protects more than
10 million workers
each day



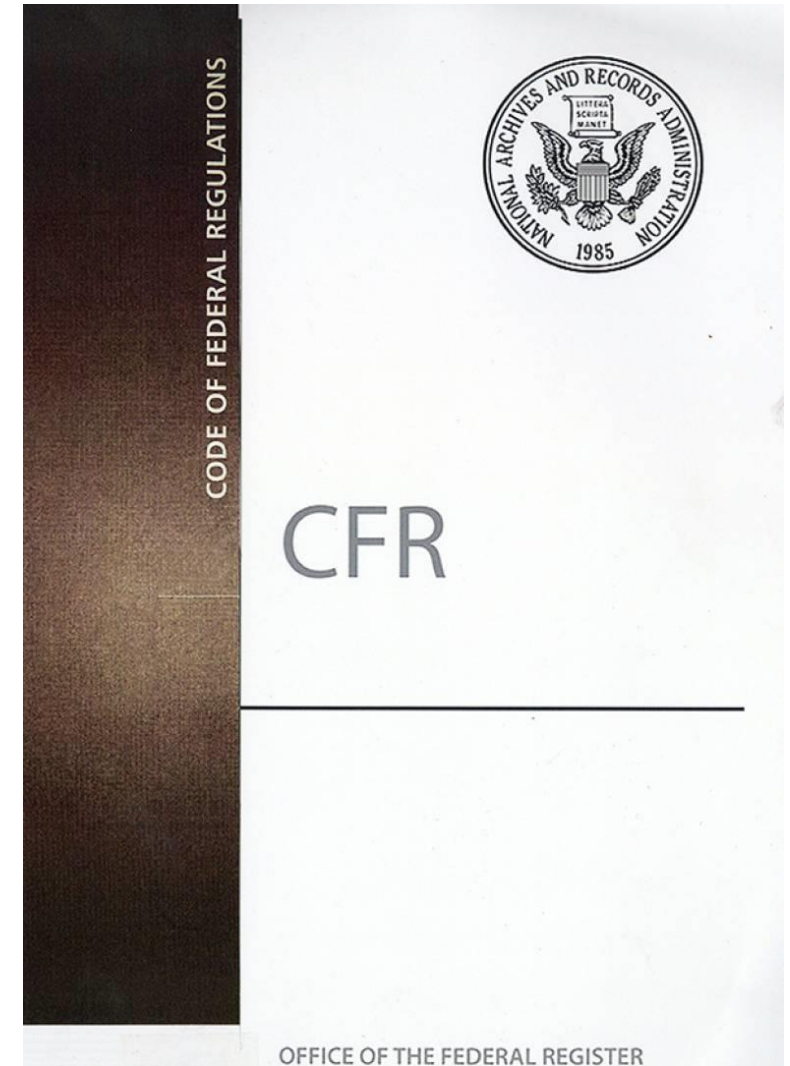
01

Safety regulations and
standards in the workplace

U.S. OH&S Landscape

Code of Federal Regulations

- The ***Code of Federal Regulations (CFR)*** is the codification of the general and permanent rules and regulations (sometimes called [administrative law](#)) published in the [Federal Register](#) by the executive departments and agencies of the [federal government of the United States](#). The CFR is divided into 50 titles that represent broad areas subject to federal regulation.
- The CFR annual edition is the codification of the general and permanent rules published by the Office of the Federal Register (part of the [National Archives and Records Administration](#)) and the [Government Publishing Office](#).^[1] In addition to this annual edition, the CFR is published in an unofficial format online on the Electronic CFR website, which is updated daily.



Title 29 CFR

CFR Title 29 - Labor is one of fifty titles comprising the United States [Code of Federal Regulations](#) (CFR), containing the principal set of [rules and regulations issued by federal agencies](#) regarding [labor](#).

