

WIC4TP

**WÜRTH INDUSTRY OF CANADA
FREE TRIAL GLOVES PROGRAM**



ABOUT THE PROGRAM

As member of Würth Industry of North America, a division of the Würth Group, the world largest fastener and assembly distribution company, we strive to provide the very best hand safety solutions possible. Our international network allows us to provide each customer its "WBS" (Würth-Bespoken-Solution) – basically a Würth for everyone.

Beside the broad range of solutions, we utilize the procurement strength of the Würth Group, to enable us to provide our customers savings on improved application gloves.

As sign of trust and confidence, we like to invite you to participate in our free of charge trial program: **WIC4TP**.

Overview:

- Free of Charge
- Strategic & cost efficient trial plan
- Pre-defined processes
- Analyze of the performance and economical position between WIC Glove and existing glove
- Highlight user preference in areas like comfort, dexterity, fit and longevity
- Results in a bespoke hand protection program after trial



HOW IT WORKS:



1 INITIAL MEETING

- Visit customer to discuss glove requirements
- Discuss current challenge with end-user
- Evaluate attributes, assess risk and isolate protection requirement
- Present suggestion from WIC
- Once product suggestion is agreed upon, trial Qty will be delivered and program can start

2 PROVIDE SAMPLE FOR TRIAL

- Personally hand out samples to end user
- Ensure glove fit and educate user on features
- Advise user on the trial period (week, # of shifts, etc)
- Encourage users to keep their trialled pair for further inspection and evaluation after trial period

3 SAMPLE EVALUATION

- Interview each user who participate in trial
- Glove inspection
- Complete questionnaire about comparison of current used glove vs. WIC suggestion
- User signs the questionnaire

4 HAND PROTECTION PROGRAM

- Recorded feedback on glove trial are presented and evaluated
- Following success on trial, WIC provides commercial offer
- Following subsequent order WIC can provide SGS test report on each batch
- WIC will suggest VMI solution for hand protection products to ensure that various users are just exposed to the correct glove

KEY BRANDS

Ansell



RONCO

focus on quality







HANVO





WÜRTH FREE TRIAL GLOVE PROGRAM

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