



WATSONS  
GLOVES

WATSON'S

**PRODUCT KNOWLEDGE  
SESSION  
2019**





# AGENDA

INTRODUCTION

CUT RESISTANT STANDARDS

IMPACT RESISTANT STANDARDS

SUSTAINABILITY INITIATIVES

INNOVATION

GAME TIME



# THE NEW CUT STANDARDS



# TYPES OF CUT HAZARDS



- 3 Specific kinds of cuts in work place:
  - **Slicing** – slicing skin across sharp edge (blade cuts)
  - **Abrasion** – results of continuous or repeated rubs and drags (rough edges)
  - **Punctures**– results of sharp objects impacting the skin (barbed wire, glass shards)

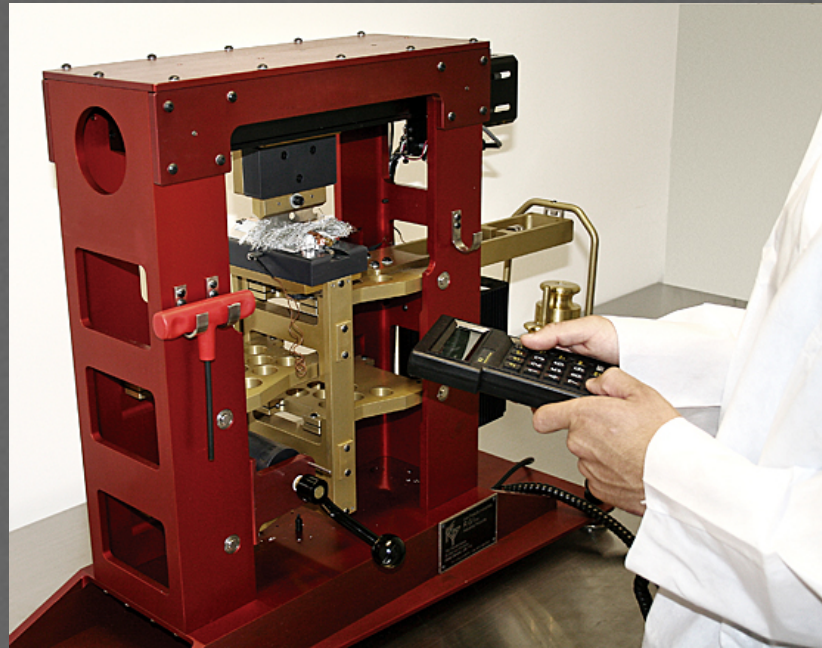




# STANDARDIZING THE TEST (EN388 and ANSI cut)



## TDM 100 CUT MACHINE FOR EN388 & ANSI CUT TEST



A glove sample is placed on a conductive strip loaded on the TDM-100 machine. As soon as metal blade cuts through glove & touches metal strip, test is finished

- Straight blade, changed after every pass to ensure accuracy
- Weight is added to serve as force
- Sample is cut 5 times, each with different load
- Data is used to determine load (weight) required to cut through sample

# GLOVE MARKINGS

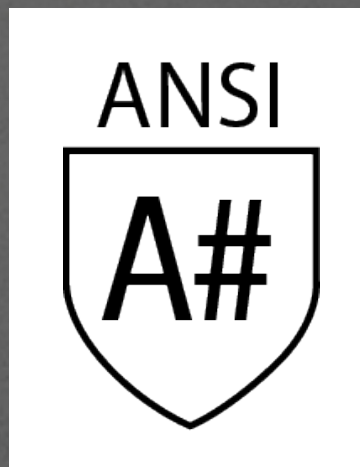


## EN388:2016 MARKINGS:

3 4 4 3 E P  
EN 388

- Abrasion Resistance Rating
- Cut Resistance Rating (Coup)
- Tear Resistance Rating (Newtons)
- Puncture Resistance Rating (Newtons)
- Cut Resistance Rating (TDM Score)
- Impact Resistance Rating

## ANSI F2992-15 MARKINGS:





# CHOOSING YOUR NEXT CUT GLOVE WHAT TO KNOW BEFORE YOU BUY



## LISTEN UP!

Did you know that the glove cut standards have changed? ANSI has introduced a new version of the ANSI/ISEA 105 standard to create consistency between the ANSI and EN 388 testing methods as well as to account for recent advances in technologies and glove fabrics. They've introduced a whole new rating system ANSI (A1-A9). Check out the chart below to figure out which cut level will give you the protection you need.