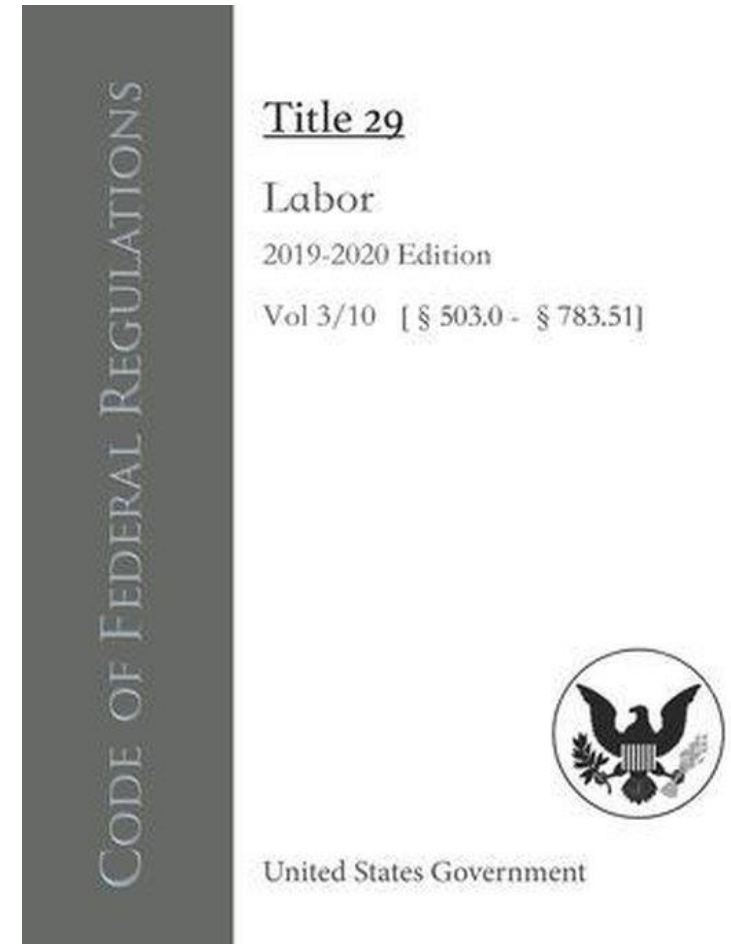
What is OSHA 29 CFR 1910?

For reference and enforcement, the rules created by all federal regulatory agencies are collected into a multi-part document called the Code of Federal Regulations (CFR). Within the CFR, regulations are organized by the governing department and the topic of the rules.

The rules from the Department of Labor, including OSHA's regulations, are found in Title 29 (Labor) of the CFR. The most commonly-encountered OSHA rules are those that apply to the "general industry," or most workplaces in the United States, and these rules appear in Part 1910 of Title 29.

This is where that mouthful of letters and numbers comes from: 29 CFR 1910 just means "Title 29 of the CFR, Part 1910." This collection of regulations is often referred to as OSHA's Occupational Safety and Health Standards.

While Part 1910 is the broadest collection of OSHA regulations, OSHA also has different sets of rules that apply to certain industries



29 CFR 1910

What is Covered in 29 CFR 1910?

OSHA's regulations in Part 1910 are divided into 20 subparts:

- Subpart A - General (sections 1910.1-1910.9)
- Subpart B - Adoption and Extension of Established Federal Standards (sections 1910.11-1910.19)
- Subpart D - Walking and Working Surfaces (sections 1910.21-1910.30)
- Subpart E - Exit Routes and Emergency Planning (sections 1910.33-1910.39)
- Subpart F - Powered Platforms, Manlifts, and Vehicle-Mounted Work Platforms (sections 1910.66-1910.68)
- Subpart G - Occupational Health and Environmental Control (sections 1910.94-1910.98)
- Subpart H - Hazardous Materials (sections 1910.101-1910.126)
- Subpart I - Personal Protective Equipment (sections 1910.132-1910.138)
- Subpart J - General Environmental Controls (sections 1910.141-1910.147)
- Subpart K - Medical and First Aid (sections 1910.151-1910.152)
- Subpart L - Fire Protection (sections 1910.155-1910.165)
- Subpart M - Compressed Gas and Compressed Air Equipment (sections 1910.166-1910.169)
- Subpart N - Materials Handling and Storage (sections 1910.176-1910.184)
- Subpart O - Machinery and Machine Guarding (sections 1910.211-1910.219)
- Subpart P - Hand and Portable Powered Tools and Other Hand-Held Equipment (sections 1910.241-1910.244)
- Subpart Q - Welding, Cutting, and Brazing (sections 1910.251-1910.255)
- Subpart R - Special Industries (sections 1910.261-1910.272)
- Subpart S - Electrical (sections 1910.301-1910.399)
- Subpart T - Commercial Diving Operations (sections 1910.401-1910.440)
- Subpart Z - Toxic and Hazardous Substances (sections 1910.1000-1910.1450)

The General Industry section of the OSHA regulation states, in part:

"The employer shall assess the workplace to determine if hazards are present, or are likely to be present, which necessitate the use of personal protective equipment (PPE)."

