



SAFEWAZE

**PROTECTING
PEOPLE AT HEIGHT**



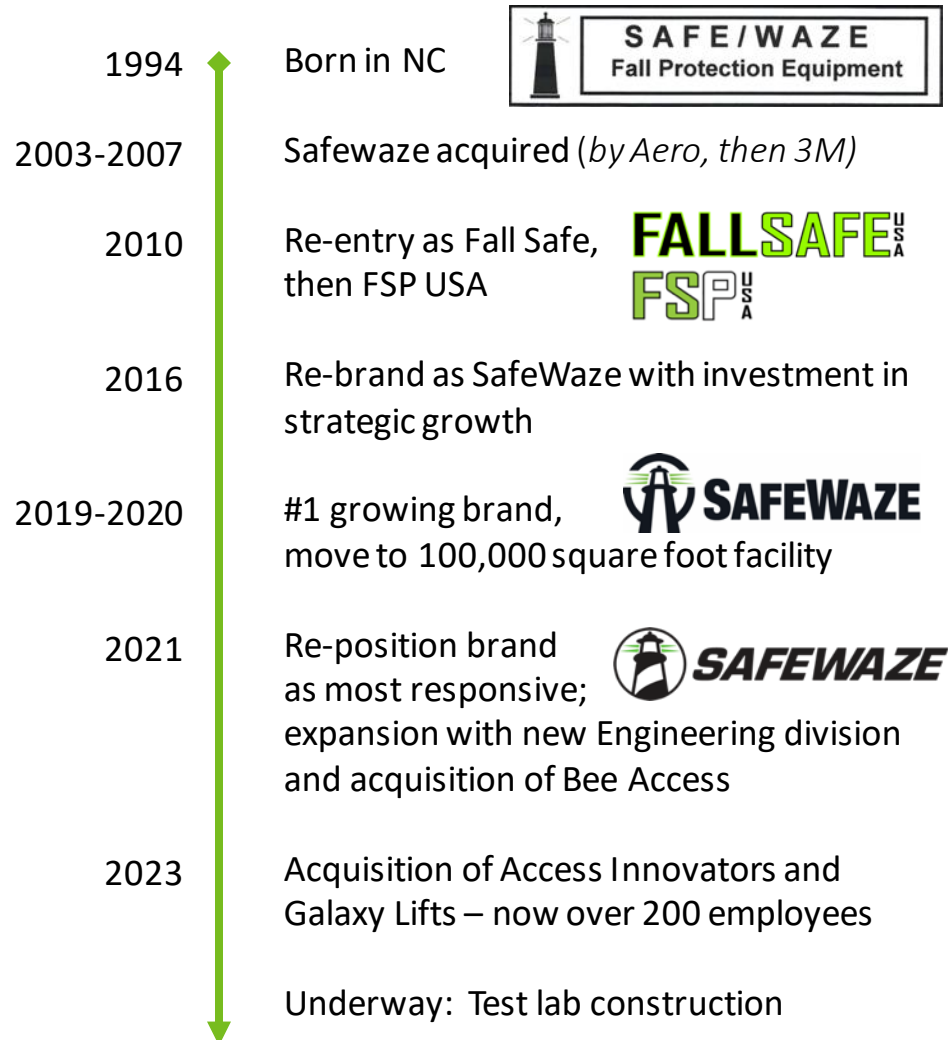


SAFEWAZE

Fall Protection's Most
Responsive Partner



HISTORY



In 1994, Safewaze co-founders and industry veterans Gene Verble and Darrell Hagler saw an opportunity to create both a safer workplace and a different type of company.

By pushing the boundaries of responsiveness, flexible solutions and expertise, Safewaze challenged the traditional experience. Why? Lives were on the line and worksite demands required a nimble, hard-working safety partner.

