



# SAFETY SERVICES, INC.

**We are Safety Simplified.**

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[safety-services-inc.com](http://safety-services-inc.com)



**SAFETY  
SERVICES INC.**  
SAFETY SIMPLIFIED

# Safety Simplified

## *Part of Your Competitive Advantage*

**FACT:** *When you create a safety culture that causes your workers to think in terms of eliminating risk and you provide them with the tools to do it, recordable injuries plummet.*

Fewer injuries = higher morale, less turnover, less downtime, fewer post-incident investigations, and a track record that improves your reputation.

This means safety isn't just a CYA. It's a competitive advantage.



## Let's Get Acquainted...Shall We?

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Our goal is to be more than your preferred supplier of PPE. Our goal is to be your partner in promoting your safety culture.

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# Safety Services, Inc.

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## About SSI



Members of the Kalamazoo Area Safety Engineers Assoc.  
Left to Right: Harry Weber, Les Kinney, Bill Race, **Don Robart - Founder, SSI**, Gordon Moore, Forrest Kimmell, and Wayne Stetler.

## *We Are Safety Simplified*

At Safety Services, Inc, we believe there is a better way to procure PPE. A specialized, streamlined approach that supports your safety culture and delivers cost containment. We call it, *Safety Simplified*.

In a world full of unique challenges, fulfilling your organization's safety needs shouldn't be one of them. You deserve not only a safety provider, but a partner. Safety Services is dedicated to delivering tailor-made solutions that help you reach your goals, keep you in budget, and support your workforce's safety.

Safety Simplified: it is who we are, and it is why we come to work every day.

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### OUR VISION

- *Injury-free careers and enhanced quality of life for industrial workers everywhere.*

### OUR MISSION

- *To empower every industrial workplace to be an injury-free zone.*



# Our Promise To You

*We promise to support you in reducing injuries, increasing compliance, and containing cost wherever possible.*

1

## Industry Expertise

We are a team of expert-level safety specialists with over 50 years of combined experience. Certified as Qualified Safety Sales Professionals and Safety Equipment Experts, our team of highly trained safety specialists can provide documentation of inspection, Competent Person Training for Fall Protection, Respiratory Fit Testing, and more.

2

## Best-in-class Resources

As a premier distributor for 3M, a preferred plus distributor for MSA, and a major authorized distributor for over 400 quality manufacturers, SSI can source virtually any safety product or equipment you may need.

3

## Cost Containment

Through product consolidation, spend and use assessments or controls, and alternative product matching we actively collaborate with you to provide the highest level of protection at a competitive price.

# Our Company History

## *Once Upon A Time...*

A young man named Donald Robart returned from WWII to pursue a career in law enforcement. He hoped to protect and serve. But not long into that career, Don decided to try his hand at entrepreneurship.

With limited resources, Don launched Safety Services, Inc., selling gloves from the trunk of his car. He built the company on the same principles he sought out in his own life – to protect and serve. It was 1948. Safety Services, Inc. quickly became a leading regional supplier of safety, health, environmental, and emergency response products. We have been expanding our reach ever since.

Safety Services, Inc. (or SSI as we affectionally call it) is in its third generation as a family-owned and operated business. In 2004, we became a nationally certified WBE and Women's Business Enterprise National Council (WBENC) member – a distinction that allows us to support our partner's diversity objectives.

1948

### Our Start

Founder Donald Robart, establishes SSI in Kalamazoo, MI to be equidistant between Detroit and Chicago to reach the post-war "boom" of industry in the Midwest.

1970

### Regional Expansion

Over the next two decades SSI grows in sales, market reach, and customers served. This demand drives the need for additional locations.

1990

### SSI Goes Digital

Technology starts to change the way customers interact with businesses. SSI leads the way with the launch of a comprehensive e-commerce website, offering customers a dynamic buying experience.



# 73 Years of Great History, & Still Counting

2000

## The Service Center

SSI launches a Grand Rapids service center to meet the demand for the rental, service, and repair of industrial instrumentation, confined space equipment, and fall protection systems.

2004

## SSI Earns WBENC

In it's second generation of leadership SSI becomes a certified WBE and Women's Business Enterprise National Council (WBENC) member.

TODAY

## SSI Today

*Today, SSI is in its third generation of family-owned leadership, focusing on innovation, cost containment, and delivering...*

**SAFETY SIMPLIFIED.**



# OUR SERVICES

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## *What We Do*

### On-Site Safety Assessments

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SSI and our premium partners will come to your facility to conduct site assessments or product trials.