"The employer shall verify that the required workplace hazard assessment has been performed through a written certification that identifies the workplace evaluated; the person certifying that the evaluation has been performed; the date(s) of the hazard assessment; and which identifies the document as a certification of hazard assessment."

Hazard Assessment

§1910.132 General Requirements.

(d) **Hazard assessment and equipment selection.** (1) The employer shall assess the workplace to determine if hazards are present, or are likely to be present, which necessitate the use of personal protective equipment (PPE). If such hazards are present, or likely to be present, the employer shall:

(i) Select, and have each affected employee use, the types of PPE that will protect the affected employee from the hazards identified in the **hazard assessment**;

(ii) Communicate selection decisions to each affected employee; and,

(iii) Select PPE that properly fits each affected employee.

Note: Non-mandatory appendix B contains an example of procedures that would comply with the requirement for a **hazard assessment**.

(2) The employer shall verify that the required workplace **hazard assessment** has been performed through a written certification that identifies the workplace evaluated; the person certifying that the evaluation has been performed; the date(s) of the **hazard assessment**; and, which identifies the document as a certification of **hazard assessment**.

- The hazard assessment requirement (contained under paragraph d) and a paragraph on training requirements (paragraph f) apply to sections 1910.133 (Eye & Face Protection), 1910.135 (Head Protection), 1910.136 (Foot Protection), and 1910.138 (Hand Protection)
- While not explicitly stated, it would also apply to protection of the body (e.g., protective clothing).
- OSHA requires a written certification that the hazard assessment has been performed. However, there is no requirement that the hazard assessment itself be in writing.
- Most professionals would suggest that written documentation of the actual assessment, although not literally required, would be a best practice.

With respect to selection of gloves for protection against chemical hazards:

(A) The toxic properties of the chemical(s) must be determined; in particular, the ability of the chemical to cause local effects on the skin and /or to pass through the skin and cause systemic effects;

(B) Generally, any “chemical resistant” glove can be used for dry powders;

(C) For mixtures and formulated products (unless specific test data are available), a glove should be selected on the basis of the chemical component with the shortest breakthrough time, since it is possible for solvents to carry active ingredients through polymeric materials; and,

Summary

- OSHA requires employers assess for hazards, per 29CFR 1910
- Most professionals would suggest that written documentation of the actual assessment is a best practice
- Ansell's FREE sitewide solutions service **AnsellGUARDIAN®** provides deliverables that include info that can be utilized as a JSA (Job Safety Assessment).



02

Challenges associated
with PPE selection

Challenges Associated with PPE Selection

Chemical Resistance

- Over 168 million chemical substances & sequences registered
- 12,000 new substances are added every day!

Cut Resistance

- Cut protection is more than just cut resistance.
- Cut protection is the combination of influences that tend to prevent a worker from being cut.

Abrasion Resistance

- Abrasion Resistance and Durability are both important factors when choosing PPE.
- Most products are used for extended periods of time, and it is important to ensure that they provide the same level of protection at the end of the shift as they did at the beginning.

**Comfortable hand protection products that are easy to use mean that workers are more likely to use the recommended hand protection product. In the case of cut protection Ansell can play a significant role in keeping workers safe because they are more willing to wear comfortable, easy to use products.*

• Selecting the right PPE can be a daunting and complex process,
Ansell is here to help!



03

Ansell's sitewide solutions
assessment tool,
AnsellGUARDIAN®

AnsellGUARDIAN® Video



What is AnsellGUARDIAN®?