Technology and tools have evolved. Our DNA is the same. We remain **100% committed to redefining the customer experience in the fall protection industry.**

With a mission-focused team and investments in our 100,000 sq. ft. manufacturing facility, digital tools and custom engineering services, **we deepen our responsiveness by serving our customers exactly the way they want.**



MISSION

We protect the lives and livelihoods
of workers at height

VISION

To be the best in fall protection

BRAND POSITION

*Fall Protection's Most
Responsive Partner*



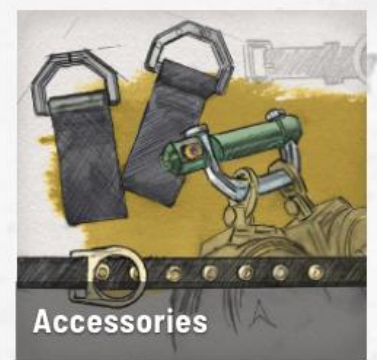
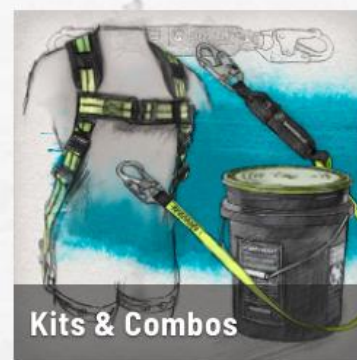
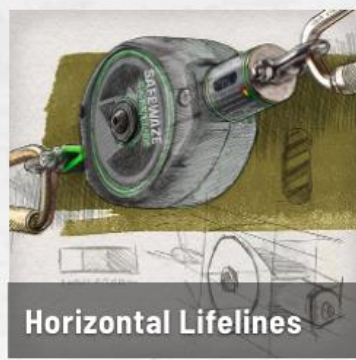
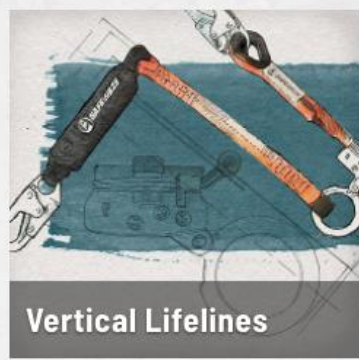
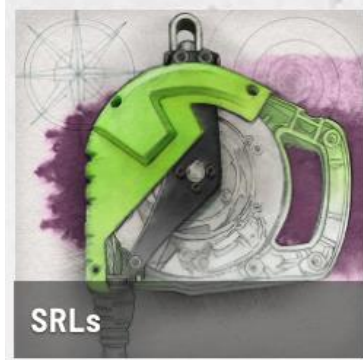
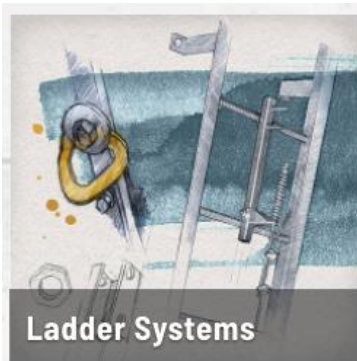
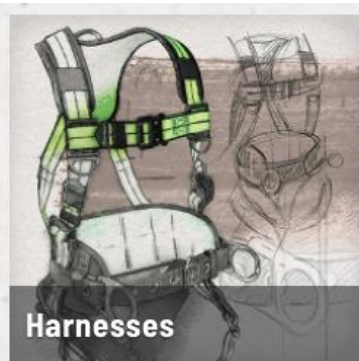
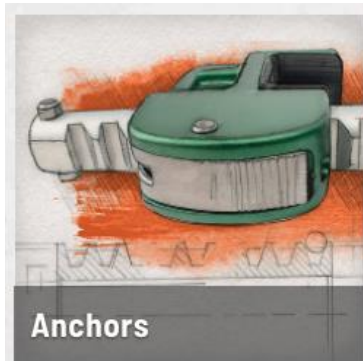
CORE VALUES



EQUIPMENT CATEGORIES



From anchors and harnesses to lanyards and lifelines – plus rescue and railings – Safewaze delivers **exactly what you need, exactly when you need it**. We proudly serve construction, general industry, energy and utilities as well as specialty markets with more than 1200 individual SKUs.