## CHOOSING YOUR CUT LEVEL

Materials	(F2992-15) ANSI		EN388 (ISO 13997)		Application				
	Cut rating from A1-A9 (9 levels)	Measured in Grams of Force 1gf = 0.0098N	ANSI A#	EN 388 XXXX		Measured in Newtons 1N = 101.97gf	Cut rating from A-F (6 levels) *proposed		
Metal Mesh	6000+ gf	<b>A9</b>			30 N (3059 gf)	<b>Extreme</b>			
	5000 - 5999 gf	<b>A8</b>				<b>F</b>	Glass Manufacturing, Recycling Sorting, Metal Fabrication		
Engineered Yarns	4000 - 4999 gf	<b>A7</b>					22 N (2243 gf)	<b>High</b>	Automotive Assembly, Pulp Paper, Aerospace Industry
	3000 - 3999 gf	<b>A6</b>				<b>E</b>			<b>Moderate</b>
	2000 - 2999 gf	<b>A5</b>							
	1500 - 1999 gf	<b>A4</b>				<b>D</b>		<b>Low Hazards</b>	
	1000 - 1499 gf	<b>A3</b>							General purpose material handling with sharp edges
Synthetics Polyester/Nylon	500 - 999 gf	<b>A2</b>				10 N (1019 gf)	<b>C</b>	<b>B</b>	
	200 - 499 gf	<b>A1</b>							5 N (309 gf)

\* Watson Gloves hereby warns all potential users of its cut resistant products that they are not suitable for all uses.

\* The EN 388 Standard is still in the revision process and will be released in 2016



# 365 AND 362



## 365 Stealth Cobra

Cut Resistance

STEALTH

### ANSI/ISEA 105-16 CUT LEVEL A2

18gg glass/ nylon/ HPPE/ spandex shell is cut resistant offering excellent protection

### NITRILE FOAM TECHNOLOGY

2NFT (nitrile foam technology) with reinforced nitrile thumb saddle provides additional protection in critical wear area

### TOUCHSCREEN

Conductive coating on palm and fingers can be used on all touchscreen devices

### TREATED WITH ACTIFRESH®

Treated with Actifresh® to kill bacteria and support freshness

### SNUG-FITTING WRIST

Snug-fitting knit wrist keeps out dirt and debris



## CUT RESISTANCE

<b>PRODUCT #   NAME   BRAND</b>	365 COBRA   STEALTH	<b>RATINGS   TECHNOLOGIES</b>	ANSI 2 EN388 4X31B ANSI A2 CUT
<b>SIZE   PACKAGED</b>	XS-XXL	<b>ICONS</b>	CUT RESISTANT
<b>UPC</b>	XS 065537867199 S 065537860619 M 065537859798	<b>APPLICATIONS</b>	General Construction Manufacturing Automotive
	L 065537859804 XL 065537859811 XXL 065537859828		

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www.watsonsgloves.com

## 362 Stealth Hornet

Cut Resistance

STEALTH

### ANSI/ISEA 105-16 CUT LEVEL A4

18gg HPPE/Nylon/Glass/Spandex ANSI A4 cut resistance shell for superior protection

### FOAM NITRILE COATING

Foam nitrile coating provides superior wet/dry grip

### SEAMLESS KNIT

Seamless knit shell with open back design keeps hands cool and comfortable

### SNUG-FITTING WRIST

Extended snug-fitting seamless knit wrist keeps out dirt and debris



## CUT RESISTANCE

<b>PRODUCT #   NAME   BRAND</b>	362 HORNET   STEALTH	<b>RATINGS   TECHNOLOGIES</b>	ANSI 4 EN388 4543C ANSI A4 CUT
<b>SIZE   PACKAGED</b>	S-XXL	<b>ICONS</b>	CUT RESISTANT
<b>UPC</b>	S 065537854052 M 065537854069 L 065537854076	<b>APPLICATIONS</b>	General Construction Lumber & Brick Handling Landscaping
	XL 065537854083 XXL 065537854090		