Ansell**GUARDIAN**®
Global Safety Services

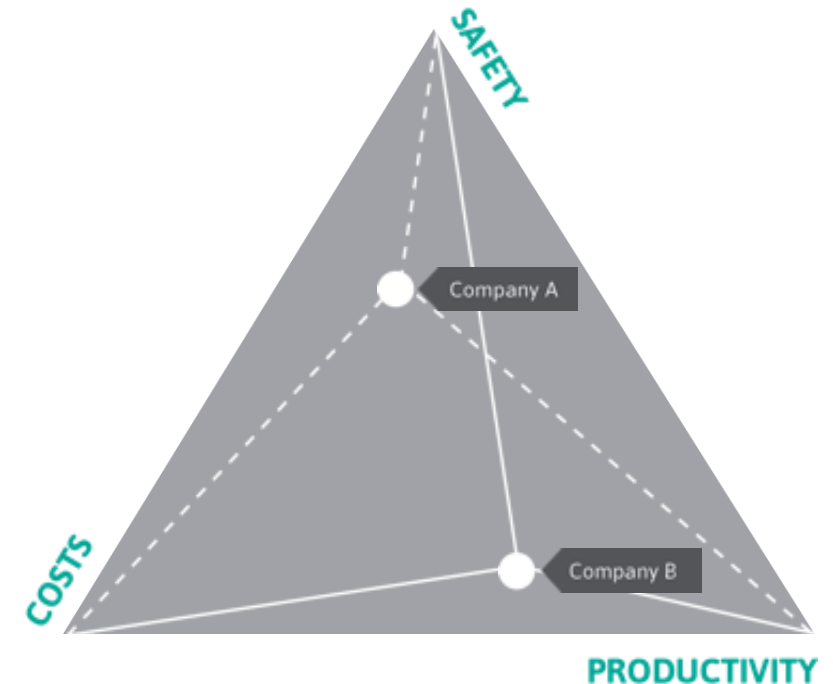
AnsellGUARDIAN® is our proprietary service to help companies select the right personal protective equipment solutions to:

- Improve safety and compliance
- Increase productivity
- Reduce total cost of ownership

Our team is dedicated to deliver optimal solutions and ensure successful change implementation to keep workers safe at all times

Ansell

Ansell**GUARDIAN**®
Global Safety Services



HyFlex® GAMMEX® AlphaTec® MICROFLEX®

Changing Dynamics on Personal Safety

As a global safety solutions leader, Ansell has a wealth of knowledge on personal protective equipment to prevent occupational hazards and other exposures

How can we be ready for the next pandemic?

- What PPE to wear to prevent virus exposure
- Donning and doffing techniques that minimize the risk of exposure
- Hand hygiene tips
- Resources for healthcare professionals
- Using right gloves for cleaning purposes
- Proper disposal of single use gloves
- The importance of picking the right glove size



➔ Visit [Ansell.com](https://www.ansell.com) to discover the latest updates on global PPE regulations and explore our full range of products certified to protect against exposure to viruses.

MICRO
2000

| 04

Benefits of
AnsellGUARDIAN®

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HyFlex® **GAMMEX®** **AlphaTec®** **MICROFLEX®**

Scope of Safety Services

Ansell**GUARDIAN**[®]
Global Safety Services



INCREASED SAFETY AND COMPLIANCE

Safety awareness, worker motivation, risk management and compliance



IMPROVED PRODUCTIVITY

Reduced waste, optimized inventory, recycling and disposal

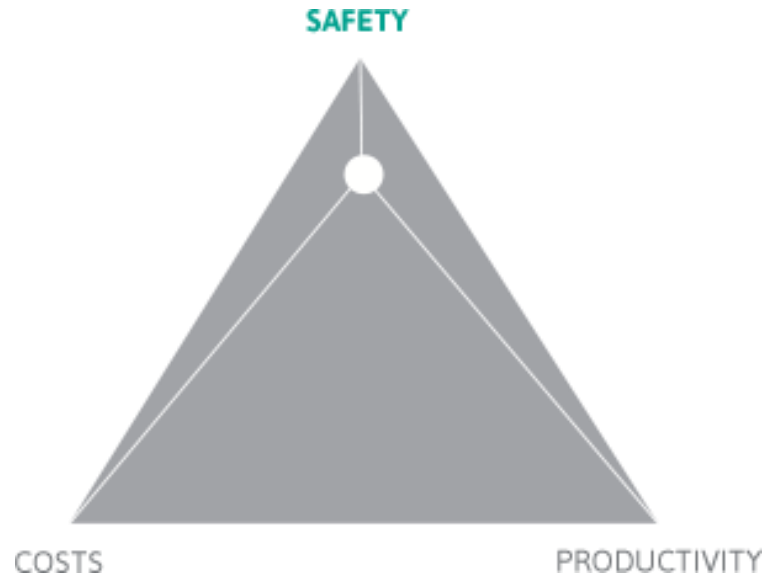


LOWER COSTS

Reduced cost of injuries, lower procurement and transaction costs, SKU reduction / standardization

Our team is dedicated to deliver optimal solutions and ensure **successful change implementation** to keep workers safe at all times