QUICKSERVICES



These value-added services help us continue to be fall protection's **MOST RESPONSIVE** partner.



QUICKRING

FAST
connection
to **LIVE**
FALL PROTECTION
EXPERTS



QUICKCONSULT

CONSULTATION
(on-site or virtual)
within **3** **DAYS**



QUICKTRIAL

PRODUCT
TRIALS ON
POPULAR
ITEMS
within **1** **WEEK**



QUICKQUOTE

SAME-DAY
QUOTES
ON
PRODUCT
orders



QUICKCUSTOM

CUSTOMIZED
PRODUCTS
and **kits**
DELIVERED
quickly



QUICKBUY

SAME
day order,
CONFIRMATION
and **TRACKING**



Investing in Education

We recognize education as a critical investment in our **mission to protect workers at height**. We provide general fall protection industry training as well as comprehensive product training.

Available at your location or ours, online or offsite, for groups from 5 to 500. Custom Safewaze demo trailers available in most regions.

- ABCDs of Fall Protection
- Rescue Requirements & Planning
- Equipment Inspection
- Regulatory & Compliance
- Competent Person Training
- Product Usage
- Fall Demonstrations
- Hazard Assessment





Keeping You Working

Protecting lives and livelihoods means keeping your equipment in action and on the jobsite. We offer certified service and repair on select items including rescue devices, confined space equipment and SRLs.

- Save money
- Minimize downtime
- Extend product life
- Maintain high levels of continued safety



WHAT OUR CUSTOMERS SAY



“ Safewaze is a **beacon of light** in a dark landscape of manufacturing. It’s nice to know there are companies out there still hustling to be **responsive.**”

Scott Wood

Inventory Manager, Hawkins-Graves Inc.

“ Of all the companies out there, **Safewaze is the most responsive.** They are unafraid to create unique products and are by far the friendliest to deal with. They just understand the market.”

Joey Kryz

Safety Manager, Fasteners, Inc.

“ The bigger companies all understand fall protection, but **Safewaze understands my industry and exactly what we do.** They can have direct conversations with our field people without an intermediary.”

Steve Hess

VP Safety & Training (retired), HEICO Construction Group



SALES ORGANIZATION

To Be Responsive, First We Listen



Doing the Right Things

By your side or behind the scenes, we execute strategic activity-based selling that delivers tailored results.