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# QUESTIONS



**Q1:** HOW MANY CUT LEVELS ARE UNDER  
THE NEW ANSI CUT STANDARD?

# QUESTIONS



**A1:** 9 LEVELS A1-A9



# QUESTIONS



**Q2:** UNDER EN388 STANDARD WHERE ON THE PICTOGRAM WILL YOU FIND THE ISO CUT RATING (A-F)?

# QUESTIONS



**A2:** SECOND TO LAST DIGIT  
EN 388 3443**EP**



# QUESTIONS



**Q3:** DOES THE EN388 ISO TEST AND ANSI  
CUT TEST USE SAME TESTING MACHINE?

# QUESTIONS



**A3:** YES, CALLED THE TDM MACHINE



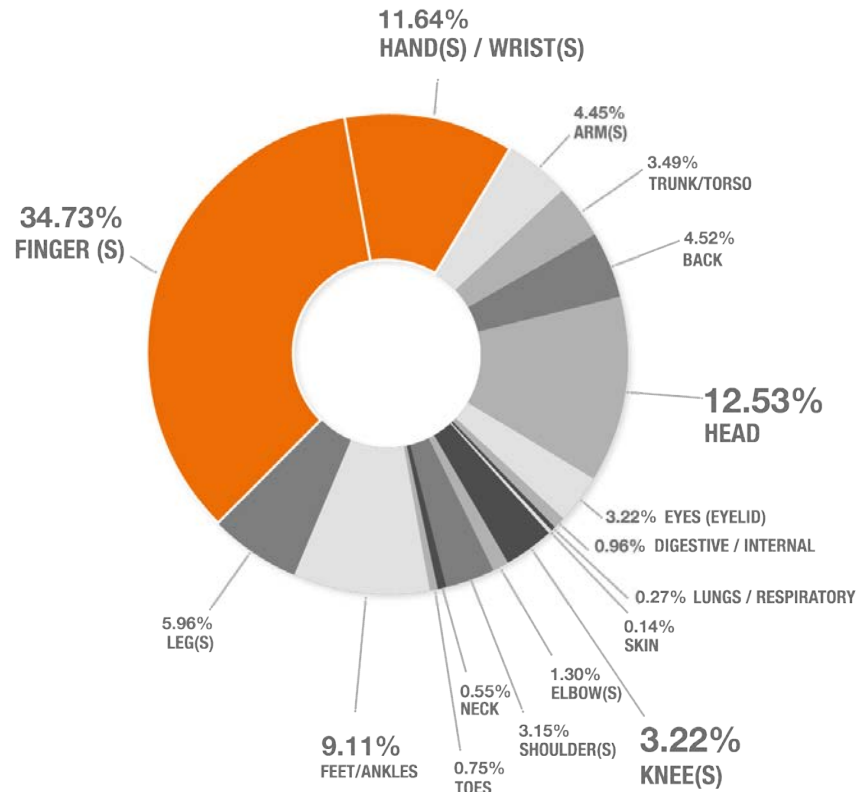


**THE NEW  
IMPACT  
STANDARDS**

# IMPACT STANDARDS



Hand injuries are a major problem for industry and account for the 2nd highest cause for days away from work.



# 46%

of all industry recordable incidents are to the hands, fingers and wrists.

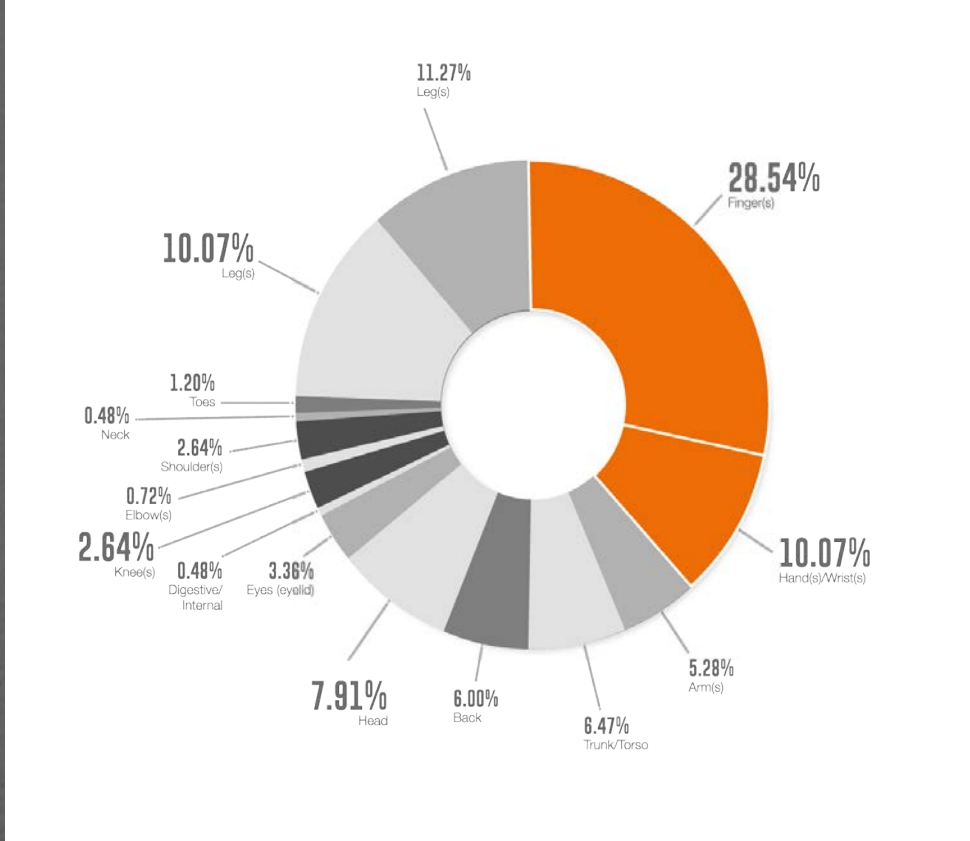
Sources: International Association of Drilling Contractors [1], National Safety Council [2]



# IMPACT STANDARDS



Almost half of all recordable incidents involve the hand, fingers and wrist, of which 38% involve days off work.



# 38%

of industry lost time incidents are to the hands, finger and wrists.

