



Case Study

Finding the Right Products to Increase Workers' Compliancy

Industry: Construction

Topic: 100% Tie-off Self-Retracting Lanyards

Results: Customer learned of a new product due to Quest's relationship with manufacturer. The new product increased worker compliancy.

Quest's employees are technically trained in OSHA requirements and how products are best used in the field. That understanding of the safety industry along with having strong ties with safety product manufacturers allowed us to find this customer a first of its kind product just as it was released to the public.

Contact Us and See What We Can Do for You

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Problem

One of our key customers created a new fall protection initiative. Recognizing that falls were the #1 cause of workplace injuries, this safety manager wanted to implement a 100% tie-off standard for their workers. This customer currently used a small self-retracting lifeline to reduce swing hazards as well as trip hazards. This customer wanted to stay with a small self-retracting lifeline but also wanted the 100% tie-off option. The SRL they were using made this difficult to achieve.

Consideration

Quest needed to find a self-retracting lifeline/lanyard that was less than 11 feet and that met the necessary ANSI and OSHA requirements for fall protection. This product also needed to be lightweight as it would be connected at all times to each worker's back/harness.

Solution

We consulted with several of our fall protection partners looking for the right solution. As a result, Quest's fall protection expert recommended the new DBI/Sala Talon 100% tie-off SRL. This product was the first of its kind on the market. It utilizes two separate 6 foot lifelines that extended and retracted as the worker moved. This solution met the requirement of 100% tie-off as well as reducing swing and trip hazards.

Quest's technical training and the relationships with our partners allowed us to effectively consult with the right individuals to gain valuable information for our clients. This information allowed our clients to have to most up to date information on the most advanced products on the market.

"Experience is a master teacher, even when it's not our own."

— Gina Greenlee