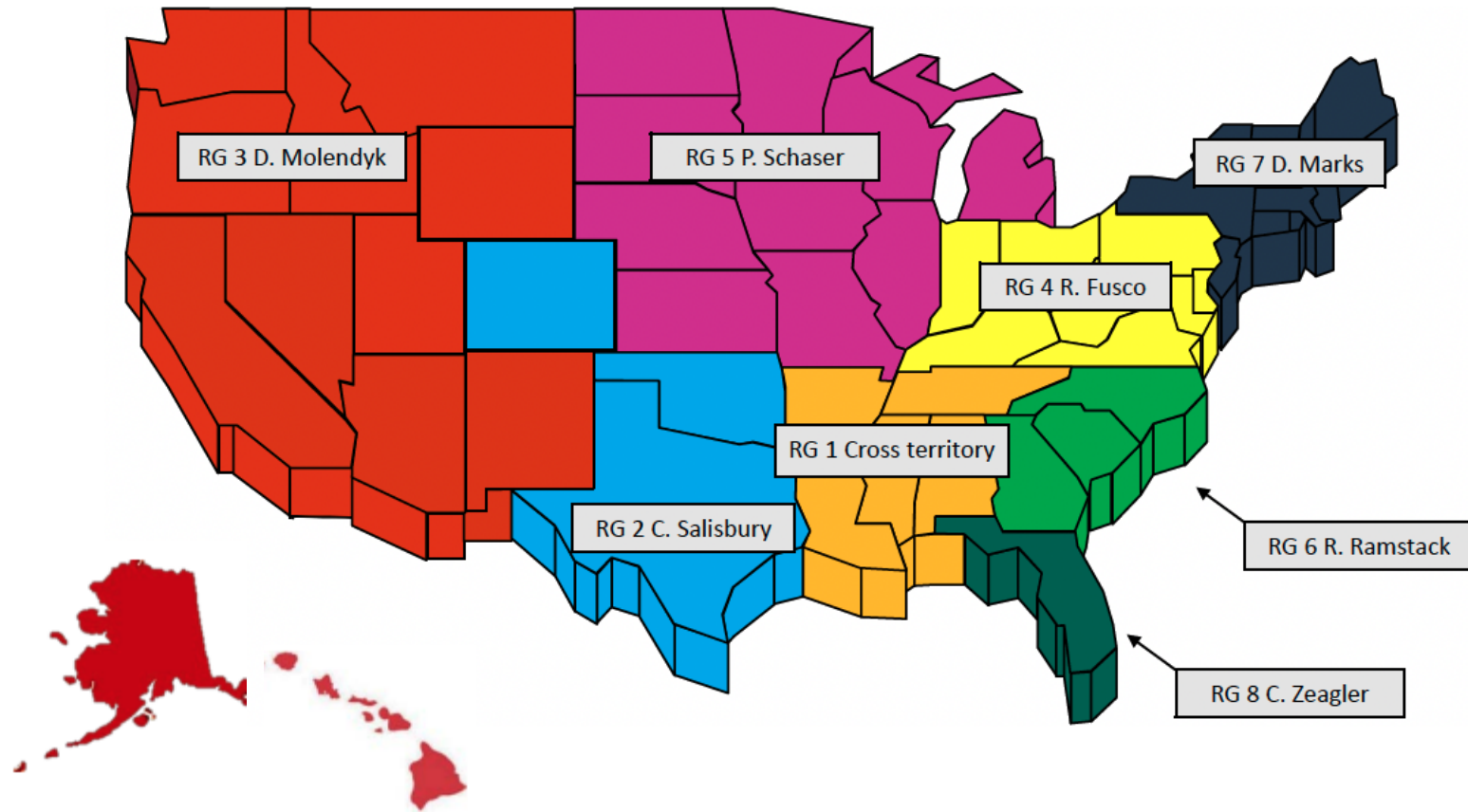
- Joint end user presentations and sales calls
- Pull-through strategies to the customers to you
- Cooperative partnerships to stretch your sales dollar
- Private labeling to promote your brand
- Comprehensive support for open houses, trade shows and other events
- Sales managers with extensive industry experience and on-demand knowledge



REGION MAP/CONTACTS



Region 1 So. Central	Blake Harrigan blake@safewaze.com	901-827-1235
Region 2 Southwest	Chris Salisbury chris@safewaze.com	512-909-3284
Region 3 West	Dave Molendyk dave@safewaze.com	213-400-5500
Region 4 Mid-Atlantic	Ryan Fusco ryan@safewaze.com	412-557-1070
Region 5 Midwest	Phil Schaser phil@safewaze.com	262-212-2732
Region 6 Southeast	Roger Ramstack rogerr@safewaze.com	770-715-7490
Region 7 Northeast	David Marks dmarks@safewaze.com	917-763-3001
Region 8 Florida Key Accounts	Christian Zeagler czeagler@safewaze.com	804-426-7895



Stephen Hartsell	VP Sales	stephen@safewaze.com
Melissa Smith	Customer Service	melissa@safewaze.com
Trena Shutters	Sales Support	trena@safewaze.com

AFFILIATIONS



AMERICAN SOCIETY OF
SAFETY PROFESSIONALS





OPERATIONS

Investing in American Manufacturing

A STRONGER SAFEWAZE



Working for You

Our commitment to manufacturing in the USA and making Safewaze an employer of choice strengthens our advantage in **responding with speed and flexibility to meet your needs.**

Our expanded capacity and streamlined production, utilizing LEAN manufacturing principles, keeps us working hard for you with continued investment in our operations.