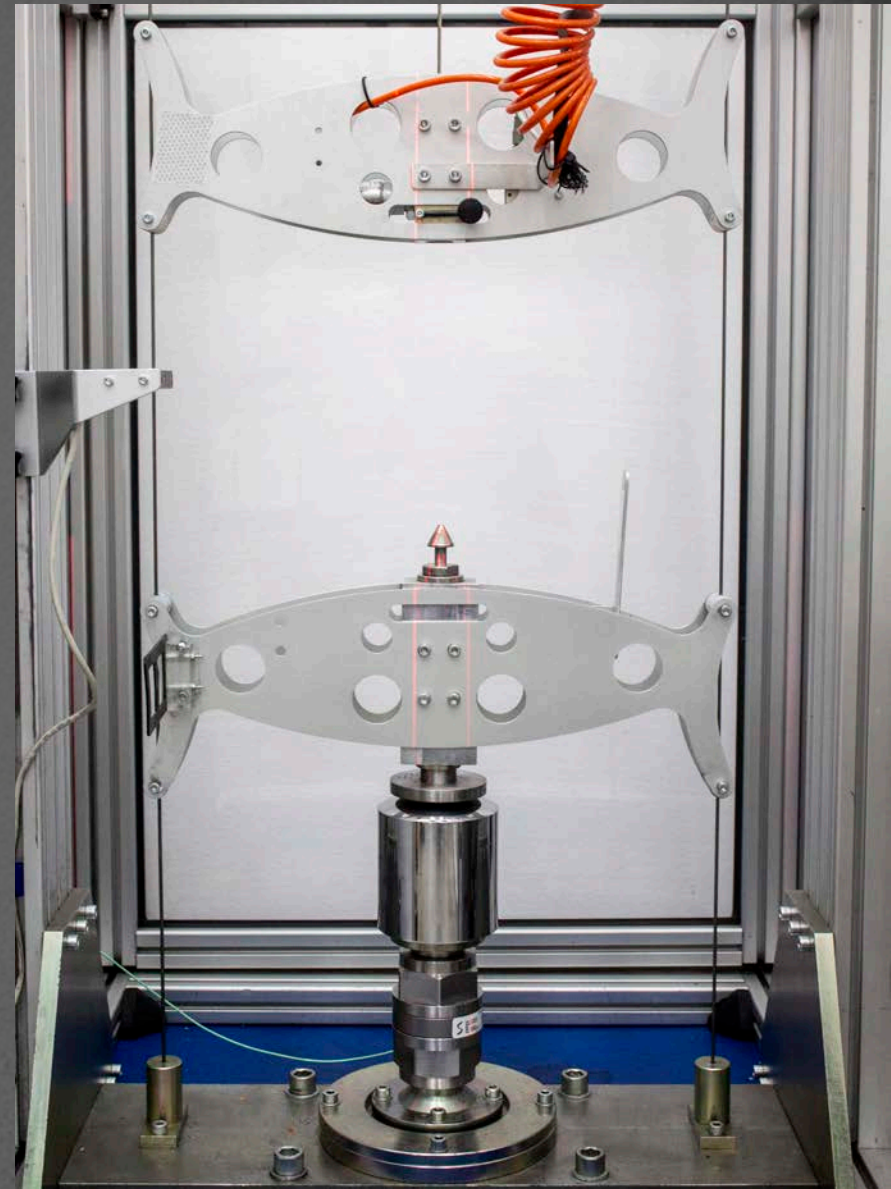
Sources: International Association of Drilling Contractors [1], National Safety Council [2]

