



# The Convenience, Safety, and Cost Savings of PPE Vending Machines for Work Gloves, Safety Glasses, and More



Organizations looking to better manage inventory and consumption of personal protective equipment like work gloves, safety glasses, and protective sleeves can greatly benefit from PPE vending machines.

After the unprecedented challenges brought on by the pandemic, your current PPE management strategy may need upgrades. More employees are returning to work and businesses are expanding their workforce to meet the rising demand for goods and services. Now is the time to get your PPE and safety programs into fighting shape so you can avoid high incident rates that lead to workforce reductions, higher workers' compensation costs, and potential regulatory fines.

As important as safety is, some companies don't have dedicated personnel to manage their PPE inventory. When they do have that dedicated role, the position is likely to include many responsibilities, from conducting audits and inspections to organizing every aspect of your facility's safety program. That's why it's mission-critical to make providing, tracking, and reordering PPE as hassle-free as possible.

Even when stocking something as seemingly simple as [work gloves](#), safety personnel must take several factors into consideration to ensure that employees are using the best work glove for the job. In one area of the facility, it may be ideal to use a cost-effective, lightweight work glove like nylon [inspectors' gloves](#) or Nitrile dipped work gloves. Did you know that in some cases nylon gloves have replaced other types of general purpose safety work gloves like [leather palm gloves](#) or cotton gloves? They are ideal for precise and delicate work that still requires protection like electronics operations, laboratory work, semiconductors, and pharmaceuticals - you can [learn more from our Nylon Glove Guide](#). Other areas may need [cut resistant gloves](#), [coated gloves](#), or [chemical resistant gloves](#). Certain areas may also have different requirements for [safety glasses](#), [protective sleeves](#), etc.

The global industrial vending machine market size is estimated to reach USD 3.72 billion by 2025, registering a CAGR of 8.9% from 2019 to 2025.

- [www.businesswire.com](http://www.businesswire.com)

Luckily, PPE vendors are ahead of the curve in safety, innovation, and convenience. PPE vending machines are exploding in popularity and completely changing how facilities handle the distribution and management of highly consumable and valuable products, like work gloves, protective sleeves, and safety glasses. With social distancing and hygiene top-of-mind, this solution has offered more benefits than expected.

In this eBook, we'll help you determine whether PPE vending is the right solution for you and provide a strategy for transforming your organization into a well-oiled safety machine with optimized PPE inventory and greater compliance.

# We can help you transform your commitment to health and safety into meaningful action.

We know you care about your employees and want to take meaningful action to support their health and safety. To begin, ask yourself:

- Are your employees having trouble accessing PPE when they need it?
- Do they have to spend valuable work time hunting down a supply station or manager?
- Do safety personnel struggle to keep track of PPE?
- Is it difficult to keep the right amount of stock on hand?
- Do you lack third shift controls on PPE?

If the answer to any of these questions is yes, then it's time to explore potential solutions. These are common challenges, but the past year has only compounded and highlighted the issues for many teams. Safety personnel often found themselves blocking and tackling, devising stopgap measures to ensure items like cut resistant gloves and protective sleeves are readily available.

You want to solve these challenges and provide them with everything they need to have a safe and productive work day — reducing injuries and compliance issues while maintaining your company's bottom line.

You may think this is easier said than done, but PPE vending is an innovative yet simple way to achieve these goals. PPE vending also makes good business sense because the programs are low in initial startup cost, leading to significant savings in the long run with higher productivity and greater efficiency among workers. At Stauffer, we offer a PPE vending machine program at no additional capital cost — your machine is included as part of your supply program with Stauffer.



We also know it can be intimidating to consider implementing a new service and program — especially during times of change and uncertainty. Partnering with the right vendor is key. Stauffer is a 113-year-old family business with specialists exclusively focused on safety and PPE.