- 100,000 square foot state-of-the-art facility
- High-performance tools, equipment and processes
- Passionate people relentlessly pursuing excellence
- Every product engineered and inspected in Concord, NC





PRODUCT

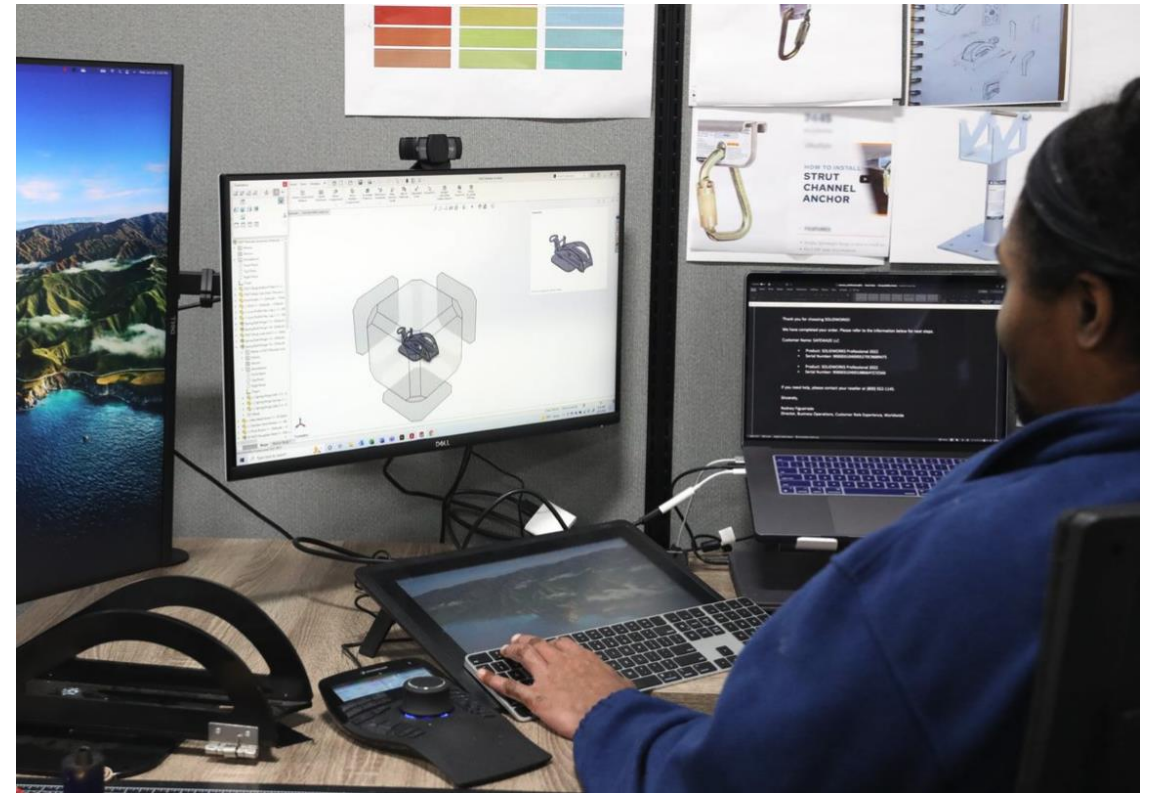
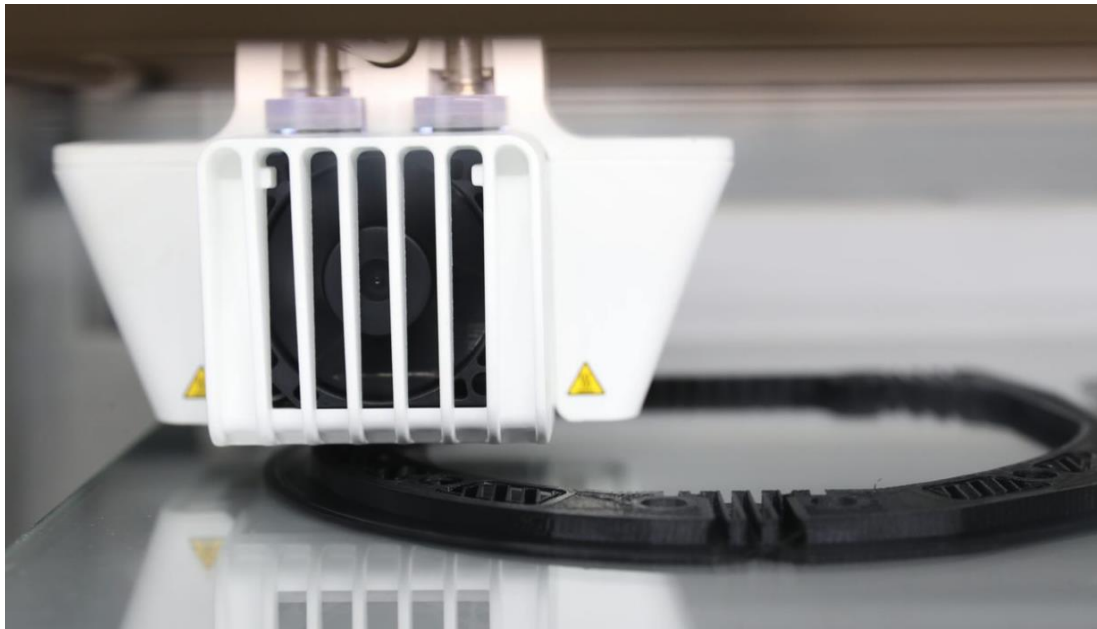
From Innovation through Testing