# IMPACT STANDARDS



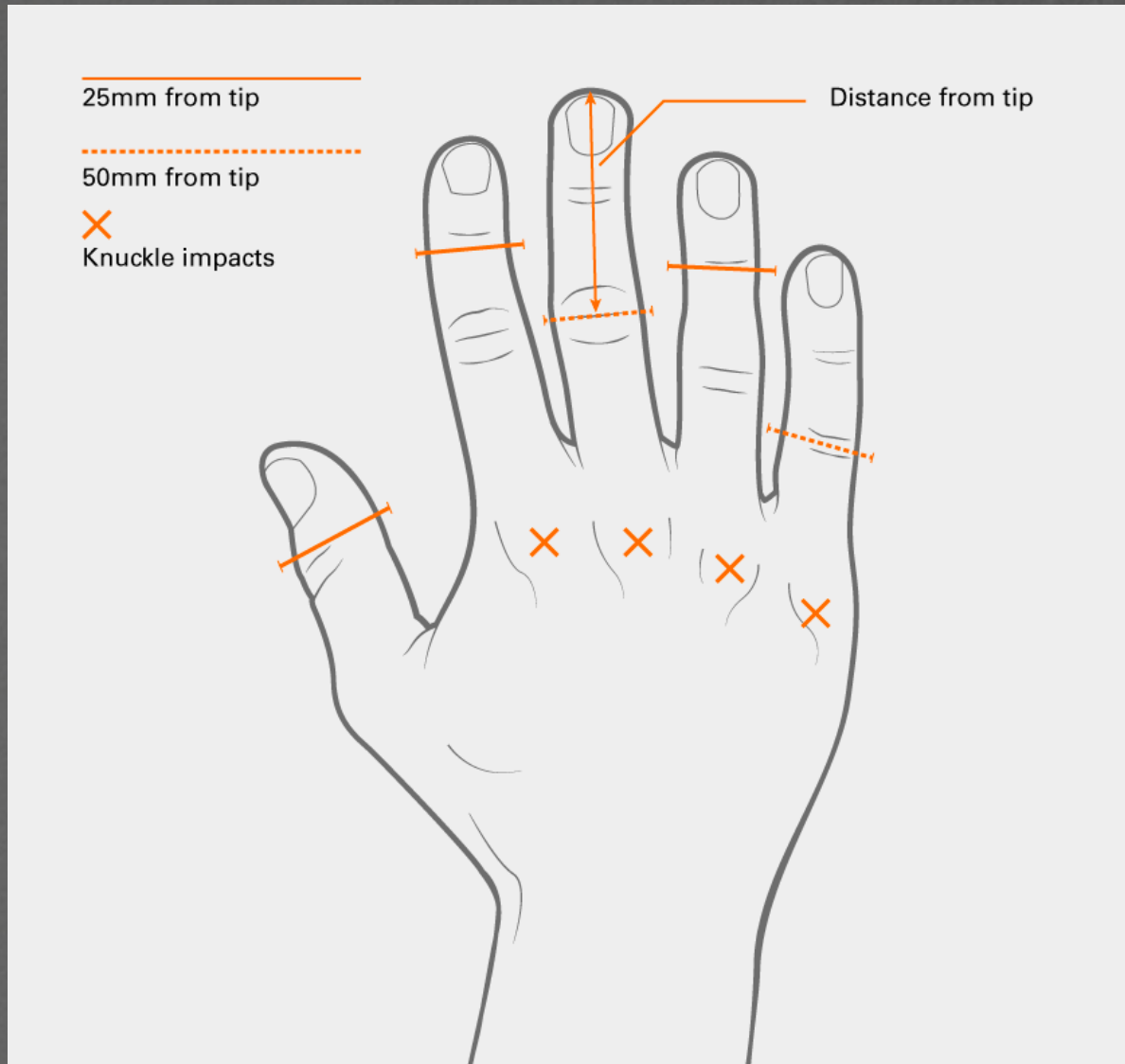
## IMPACT TESTING SUMMARY

1. EN388 and ANSI/ISEA 138 compliant drop rig utilizes a load cell at the base of the anvil to measure transmitted force
2. Computer interface records impact profile over duration of the impulse
3. Peak transmitted force (PTF) represents maximum energy absorbed by the test material
4. Lower PTF value = more energy absorbed by the test material





# IMPACT STANDARDS



The overall performance level of the glove is determined by the lowest performance level recorded.

# IMPACT STANDARDS



- **3 Performance level of impact resistance**
  - **Level 1, Level 2, Level 3**
  - **Level 1 (lowest)**
- **Needs to be visible and legible throughout useful life of glove**
- **Icons shown below**

**ANSI / ISEA 138**



**ANSI / ISEA 138**



**ANSI / ISEA 138**





# 547TPR AND 357TPR



## 547TPR Van Goat

IMPACT AND CUT RESISTANT

### CUTSHIELD™ ANSI LEVEL A5

Cutshield™ P-aramid/steel/polyester liner for superior protection.

### GOATSKIN LEATHER

Hard-wearing full-grain goatskin leather offers exceptional strength and dexterity.

### IMPACT PROTECTION

Heavy duty rubber on back of hand, fingers and wrist provides impact protection.

### KEVLAR® THREAD

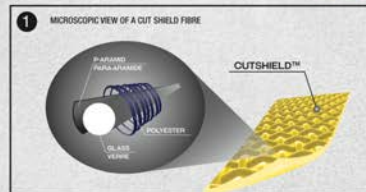
Stitched with Kevlar® thread provides strength and durability.

### DRIVER STYLE

Drivers style with ergonomic inset thumb for superior flexibility and comfort.

### SNUG-FITTING WRIST

Snug-fitting shirred elastic wrist keeps out dirt and debris with slip-on style cuff for quick and easy removal.



## LEATHER

<b>PRODUCT #   NAME   BRAND</b>	547TPR VAN GOAT	<b>RATINGS   TECHNOLOGIES</b>	ANSI 2 PUNCTURE	EN388 5 3X34EP	ANSI A5 CUT
<b>SIZE   PACKAGED</b>	XS-XXL	<b>ICONS</b>			
<b>UPC</b>	XS 065537863788 S 065537863795 M 065537863801 L 065537863818	<b>APPLICATIONS</b>	Construction Industrial Oil+Gas		

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## 357TPR Stealth Dog Fight

Cut Resistant



### ANSI/ISEA 105-16 CUT LEVEL A5

HPPE/glass/steel/nylon shell with ANSI A5 cut resistance for superior protection.

### HEAVY DUTY TPR

Heavy duty TPR on fingers, thumb, knuckles, and back of hand provides impact protection.

### SANDY NITRILE FINISH

Hi-vis sandy nitrile finish coating provides durability and increased hand communication between fellow workers and equipment operators.

### SNUG-FITTING WRIST

Extended snug-fitting seamless knit wrist keeps out dirt and debris.



