



**TILLMAN**<sup>®</sup>

## Case Study

How Tillman 50 MIG gloves reduced costs and improved worker satisfaction.



**Background** A Midwest structural steel fabricator found their employees were wearing through welding gloves at an alarming rate. The company fabricates structural steel for the construction of hospitals, convention centers, educational facilities, office buildings and warehouses. This structural steel fabricator has over 150 production employees and has the manufacturing capacity to turn out nearly 30,000 tons annually.

**Challenge** Welders, fabricators and pushers were using a competitor's MIG welding glove. The life span for these competitive welding gloves was 5-6 working days. As fabrication demands grew, more welders and fabricators were hired and worked longer hours to keep up with demand. With this added capacity, welders were quickly wearing through welding gloves. As more gloves were consumed, they saw their annual spend on gloves increase.

The management team and safety supervisor looked to Tillman to help find a solution to lower costs while increasing safety.

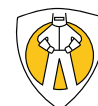
**Objectives** There were three objectives the company was focused on:

- 1) Provide a glove that was safe and would last longer than their current MIG welding gloves.
- 2) Offer their team gloves that were comfortable and that provided the dexterity needed so they would not need to take their gloves off exposing their hands to dangers for non-fabrication tasks.
- 3) Lower the annual spend on welding gloves while increasing safety.

**Tillman's Solution** After listening to management and watching workers throughout the day, Tillman and its distributor partner provided the company with a few Tillman MIG welding gloves as options. Samples were provided for the welders and fabricators to test.

**Result** At the end of the testing period, the company chose the Tillman 50 MIG welding glove. While the Tillman 50 cost more than their current competitive glove, it lasted three times longer. The competitor's MIG glove lasted 5-6 working days, the Tillman 50 MIG glove lasted 15-18 working days. The company saw an immediate reduction in cost and an increase in worker satisfaction.

Upon visiting the company after the Tillman 50 MIG gloves were introduced, employees remain very happy with the Tillman 50, a premium MIG glove that fits better and provided much better dexterity and comfort.



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