

YOUR COMFORT GUIDE

STRESSED?



- *WHAT DO I NEED?*
- *WILL IT FIT?*
- *CAN I GET IT IN TIME?*

At Sam's Safety Equipment we know that your job can be stressful. Finding what to wear on the job shouldn't be. We have a simple three step process for your personalized Comfort Journey. Consider this Comfort Guide as a resource to make sure that you're calm, confident, and comfortable on the job.

YOUR COMFORT JOURNEY

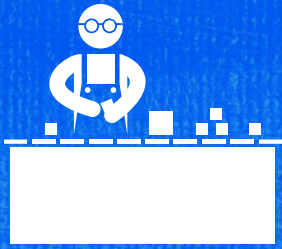
1. Needs Assessment
2. Triple Check Fitting
3. 30 Day Comfort Guarantee

This Comfort Guide will focus on the first step in your Comfort Journey, the Needs Assessment. This assessment will determine the recommendations for the second step in your Comfort Journey, your Triple Check Fitting.

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NEEDS ASSESSMENT

#1) WHAT DO YOU DO FOR A LIVING?

We ask this open-ended question because it's the most valuable question we've found in decades of serving industrial professionals. Knowing your role and industry tells us about 50% of what we need to know to make a good set of recommendations for your Triple Check Fitting. This question will inform what safety requirements you must meet for your job, we may have some follow up questions in case we need to know more about your job.

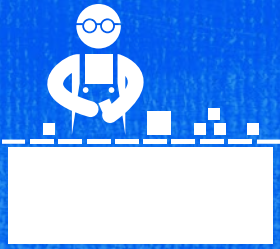
We have years of experience outfitting industrial professionals just like you going offshore or working on a pipeline. We will make sure that you're covered for your safety requirements.

We break product recommendations into variations of two basic factors: Intensity and Frequency. The next two questions will address the intensity and the frequency of your job and makes up the other 50% of our assessment

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NEEDS ASSESSMENT

#2 WHAT ARE YOUR JOB CONDITIONS LIKE?

We've found that this question gives us a lot of insight into the intensity of your job and has a big effect on the durability and construction of the safety equipment you need. More intense jobs will require more rugged and durable equipment, while for less intense jobs we're looking to streamline and optimize weight and bulk.

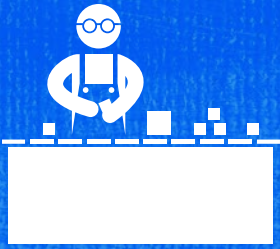
#3 HOW OFTEN ARE YOU ON THE JOB SITE?

This question makes a huge difference in frequency of use and how each piece of safety equipment will bear the test of time. All of these products are consumables, but we don't want you wearing something cheap that will wear out in one day and have you miserable on the second day. At the same time we don't want to recommend something that is overkill for your job and becomes an heirloom your grandchildren will inherit.

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NEEDS ASSESSMENT

EXAMPLE CUSTOMER NEEDS ASSESSMENT

- #1 I'm a petroleum engineer working for an E&P company
- #2 I have to go to the drilling site of our shale well in West Texas
- #3 I'm usually in the office, but will be at the rig from time to time

TRIPLE CHECK FITTING RECOMMENDATIONS

This is a high intensity, low frequency job. She needs quality safety equipment due to the intensity of the job site when she is in the field, but doesn't need the most durable or expensive equipment.

She needs a defined heel, all leather boot, but waterproof is not necessary. FR clothing is a must, but due to the low frequency she can use jeans and a shirt. She'll need a hard hat, but has fall issues like an offshore rig that require a lanyard or chin strap. She'll want good impact gloves and a couple of pair of safety glasses, clear and tinted.

[SEE RECOMMENDATIONS HERE](#)

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TRIPLE CHECK FITTING

In the world of industrial workplaces Comfort = Fit. This means not only finding the safety equipment that fits your needs and job sites requirements, but also that fits you. When we make clothing and footwear recommendations we'll give you three options to try on. We want you to walk in it, stretch in it, and get a feel for the fit of the item.



COMFORT GUARANTEE

We secure your Comfort Journey with our 30 Day Comfort Guarantee. We know that following our Needs Assessment and Triple Check Fitting has worked for thousands of other professionals and will work for you too.

If you're not comfortable wearing your safety equipment just bring it back and we'll get you into something that makes you the confident, calm, and always comfortable professional for every situation.

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