What's in it for you: SAFETY & COMPLIANCE

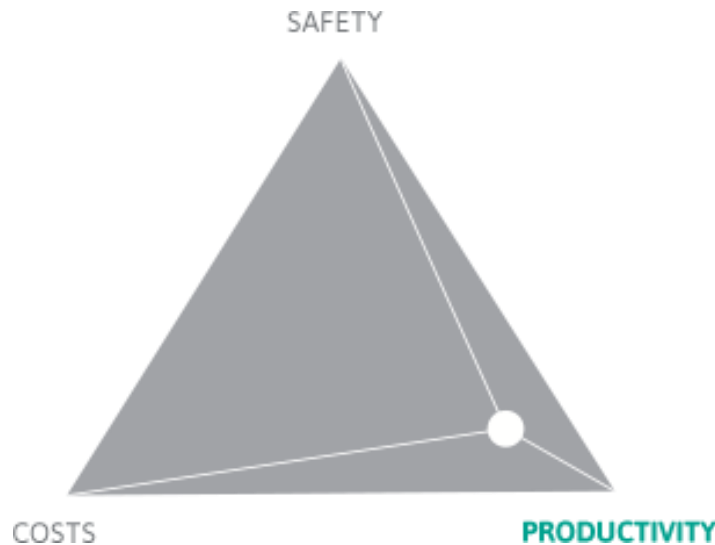


END-USER BENEFITS: SAFETY & COMPLIANCE

- Increased safety awareness and workers motivation
- Professional sitewide risk management advice
- Regulatory compliance

The **AnsellGUARDIAN®** report is an OSHA-friendly document that allows you to demonstrate compliance to past injuries and their company's dedication to keep their workers safe

What's in it for you: PRODUCTIVITY

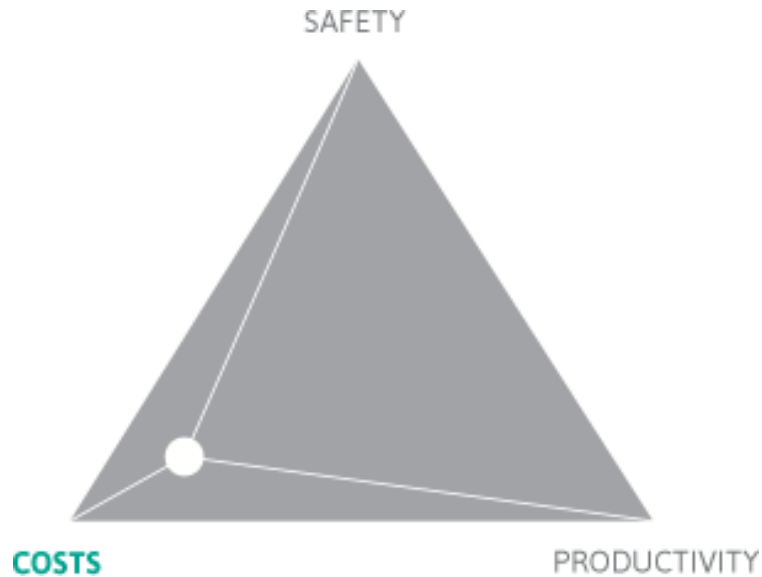


END-USER BENEFITS: PRODUCTIVITY

- Simplified accessibility and inventory
- Reduced waste production
- Solutions for reuse, recycling and disposal

AnsellGUARDIAN® delivers best-practice recommendations to optimize PPE dispensing, improve a company's output and eliminate waste, leading to increased overall productivity.

What's in it for you: COST PERFORMANCE



END-USER BENEFITS: COST PERFORMANCE

- Reduced cost of injuries
- Lower procurement and transaction costs
- SKU reduction/standardization