## CUT RESISTANT

<b>PRODUCT #   NAME   BRAND</b>	357TPR DOG FIGHT   STEALTH	<b>RATINGS   TECHNOLOGIES</b>	ANSI 2 PUNCTURE	ANSI 3 PUNCTURE	EN388 4X42EP	ANSI A5 CUT
<b>SIZE   PACKAGED</b>	S-XXL	<b>ICONS</b>				
<b>UPC</b>	S 065537864716 M 065537864723 L 065537864730	<b>APPLICATIONS</b>	General Construction Lumber & Brick Handling Landscaping			

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# 91051



## 91051 The Breakdown

CUT RESISTANT

**CONVICT**  
ESCAPE THE DARK

### 1 CUTSHEILD™ FULL SOCK A5 LINER

Cutsheild™ Para-aramid/steel/polyester liner with ANSI cut level A5 resistance for superior protection

### 2 COLD MX™ INSULATION

Cold MX™ CS 55G palm/ CS 115G back has a thin profile and dense fibre structure giving the wearer great dexterity. Compact insulation offers wind proof, exceptional thermal efficiency and anti-bacterial properties

### 3 HY+DRY® BARRIER

Water resistant Hy+Dry barrier provides an extra layer of protection from liquid penetration to keep hands dry and comfortable

### 4 IMPACT PROTECTION

Heavy duty rubber on back of hand, fingers and wrist provides impact protection

### 5 DURAFIBRE™ PALM

High abrasion resistant Durafibre™ microfibre palm with silicone printed palm provides a *sure-grip* in wet or oily conditions

### 6 TOUCHSCREEN

Conductive coating on index finger and thumb can be used on all touchscreen devices

### 7 VELCRO CLOSURE

Neoprene cuff with secure Velcro® closure keeps out dirt and debris



## HIGH PERFORMANCE

<b>PRODUCT #   NAME   BRAND</b>	91051 THE BREAKDOWN	<b>RATINGS   TECHNOLOGIES</b>	
<b>SIZE   PACKAGED</b>	S-XXL	<b>ICONS</b>	
<b>UPC</b>	S 065537864822 M 065537848525 L 065537848532	<b>APPLICATIONS</b>	Cold Weather Construction General Purpose Landscaping

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# QUESTIONS



**Q1:** HOW MANY LEVELS OF IMPACT ARE THERE IN THE NEW ISEA / ANSI 138 STANDARD?

# QUESTIONS



**A1:** 3 LEVELS



# QUESTIONS



**Q2:** HOW DOES THE TESTING FACILITY  
DECIDE ON WHICH LEVEL THE GLOVE  
GETS?

# QUESTIONS



**A2:** IT TESTS THE IMPACT OF THE  
KNUCKLES AND FINGERS AND THE  
LOWEST SCORE IS RECORDED



# QUESTIONS



**Q3:** DOES THE EN388 TEST INCLUDE TESTING THE FINGERS?

# QUESTIONS

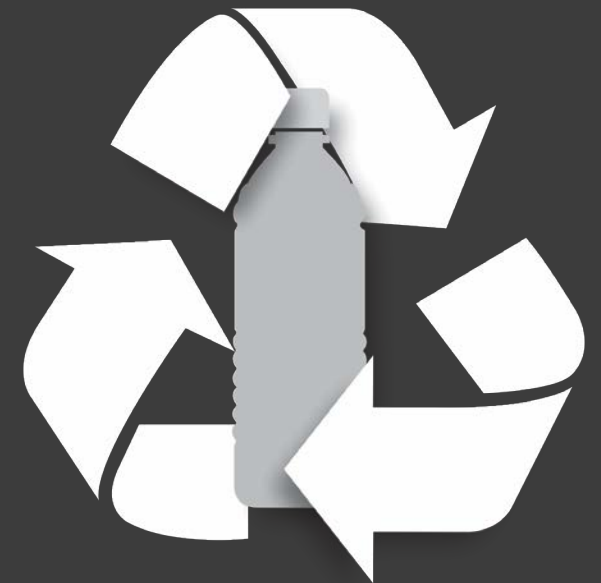


**A3:** NO, ONLY THE BACK OF HAND





## SUSTAINABILITY INITIATIVES





**Did you know there are more than  
a million plastic bottles sold  
every minute?**





**And only 30% of those are recycled....**

INTRODUCING



WASTENOT™





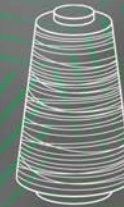
## FROM BOTTLES TO GLOVES

#204SPARROW

1 RECYCLED PLASTIC BOTTLES ARE CLEANED AND CRUSHED AT A FACILITY



2 PLASTIC CHIPS ARE PROCESSED AND MELTED INTO TINY PELLETS



3 PELLETS ARE SPUN INTO WASTENOT™ POLYESTER YARN

4 WASTENOT™ YARN IS USED IN THE SPANDEX BACKS OF OUR NEW HOMEgrown™ GARDEN GLOVES



**WATSON**  
GLOVES  
Quality since 1918  
WATSONGLOVES.COM

**W** WASTENOT™



# SUSTAINABILITY



polyester made from  
**25% RECYCLED**  
 plastic bottles



#373 STEALTH HERO



WasteNot™ is polyester made from 25% (+/-2%) post consumer recycled PET bottles. PET stands for polyethylene terephthalate which is a form of polyester. Plastic bottles made from PET are recycled and turned into polyester to make gloves.