### Instrumentation: Sales, Rental, Service

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We specialize in the sale, rental, and repair of the latest safety and industrial instrumentation products. SSI's service center is factory-authorized to support MSA, Industrial Scientific, and BW Technologies.

### Fit-Testing, Equipment Inspections, & Product Demonstrations

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Whether you're assessing eye protection, respiratory protection, fall protection, or first aid needs, SSI can provide you with the testing and training you need to achieve compliance.





# Why Choose us?

Having the right safety partner is the simplest way to improve your safety program.

Let us show you how.

## Try Before You Buy Programs

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Identifying the right solution for your needs shouldn't cost extra. We will work with your teams to try products they are considering, before making a buying commitment.

## RX Safety Eyewear

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75% of adults use some type of vision correction. You will need Rx safety glass options, and we can provide them to you. Stylish, ANSI approved, and affordable, your workers will happily wear this eyewear.

## Inventory Management Solutions

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Leverage our versatile VMI solutions to document and ensure PPE availability, reduce consumption, reduce inventory management labor, and obtain usage reports.



# Our Passion = Helping You Protect Your People + Your Profits.

**\$132,598:** The amount a company is fined by OSHA for a workplace accident due to willful neglect or repeat violation. Combine that with the direct and indirect costs of a work-related injury and noncompliance (intentional or not) it isn't just expensive. It can devastate your business.

At Safety Services, Inc., we see that companies who invest in safety win more bids, make more money, and protect their most valuable assets – their people. We are here to help you do just that.

1

## Streamline Objectives

Whether you want to consolidate your PPE usage, develop inventory management controls, or increase training and compliance initiatives, we will define your goals to help you meet them.

2

## Solidify Your Safety Culture

Working with our safety manufacturers, we will bring you resources that can help you identify occupational safety hazards and engage with employees to increase compliance with your PPE requirements.



4

#### Safeguard Delivery

To ensure SSI has what you need, we monitor your buying trends closely to maintain stock on your top items. Orders received for in-stock items received by 2 PM ship the same day. Online ordering is available 24/7.

3

#### Standardize Selection

We are on the front lines of safety innovation. We will update you as we learn of new products and regulations that may impact your business. SSI will research and suggest alternative products to upgrade or consolidate items where possible. Constant improvement in this area yields cost reductions.

## *Safety Should:*

- SAVE TIME
- GIVE YOU A COMPETITIVE ADVANTAGE
- PROTECT YOUR PEOPLE

If it doesn't... you're doing it wrong.

# Premium Partnerships

*Bringing You The Best*

*For over 70 years, our exceptional partnerships have enabled us to be a single-source supplier of safety, health, environmental, and emergency response products.*

While the world is going digital, we are proof that relationships aren't dead. Our longstanding relationships with our safety manufacturers give us the power to provide you products and services at prices that challenge our competitors.

## Our Partners

- 3M Safety Products
- 3M Fall Protection
- Ansell
- Honeywell Safety
- Miller Fall Protection
- MSA
- MCR Safety
- Surewrx
- Pyramex
- Fytertech
- Se-Kure Domes & Mirrors
- Showa-Best Glove
- Sqwincher Corp.
- Ergodyne
- Protective Industrial Products
- Radians
- Dupont
- Tingley
- Moldex
- Chicago Protective Apparel
- Liberty Glove & Safety
- Cordova Safety Products
- Accuform Signs
- Werner
- Steel Grip Inc.
- Superior Glove Works
- Zoll Medical
- Krylon

And More

# What Others Have To Say.

*"If I take care of my character, my reputation will take care of me." – Dwight L. Moody*



Paul Schorr  
MRO Buyer/Planner  
Bradford White



James Kulczycki  
Site Supervisor  
AK Dearborn Tundish Yard

"Thank you very much, I can't put into words how great you are. This is the best and most helpful company I deal with."



Danielle May  
Accountant  
Wright Coating Technologies

"Safety Services was truly a lifesaver through the pandemic. I don't know how we would have made it without them."

"Bradford White has partnered with Safety Services, Inc., for its safety needs for many, many years because you provide service and expertise we can depend on. Thank you and keep up the good work."



Next Steps?

# Come Visit

Corporate Headquarters & Distribution Center

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5286 Wynn Road  
Kalamazoo, Michigan 49048

Service, Rental and Repair Center

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5510 33rd Street SE – Suite 101  
Grand Rapids, Michigan 49512

# Let's Talk Safety

Phone

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800.632.2955

Email

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[orders@safetyservicesinc.com](mailto:orders@safetyservicesinc.com)

[safetyservicesinc.com](http://safetyservicesinc.com)