AnsellGUARDIAN® will help your customer reduce overall safety costs



05

Scheduling your
Ansell GUARDIAN®
assessment

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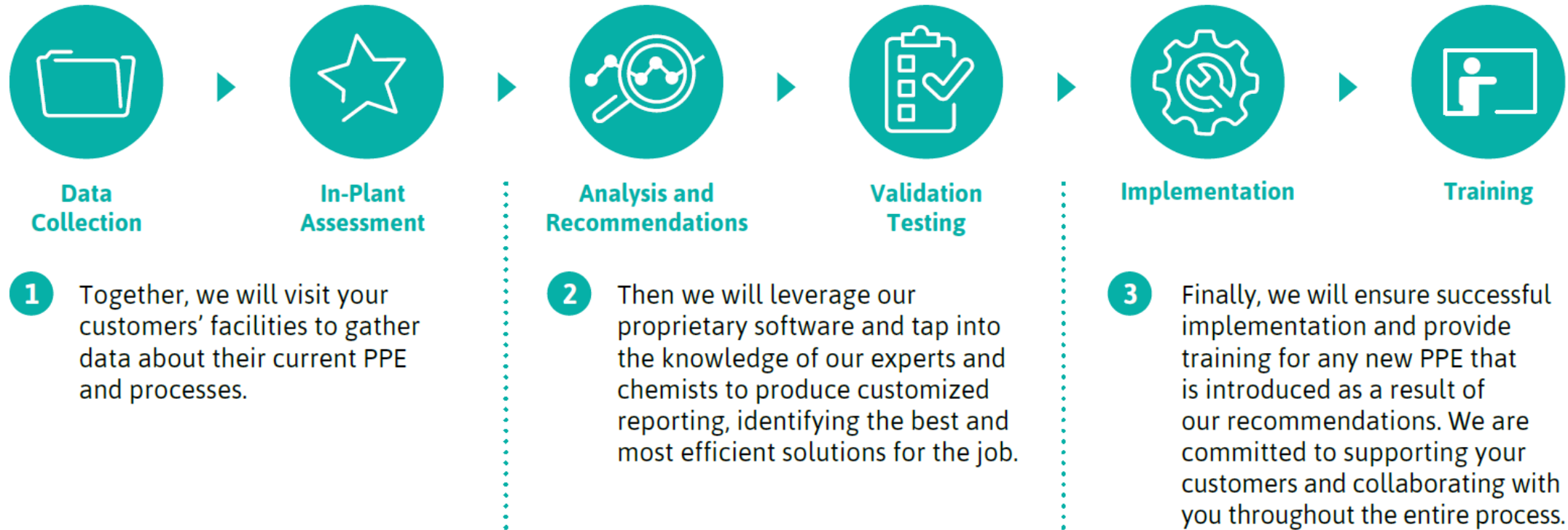
How to Start the Conversation

Internal Questions to ask

- Are there recent injuries?
- Are there multiple styles of products?
- Is there a lack of PPE signage?
- Is there a safety committee?
- Are there practices in place for obtaining PPE?
- Are there multiple chemicals?
- Is there a temp workforce in place?

"We partner with one of the premier manufacturers in the world and what they do for customers like you is help them..."

What's the AnsellGuardian® Process?



The AnsellGuardian® approach may be implemented within a **single** application, **entire** site, **enterprise** wide, **locally** and **globally**.

Collaboration Process from Day 1

ENGAGEMENT

Kickoff meeting

Engage project sponsors

Post meeting follow-up

Data

NDA

Project Management

EXECUTION

Plant Assessment

Internal meeting

Plant walking tour

Debrief

Findings Meeting

Internal meeting

Multiple Sites results

Samples distribution

Internal Alignment

Fisher Scientific / Ansell Check-in

Follow-Up Meeting

Product Validation

Optional, driven by the Fisher Scientific channel

Final Report

Internal meeting

Final report presentation

IMPLEMENTATION

Implement

Order assisting

Support materials

Follow-Up

Benchmark

Expand

Kickoff Meeting (Fisher Scientific & Ansell + Customer)



What's Discussed:

- Defining Guardian
 - Stress “Partnership”
- Discovering pain points by referencing Ansell’s 7 cost drivers
 - Backed-up with statistics
- Use “Like” customers for reference
- Laying out the process, time and information needed

Post Kickoff Follow-Up:

- Fisher Scientific/Ansell alignment
- Schedule alignment
- Timeline alignment

Who to Engage:

- EHS Director
- Plant Manager
- Risk Manager
- Purchasing Manager

Health/Safety
Executive



Operational
Executive



Corporate
Procurement
Executive



Data Management

Data required:

- Facility/s Floor Plan/s
- Number of employees in each department and/or in total
- List of Current PPE Products (gloves, sleeves, body protection) including manufacturer name and part number
- Monthly or Annual usage of current products
- Cost of each product
- Laundering costs and utilization procedures (if applicable)
- Current dispensing practice (vending, PPE crib attendants costs)
- Report of injuries (if any related to arm or body), both recordable and first aids.
- List of Chemical MSDS or CAS numbers