#375 KARMA ♀



spandex back made from  
**96% RECYCLED**  
 plastic bottles



#204 SPARROW



Our new Homegrown™ collection is our first garden brand which uses WasteNot™ yarn. WasteNot™ is polyester made from 96% recycled PET bottles which is featured in the spandex back. PET stands for polyethylene terephthalate which is a form of polyester. Plastic bottles made from PET are recycled and turned into polyester to make gloves.



#205 LILY

#197 YOU GROW GIRL





# SUSTAINABLE GARDEN GLOVES



STEALTH HERO



L'IL SPROUT



OH SNAP!



LILY



SPARROW



YOU GROW GIRL!



KARMA





# SUSTAINABLE GLOVES



- Tag is made from post consumer recycled paper
- No plastic j-hook
- Poly bag is biodegradable
- Outer carton is made from post consumer recycled paper





5559PF  
GREEN MONKEY™



FULLY  
DEGRADES  
IN *Ten*  
YEARS

ASTM D5526, MODERATE LANDFILL CONDITIONS



WHEREAS REGULAR NITRILE IS EXPECTED  
TO TAKE OVER **200** YEARS TO BIODEGRADE

Watson Gloves Green Monkey™ nitrile disposables will break down in only 8-11 years due to an additive in the nitrile formulation. Green Monkey™ nitrile gloves have the same performance properties as regular nitrile disposables. Biodegradation only begins when the gloves are discarded in landfills conditions (ASTM D5526 – low heat, high pressure, limited oxygen, no light and low moisture). Once the biodegradation process begins, the additive in the Green Monkey™ nitrile disposables will ensure that they do not just break down into smaller plastic pieces, but are actually converted to biogas like other organic materials. ASTM D5526 shows up to 26.5% biodegradation in 390 days.

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



# SUSTAINABILITY



**ORGANIC ADDITIVE**  
INTRODUCED INTO NITRILE FORMULA  
PERFORMANCE PROPERTIES  
ARE UNAFFECTED



WORKERS WEAR THEN DISPOSE GLOVES INTO GARBAGE

**BIODEGRADATION** BEGINS WHEN THE GLOVES  
ARE INTRODUCED TO **LANDFILL CONDITIONS**



PROCESS TAKES UP TO **10 YEARS**  
COMPARED TO **200+** FOR  
**REGULAR NITRILE**

**MODERN LANDFILLS**  
CAPTURE METHANE PRODUCTION  
AND CONVERTS TO ENERGY AND FUEL



ALL YOU NEED TO KNOW ABOUT  
**WATSON GLOVES**  
*biodegradable*  
**GREEN MONKEY™**



**ADDITIVE** ATTRACTS MICROBES IN LANDFILL  
THAT TURNS **GREEN MONKEY™** INTO **BIOGAS**  
(10 YEARS - ASTM D5526)



**WATSON**  
GLOVES  
Quality since 1918

WATSONGLOVES.COM



# QUESTIONS



**Q1:** HOW LONG DOES IT TAKE REGULAR  
NITRILE DISPOSABLE GLOVES TO  
DEGRADE?

# QUESTIONS



**A1:** APPROX 200 YEARS



# QUESTIONS



**Q2:** HOW MANY YEARS DOES IT TAKE  
GREEN MONKEY TO DEGRADE IN LANDFILL  
CONDITIONS?

# QUESTIONS



**A2:** APPROX 10 YEARS



# QUESTIONS



**Q3:** HOW MANY PLASTIC BOTTLES DOES IT TAKE TO MAKE ONE PAIR OF OUR SEAMLESS KNIT HERE GLOVES?

# QUESTIONS



**A3:** ONE 500ML BOTTLE MAKES 1 PAIR OF HERO GLOVES



# QUESTIONS



**Q4:** IS THE PERFORMANCE COMPROMISED  
FROM A GLOVE BEING BIODEGRADABLE?

# QUESTIONS



**A4:** NO, PERFORMANCE IS NOT  
COMPROMISED





# STAY TOASTY

*with our battery heated glove*



## #9508 SUB ZERO

Zippered pocket includes a small lightweight Li polymer 7.4v 2000mAh battery

## TURNED-ON™ TECHNOLOGY

LED LIGHT	TEMPERATURE	WORKING TIME
	35-40°C	4.0-5.0 Hr
	45-50°C	3.0-3.5 Hr
	50-55°C	2.0-2.5 Hr

Turned On™ battery powered technology offers 3 levels of heat keeping hands warm in cold conditions. Heats back of hand and fingers.

