

**TILLMAN®**

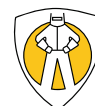
Case Study

How Tillman 1354 & 1357 MIG gloves reduced costs and improved worker safety.



- Background** A leading manufacturer in both warm mix and hot mix asphalt equipment was looking for a way to reduce their PPE costs. One piece of PPE they looked to for cost reductions was their hand protection for MIG welding. This company operates manufacturing facilities in three states and employees over 300 welders and fabricators and go through a lot of welding and handling gloves.
- Challenge** In late-2019 this company changed from a Tillman cut level MIG welding glove to a competitor's glove in an effort to reduce costs. The competitive gloves were not tested in the field to get the input from the welders and fabricators, the change just occurred.
- Objectives** While safety was paramount with this switch, the company did use a glove with comparable ANSI A2 cut resistance. Along with safety, the primary criteria for making the change was cost – how can this company reduce their annual MIG glove spend. The company's annual glove spend is ~\$80K.
- Result** The competitive gloves did cost less per piece; and there was a reason for this. The welders did not like the fit or feel of these new competitive gloves at all. The gloves were not nearly as comfortable as the Tillman gloves they were used to nor did they provide the dexterity they were used to. And finally, the competitive gloves did not last as long. The company wound up using 2:1 of the competitive gloves to the Tillman gloves. The company's effort to save costs would actually cost the company ~ \$9K more annually.
- Conclusion** After months of trial with the competitor's gloves, the company switched back to the Tillman 1354 with A2 Cut Resistance and then upgraded to the Tillman 1357 MIG glove with ANSI A7 Cut Resistance. The company found the Tillman 1357 provided the fit, comfort and dexterity the welders were used to. Also, the Tillman gloves lasted longer than the competitive gloves reducing their annual glove spend.
- Result** Tillman takes cut resistant materials and searches for the softest leathers to combine the two. The result is an extremely comfortable glove that is soft, pliable and will not fatigue your workers hands. Don't let the softness of the Tillman gloves fool you; they are durable and will outlast comparable competitive gloves saving you money in the long run.

Protection is a must; yet so is comfort.

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