We're committed to simplifying the PPE management process and offering clients ideal solutions for their facility. If PPE vending isn't suitable for you, we won't recommend it. However, it's an excellent problem-solving solution for many organizations, so let's dive into the details and provide you with the background you need to make an informed decision about PPE vending and whether it's right for you.



## How PPE vending machines for critical items like cut resistant gloves and safety glasses offer convenience, safety, and cost savings.

For most organizations, there are 4 primary benefits to PPE vending:



**Cost savings through inventory control**



**Simplified ordering and inventory management**



**Higher productivity through convenience**



**Increased safety through compliance**

Let's explore each of these benefits and talk about what they can mean for you.



## Cost savings through inventory control.

[PPE vending machines are projected to offer a savings of 25-40% thanks to increased efficiency, reduced product usage, and greater productivity, according to Industrial Safety and Hygiene News.](#)

Tracking and reporting play a significant role in this benefit. Vending machines offer a host of customizable features that provide automated information to help safety personnel with overall PPE inventory management.

You can assign employee identification numbers or integrate their employee badges with the PPE vending system to assign specific access parameters. This lets you manage who has access to what kind of PPE and how often. You can also stock machines in specific areas with only the products needed for that area, helping to ensure that employees use the appropriate PPE. The machine also generates reports that clearly show which employee used which PPE, so you can learn valuable insights like whether you're allowing certain groups enough or should consider reducing or increasing their allotment. For example, if someone reaches their daily or weekly limit and still needs more cut resistant gloves or safety glasses, that's a signal you may need to allocate more or choose a more durable product to reduce waste and increase safety.



### Customer Successes:

- A cabinet manufacturer implemented new PPE vending machines and reduced their consumption by 40%, saving thousands of dollars per month.
- An energy company implemented new PPE vending machines and saved hundreds of thousands of dollars per year across only 4 facilities.
- An industrial engineering and manufacturing company transitioned their existing PPE vending to Stauffer and saved over \$200K over the following 3 years.



## Simplified ordering and inventory management.

PPE vending machine tracking and reporting can also help you better forecast and fulfill your PPE needs. The machines keep a digital record of inventory levels and can automatically place an order for replenishment. This way, your inventory is continuously optimized to reduce waste while ensuring that PPE is always available.



*With services like Stauffer's, you don't have to worry about restocking. We'll get the order electronically and stock the machine for you, so your teams always have what they need without lifting a finger.*



## Higher productivity through convenience.

If employees don't have to hunt down PPE or a manager to supply it, it's easier for them to stay compliant. It's also easier for them to focus on the job at hand and remain productive. PPE vending can be placed almost anywhere. You can make it available 24 hours right at point-of-use so safety items are mere steps away rather than a long trek to another part of the facility, or at points of entry where employees enter and exit.



## Increased safety through compliance.

[According to OSHA, on average 70% of workers who experienced a hand injury were not wearing gloves.](#)

It's easier for employees to comply with PPE guidelines when cut resistant gloves, safety glasses, and other items are readily accessible. If they don't have to spend time searching for PPE or a manager to supply it, there's no reason not to use it, which helps keep employees safe from injury.



Lowering injury rates can help you avoid OSHA violations and costs associated with incidents like workers' compensation and lost productivity from downtime and delays. Creating a safer environment can also positively impact employee satisfaction, engagement, and retention.



Data from tracking and reporting can help your teams get clear insights into how effective your safety practices are, so you can spot new opportunities and zero in on areas for improvement, or even celebrate and expand positive practices that are already working well. Plus, this data on employee PPE usage can be instrumental during an OSHA audit or incident inspection — documentation may be requested.

## Not sure where to start with PPE vending? We can guide you in just 3 easy steps.

Considering new solutions and providers can be daunting, but you don't have to do it alone. We've put together this simple 3-step plan for getting started with PPE vending machines — starting with determining if they're right for you.

### **1. Do your homework.**



Now that you know more about the possible benefits of PPE vending, it's time to analyze your company's supply chain to identify where there are challenges and opportunities to improve. Stauffer often guides clients through this process to prevent it from becoming a guessing game or a prolonged trial-and-error activity.