### Includes:

- USB charging cable
- One battery per hand

### Additional Information:

- Hy+Dry water resistant and breathable membrane
- 3M C150 (back) and C100 (palm) Thinsulate insulation for warmth
- Easily accessible on/off switch
- Rechargeable battery
- Adjustable wrist strap for comfort and warmth
- Goatskin leather palm and hooded fingertips
- Wind and water resistant Taslon back
- Available for pre-booking only (Fall 2019)

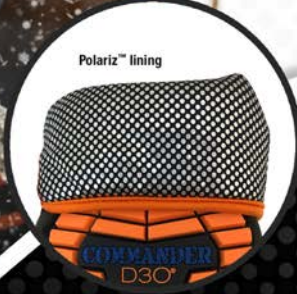
## SUB ZERO



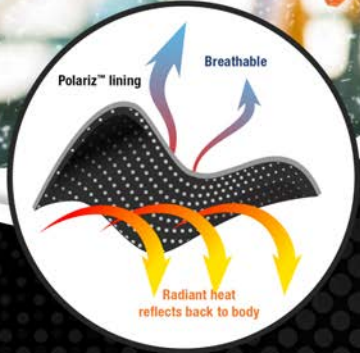


how to combat

# HEAT LOSS



Polariz™ lining



THE BODY LOSES **65%**  
OF ITS HEAT THROUGH RADIATION

Polariz™ microfleece lining is coated with mini aluminum dots that reflect radiant heat back towards the body to keep you warm. Polariz™ lining is found in our #9585 Commander gloves, new for Fall 2019.

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Quality since 1918  
watsongloves.com

**POLARIZ**





#91051  
THE BREAKDOWN



More Warmth  
less bulk



COLD MX™ INSULATION

#### Frustrated with trying to balance warmth and dexterity?

You can get the best of both worlds with our new Cold MX™ insulation. Cold MX™ is a thin profile and dense fibre structure that gives the wearer great dexterity by using CS 55g on the palm and CS 115g on the back of hand.

It offers: ① wind and water proof, ② exceptional thermal efficiency and ③ anti-bacterial properties

Featured in our #91051 and #9585







## 9403 Stealth Stingray

STEALTH

### 1 THERMAL LINING

Thermal lining keeps hands warm in cold conditions

### 2 SANDY NITRILE

Hard-wearing double-dipped sandy foam nitrile coating provides superior wet/dry grip

### 3 "BE SAFE, BE SEEN"

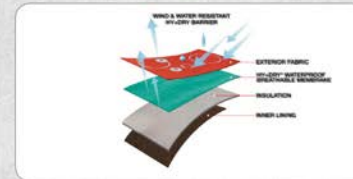
"Be safe, be seen" with 13gg hi-vis safety yellow polyester seamless knit

### 4 HY+DRY BARRIER

Water resistant barrier provides protection from liquid penetration to keep hands dry and comfortable

### 4 SNUG-FITTING WRIST

Snug-fitting knit wrist keeps out dirt and debris



## HIVER

<b>PRODUCT #   NAME   BRAND</b>	9403 STINGRAY   STEALTH	<b>RATINGS   TECHNOLOGIES</b>	EN511 211	EN388 4121	
<b>SIZE   PACKAGED</b>	S-XXL	<b>ICONS</b>			
<b>UPC</b>	S 065537853260 M 065537853277 L 065537853284	<b>APPLICATIONS</b>	Cold Weather Construction Petrochemical Cold Storage		

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www.watsonloves.com







## HAZARD ASSESSMENT:

- On-site S.W.A.T assessment at end user level

## VALUE:

- No cost, no obligation
- Joint sales calls
- Let us help you consolidate, reduce cost, reduce hand injuries
- Ensure your customers are current with standards and new innovation
- Use as a tool to expand other lines

**S.W.A.T**  
SPECIALIZED • WATSON • ASSESSMENT • TEAM

### 4 STEP PROCESS

- 1. ASSESS**
  - What gloves are currently being used?
  - What is the injury rate and the cost of these injuries to the employer and employee in lost workdays, efficiency, etc?
- 2. ONSITE AUDIT**
  - Assess your operations and examine glove usage throughout the facilities to determine potential opportunities for improvement
  - S.W.A.T. members interview management and key employees to determine glove usage, job responsibilities and training.
- 3. EVALUATE & CONSOLIDATE**
  - It is important to properly fit workers with gloves that are correct for the specific jobs, prevent injuries, while maintaining the highest quality in the work place.
  - Written recommendations on how to reduce injuries, consumption and costs as well as how to consolidate your current glove offering will be presented to you in a professional report.
- 4. FOLLOW-UP**
  - After the S.W.A.T program is implemented, we will continuously follow-up with you to ensure our recommendations are successful and make continuous improvements to the program.

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**Mississauga Branch**  
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Quality since 1918

**CALL TO BOOK A NO COST, NO OBLIGATION S.W.A.T GLOVE AUDIT TODAY!  
VISIT [WATSONGLOVES.COM](http://WATSONGLOVES.COM)**



# Q&A