Non-Disclosure agreement

Sample Non-Disclosure Agreement (NDA)

Non-disclosure agreement

This Non-disclosure Agreement ("Agreement") is entered into effective (change this: insert date) (the "Effective Date") between:

(change this: add who is the Disclosing Party) (the "Disclosing Party"), hereinafter referred to as the "Disclosing Party" ("Disclosing Party", which expression shall mean and include its authorized representative(s), associates, affiliate, partners it may be appointing on its behalf or who benefit from this Agreement),

and

(change this: add who is the Recipient Party) hereinafter referred to as the "Recipient Party" ("Recipient Party", which expression shall mean and include its authorized representative(s), associates, affiliate, partners it may be appointing on its behalf or who benefit from this Agreement).

The Disclosing Party and the Recipient Party are referred to each as a Party and collectively as the Parties.

The Parties wish to discuss certain business opportunities. These discussions may require the Disclosing Party to disclose Confidential Information to the Recipient Party. The Parties wish to protect that Confidential Information.

This is adapted for one-way NDA. If you need mutual NDA, [create your own NDA agreement](#).

Definitions

Disclosing Party means the Party whose Confidential Information is received by the Recipient Party.

Recipient Party means the Party that receives the Disclosing Party's Confidential Information.

Confidential Information

Confidential Information means any information of or about the Disclosing Party that is:

- is identified as "confidential" or "proprietary" or "private" at the time of disclosure, when delivered orally or by any other means

Plant Assessment



Pre-Meeting:

- Review Expectations for the Assessment
 - Roles and Responsibilities
- Verification of the focused cost drivers
- Follow-up on any data still needed

What Occurs:

- Walkthrough by application
- Discussion with employees at each application
- Recording & Verification of any injuries in each area

Who's There:

- Designated Lead to give tour
- Ansell and Fisher Scientific Representative
- Department Supervisor
- Any Other facility interested parties

What's Observed:

- Recording & Verification of products used in each area
- How products are obtained (Controls)
- Record all products (Standardization and SKU Reduction)
- Record Hazards– Grip, cut hazards (Injury)
- Product Life Cycle (Cost Performance)
- Productivity issues (Waste Management)
- Glove Boards (Training)

Post-Assessment Meeting:

- Initial Reactions
- User comments debrief – what we "heard"
- Next Steps alignment – Samples, Reporting, etc...

Findings Meeting



What's Discussed:

- Review of Report
- Products to be Validated with detailed review of recommended solutions
- Establish a Validation Timeline, Follow-Up and Next Steps
- Define & align on what a successful validation looks like

Samples Support

- Evaluation Cards for employee feedback
- Possibility of walking floor and handing out samples to each employee testing
- Engagement w/Testing and Validation

Sample Report Page

ANSELL GUARDIAN ACCOUNT

Application Detail

APPLICATION NAME: Stamping

Application:	500626869	# of Employees:	50	Department:	Press
Job Description:	Loading sheet metal into machines that is pressing it into parts.				

CRITICAL FACTORS, SAFETY CONCERNS AND OBSERVATIONS


Recommend replacing the Leather driver work glove due to the low level of cut resistance. The style HyFlex 11-727 offers better cut resistance and will help to eliminate the injuries around the facility. The recommended product will also increase fit, feel, and dexterity for the employees.

Safety:	In addition to the improved cut resistant glove we recommend keeping a box of disposable gloves near by when the employees are handling any of the lubricating oils.
Productivity:	Abrasions, Burrs, Chemical Protection, Cut, Lacerations, Splinters Improved fit, feel and comfort can sometimes improve employee productivity. Dexterity, Dry Grip, Fit, Grip, Sizing
Comfort:	The HyFlex 11-727 will improve the employee comfort due to the dexterity Breathability, Dexterity, Fit, Flexibility, Grip
Accessibility:	Maintain current accessibility. Central stores, Departmental Cabinets

CURRENT PRODUCTS USED

Leather Drivers	IMPORT LEATHER GLOVE WITH LOW CUT RESISTANCE AND MINIMAL ABRASION RESISTANCE.
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RECOMMENDED PRODUCTS

 11-727	ANSI CUT LEVEL 2 WITH ANSELL INTERCEPT THAT OFFERS INCREASED PROTECTION WITH COMFORT AND MOBILITY
--	---

Follow-Up Meeting



What's Discussed:

- Evaluation sheet collection
- General feedback from end user
 - Possibility of walking the floor and speaking with users
- Follow-up and next steps
- Report and discuss trial results



THE GLOVES YOU HAVE BEEN GIVEN ARE TEST GLOVES.

