

# A Safety Eyewear Win-Win: Improving Compliance and a Lumber Mill's Bottom Line

Many companies understand how important employee safety is, but still struggle with the balance between providing proper PPE and keeping costs down. For procurement departments, it's all about measuring the cost versus the benefit of providing proper protection. But what ends up being pricier? PPE that properly protects? Or "saving money" up front and hoping that employees won't have any injuries resulting in expenses and lost time?

## The Problem

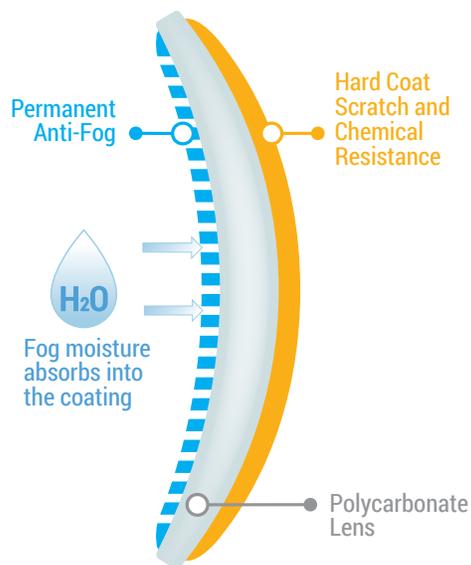
A lumber manufacturer's safety manager, Ricky, was experiencing compliance issues with his employees when it came to wearing their safety eyewear. Workers were either removing their eyewear throughout the day because it was uncomfortable or fogging or they weren't wearing it at all. Unsurprisingly, this started causing a greater risk of employees getting dirt, debris, and sawdust in their eyes. Ricky knew they needed to improve their eye safety program but wasn't sure where to start, so he invited HexArmor® to talk through some possible solutions.

## The Process

After learning the lumber manufacturer's challenges, HexArmor® suggested a trial with a few different pairs of safety eyewear so that they could determine which would be best for them.

They started trialing HexArmor's safety eyewear with a TruShield® anti-fog coating. TruShield® is a multi-purpose coating that has a permanent anti-fog coating on the interior of the lens and a scratch-resistant hard coat on the exterior of the lens (that won't wash off over time). TruShield® was chosen because workers were experiencing fogging on the inside of their lenses from body heat, and scratched lenses because of improper cleaning and the dirt and sawdust that was flying around.

After the initial trials, the overall feedback was extremely positive. Employees expressed that HexArmor® safety eyewear was much more comfortable than their previous PPE and eliminated



almost all their fogging issues. The compliance problem was solved; employees were keeping their eyewear where it needed to be – in front of their eyes.

As happy as Ricky was with the results, he was nervous about approaching the purchasing manager and proposing that they spend two to three times the cost on new eyewear, for fear that employees wouldn't take good care of them.

## The Result

HexArmor® understood and listened to Ricky's concerns and proposed a cost and use analysis (cost per day) to compare what the lumber mill employees were currently wearing with the HexArmor® safety eyewear they were interested in using. The goal was to see if the longevity and performance of HexArmor® eyewear could justify the cost of the offering.

## HexArmor® TruShield®

Multipurpose dual coating that's suitable for most applications and environments.

All HexArmor® coatings have four unique characteristics:

- Permanent, never wash off
- Hydrophilic properties
- Scratch resistant
- Flow coated

Made in Germany 

What they found was compelling. Their current eyewear was only lasting them 12 days, while HexArmor® eyewear was lasting an average of 35 days. The ultimate finding? Switching to HexArmor® eyewear would cost them nothing over and above what they were currently spending in terms of cost per day.

Based on 210 employees working 250 days per year

	Current Eyewear Average	MX200	MX300
<b>Cost (\$)</b>	\$4.85	\$8.49	\$10.49
<b>Days of Service</b>	12	35	35
<b>Employee Cost per Day</b>	\$0.40	\$0.24	\$0.30
<b>Overall Cost per Year</b>	\$21,000.00	\$12,600.00	\$15,750.00
<b>Cost Savings per Year</b>	\$0	\$8,400.00	\$5,250.00

This was only an analysis of the *cost of the eyewear*. This *didn't* include the money they'd be saving from their employees remaining compliant, avoiding direct and indirect injury costs, and the overall boost in employee morale they'd experience because of more comfortable, higher-performing eyewear.

## Cost of an Injury

The costs below are based on the latest OSHA data. While insurance and Workman's Compensation may cover most or all of the direct costs, the employer always bears 100% of the indirect costs. The calculation of what this means in sales is based on a **17.5%** profit margin.

# Incidents	Direct Cost	Indirect Cost	Lost Wages/Productivity	Direct Cost Sales Impact	Indirect Cost Sales Impact
1	\$550.00	\$730.00	\$4,200.00	\$3,142.86	\$4,171.43

For more information visit <https://www.osha.gov/dcsp/smallbusiness/safetypays/estimator.html>

After reviewing the cost per day, cost per year and cost per injury information, the lumber mill extended the trial and was pleased to find that about 80% of the HexArmor® safety eyewear they were trialing was lasting well past the 40-day mark. The only pairs that didn't last as long were either lost or poorly cared for.

After the trial was completed, HexArmor® returned to the lumber mill to help fully implement HexArmor® safety eyewear. They spent time educating the team on how HexArmor® eyewear technology works, how to properly fit test the eyewear, and how to care and maintain it for increased longevity. After three months of use, only a few pairs were replaced – well above the 40-day target goal. Overall, it was a win-win for safety, compliance, and the company's bottom line.



### MX200

**Modern safety eyewear with wraparound lens design for maximum protection**

- The MX200 with permanent anti-fog coatings features a wraparound lens design that delivers maximum protection and a durable frame with a soft, low-pressure grip thanks to HexArmor's unique dual-injection mold technology.



### MX300

**Sleek, modern styling with maximum protection and comfort**

- The MX300 with permanent anti-fog coatings features a modern wraparound style, wide-vision lens, and an integrated soft brow guard and nose piece for ultimate protection and wearability®

## The Importance of Cost Analysis

Cost-benefit analysis is a vital part of any decision-making process and is especially important when making PPE purchasing decisions. It is imperative that those involved in purchasing decisions consider all the factors and weigh them appropriately. Every company will have different qualifiers for their safety program, but there are a few factors that should never go unaddressed:

- Prevalence of injuries in a specific application or industry
- Cost of an individual injury case
- Proper ways to prevent common injuries

*HexArmor® is an industry-leading manufacturer of high performance personal protective equipment (PPE). Protective devices do not provide unlimited protection. Some operations may require machine guards, face shields, special filter lenses, or other safety equipment. Safety eyewear does not provide complete protection against hazards, and should only be used in conjunction with the prescribed safety equipment for the application as well as defined safety practices.*



### VS350

**Lightweight compact goggle that adapts to any face shape**

- The VS350 is a wide-vision, compact safety goggle that offers ultimate lightweight protection and wearability®. With permanent anti-fog coatings, the VS350 stays safe and comfortable during extended periods of wear.



### LT300

**Comfortable, full-coverage goggle that can also be worn over prescription glasses**

- The LT300 goggle features a durable, complete-coverage soft seal with an indirect channel ventilation system that safeguards against liquids, dirt, and debris.