Generally, a vending machine program has two key benchmarks:

1. At least \$2,000 per month of PPE throughput in order for there to be a reasonable ROI
2. At least 50-100 employees per vending machine who use similar PPE items

We know managing safety risks requires having the right PPE, used correctly, in the right place at the right time. Our priority is always helping identify the ideal solution for your unique needs. We don't have quotas to meet like many industrial suppliers, so there's no pressure to choose PPE vending as your solution at the end of the initial discovery process. If it isn't right for you, we'll be honest about that and help you find a better option.





## 2. Get employee buy-in

Safety programs are only effective if employees support them and believe they offer tangible benefits.

Any solution you choose must have clear and meaningful benefits articulated to end users. Cost savings, for example, is exciting to management, but most employees are more interested in their safety and convenience.

Get end users involved in the process early to provide insight and demonstrate themselves as a valuable part of the decision-making process. Getting an early investment of their time gives them a stake in the program's success.

Consider appointing champions for each facility to help generate buy-in with peers. Choose someone well-respected among end users, who connects with them and understands their desires and concerns.

## 3. Choose the right partner.

One of the best ways to take full advantage of the benefits of PPE vending is to partner with a provider who can take the hassle of replenishment off your hands. With digital tracking and ordering capabilities, machines will send replenishment orders straight to us. We'll have you restocked at optimal levels so you don't have to worry about running out of PPE or ordering too much.

You want a partner that values your organization's success above meeting quotas. Stauffer sales associates have no such quotas and focus only on providing you with the best possible options to balance and optimize both safety and cost.

# Take control of your PPE safety program and start benefiting from PPE vending today.

With the right partner on board, you can transform your organization's PPE strategy from reactive to proactive. Instead of trying to catch up with PPE demand, you can:

- accurately forecast so you always meet demand — without over-ordering;
- reduce waste by providing exactly as much PPE as your workers need — no more, no less;
- use digital inventory tracking to learn more about each area's needs and identify areas that may be under- or over-served on PPE allotment;
- reorder/restock with hassle-free automatic replenishment.

Perhaps best of all, you can improve each facility's safety record and ensure your employees have the best chance possible to stay healthy and happy in their roles, creating a better workplace culture to attract and retain talented employees.

At Stauffer Glove & Safety, we have been serving clients with work gloves, safety glasses, protecting sleeves, and more since 1907, so we have deep knowledge and expertise in providing PPE to facilities like yours. We've been family-owned for 5 generations, with safety specialists embedded across the country. And with over 350,000 square feet of warehousing and \$25M in PPE inventory available, we can serve organizations of any size. [Contact us](#) and we'll help guide you through optimizing your PPE management program. We have a team available to help with discovery, installation, implementation, and ongoing support.



## Customer Testimonials



*During the pandemic, Stauffer has worked with our company to service our needs during difficult times. Stauffer has always been a pleasure to work with. Customer service is key, and the Stauffer team is excellent. Safety is a first priority in our company and Stauffer's products have kept our employees SAFE.*

**- Gas Distribution Company**



*Stauffer Glove & Safety has been our primary supplier for over twenty years for all our safety related products and needs. We chose Stauffer Glove & Safety for their outstanding customer service, attention to detail and excellent pricing. What started as a glove and safety supplier has developed into a very close partnership that remains strong.*

*Stauffer Glove & Safety has helped us through many challenging times including floods, recessions and new product development. The outstanding team at Stauffer's has always been by our side and always available to fulfill our ever changing needs.*

**- EHS Manager**



*Stauffer Glove & Safety has been able to keep our plant in critical PPE during the pandemic. Although the products we purchased are used for our manufacturing needs, they overlap into the requirements for COVID-19 precautions. Stauffer's customer service team has been excellent in getting us through this crisis. Thank you!*

**- International Glass Manufacturer**

