

SUCCESSFUL SAFETY: GATEWAY SAFETY COMES THROUGH

The style, comfort & cost of a Gateway Safety product helps avert injury!

Don't tell Robert Moctezuma that safety glasses are a commodity product. "StarLite® safety glasses saved my butt," he says emphatically.

Moctezuma, a service technician for a large climate control provider, was completing a routine maintenance check of an HVAC system in Houston, Texas.

While measuring the Freon levels in a condenser unit, Moctezuma immediately knew something was wrong. His pressure gauge read 325 pounds of pressure, which was significantly higher than normal. That's when a hose leading to his gauge burst, sending Freon, dirt, and debris flying everywhere, along with a screw into his safety glasses.

"At first, I didn't even realize what had happened," Moctezuma recalls. "I just wanted to get the Freon leak stopped. That's when I noticed something strange in my field of vision." Although the screw went straight into the lens, no metal went through. "I'm surprised it held," Moctezuma explains. "Three hundred and twenty-five pounds is a lot of pressure. I'm not sure that many glasses would have held."



The screw went straight into the lens, but no metal went through.

Moctezuma was wearing StarLite brand safety glasses, which are manufactured by Gateway Safety®, Inc. Located in Cleveland, Ohio, Gateway Safety has been manufacturing high-quality safety products for more than sixty years. Today, they produce safety equipment in five key product categories, including eye, face, head, hearing, and respiratory protection.

Each of these products is made with the same intense dedication to quality that went into StarLite safety glasses. "To meet the demand for lower pricing, some manufacturers choose to take shortcuts, such as using recycled materials," explains Matthew Love, Gateway Safety's Vice President. "We use virgin raw materials, because we know it produces a more durable safety product, with better optical qualities."

At the same time, the need for value-oriented safety products has never been more critical. Robert Moctezuma's employer is just like most other U.S. companies. They face stiff competition and continually shrinking margins. Vendors, even safety vendors, must provide cost-effective solutions.

According to Joel Eggebrecht, the Director of Safety at Robert Moctezuma's employer, Gateway Safety provides significant value. "The StarLite is cost-effective. It's lightweight and fits great – not big and bulky like other brands. As a result, we've had more success getting people to wear their safety glasses, which will also save us money in the long run. Best of all,



*"Starlite
safety glasses
saved my butt!"*

the StarLite clearly gets the job done."

Gateway Safety is extremely proud of this value proposition which is unique in the industry. "There will always be someone willing to sell for less," explains Love. "Unfortunately, all too frequently, that lower price comes at the expense of product quality. When it comes to the safety of our customers, Gateway Safety will never compromise for a few pennies."

For Robert Moctezuma, that made all the difference


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