After the gloves have been worn out, please complete the brief questionnaire below.

Company Name: _____

Employee Name: _____

Department: _____

TYPE OF GLOVE YOU CURRENTLY USE:

☐ Cotton ☐ Leather ☐ Vinyl ☐ Dyneema® ☐ Nitrile ☐ Kevlar®
☐ Natural Rubber ☐ Spectra® ☐ Other: _____

Name/style number of glove you currently use: _____

How many days (or hours) does your current glove last? _____ days, or _____ hours

Ansell glove being tested: _____

How many days (or hours) did the Ansell glove last? _____ days, or _____ hours

PLEASE RATE THE ANSELL GLOVE'S COMFORT, GRIP, ETC.
COMPARED TO THE GLOVE YOU NORMALLY USE

	Superior	Better	Equal	Worse	Does Not Apply
Comfort/Fit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Flexibility	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Oil Penetration	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Grip					
a. Oil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Dry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Wear

HyFlex® GAMMEX® AlphaTec® MICROFLEX®



Sample Evaluation Sheet

Final Report



What's Discussed:

- Review of Report with all parties
- Establish Next Steps and Implementation Timeline
- Review Training and Kick-off needs
- File Market Intelligence

Sample Report Page

ANSELL GUARDIAN ACCOUNT

Key Findings (Summary)

Upon implementation of Ansell Guardian, our analysis has identified the following areas of improvement:

FINANCIAL (\$)		METRICS	
Cost Performance Savings	\$21,562	Product Cost	23 %
Decreased Injury Cost	\$8,000	Injury Cost	67 %
Waste Cost	\$0	Waste Cost	0 %
Dispensing Controls	\$0	Dispensing Cost	0 %
Laundering	\$0	Laundry Cost	0 %
Sterilization Cost	\$0	Sterilization Cost	0 %
Vending	\$2,496	Vending Cost	10 %
Regulatory Compliance	\$0	Number of SKU	20 %
Decreased Training Cost	\$100		
TOTAL SAVINGS	\$32,158	TOTAL SAVINGS	39 %



28/Jan/2017

<http://guardianapps.ansell.com/termservice>

2

Ansell **GUARDIAN**



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Implementation Meeting

What's Discussed:

- Sales support: pricing, orders and etc.
- End-User support:
 - Glove boards
 - Trainings
 - Special events (Safety Day, Interactive Tours)

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PRODUCT BOARD

GLOVE STYLE	TASK/DESCRIPTION	EN RATINGS
REQUIRED *Marigold® Astroflex	 <ul style="list-style-type: none"> • Heat resistant glove • To be used in wax dipping process 	
REQUIRED HyFlex® 11-939/11-931 (Note of oil resistant)	 <ul style="list-style-type: none"> • Cut resistant glove • To be used for tooling changes • Handling materials • Light handling of chips • Using knives • Using steal banding 	
REQUIRED HyFlex® 11-731	 <ul style="list-style-type: none"> • Cut resistant glove • To be used for tooling changes • Handling materials • Light handling of chips • Using knives • Using steal banding 	
OPTIONAL HyFlex® 11-618	 <ul style="list-style-type: none"> • Light assembly 	
REQUIRED *VersaTouch® 23-202	 <ul style="list-style-type: none"> • Propane change out 	
OPTIONAL ActivArm® 97-631	 <ul style="list-style-type: none"> • Outdoor work • Cold protection – Not propane change out 	

Sample Product Board

Ansell

HyFlex®

GAMMEX®

AlphaTec®

MICROFLEX®

Follow-Up



What's Discussed:

- Benchmark current state
- Review Progress towards Savings Estimates
- Expand thru site and/or scale across the enterprise or division



Today's Presenter



Tim Paree

Tim Paree serves as Senior Manager, Channel Development at Ansell and is responsible for the Fisher Scientific and Ansell partnership in North America. He has worked in the PPE industry for 30 years, joining Ansell in 2001.

His roles and responsibilities have included Critical Environment Specialist and Corporate Account Manager where he facilitated comprehensive site assessments for the AnsellGUARDIAN™ solutions platform.