Winning Products

From the spark of innovation through the trials – and literal fires – of testing, our growing team is dedicated to research and development of **products that win for our customers.**

- Continued commitment to testing and training – new 10,000 square foot, 55' high facility coming in 2023
- Increased speed to market and product exclusivity
- Proven product design and dependability on the job





MARKETING

Support to Help Your Sales Climb



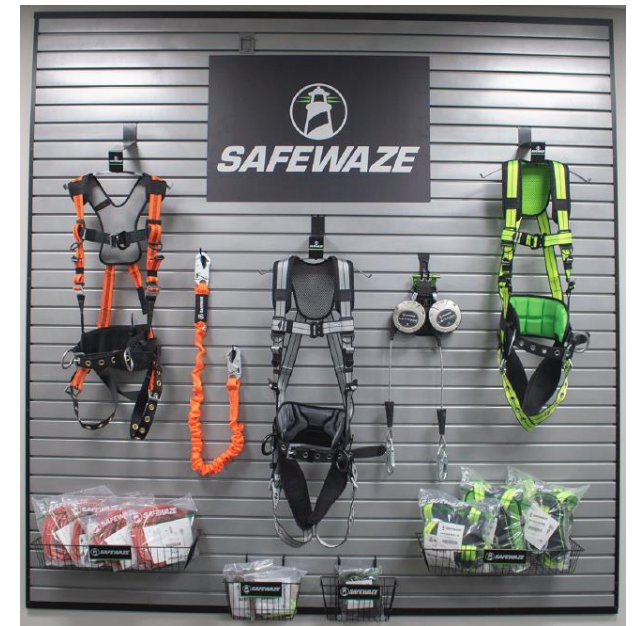
MARKETING SERVICES



Climbing Higher Together

We grow when you grow. Our marketing team is committed to providing a wide assortment of tools to do the job.

- Website – powerful filters, dynamic search, extensive library
- Product Support – descriptions, features, photography
- 2022 Catalog – comprehensive product resource
- Graphic Design – custom flyers, ads, animations
- Merchandising – branded display items
- Swag – hats, shirts, pens, stickers and more





SAFEWAZE ENGINEERING

The Safest Fall is the One that Never
Happens

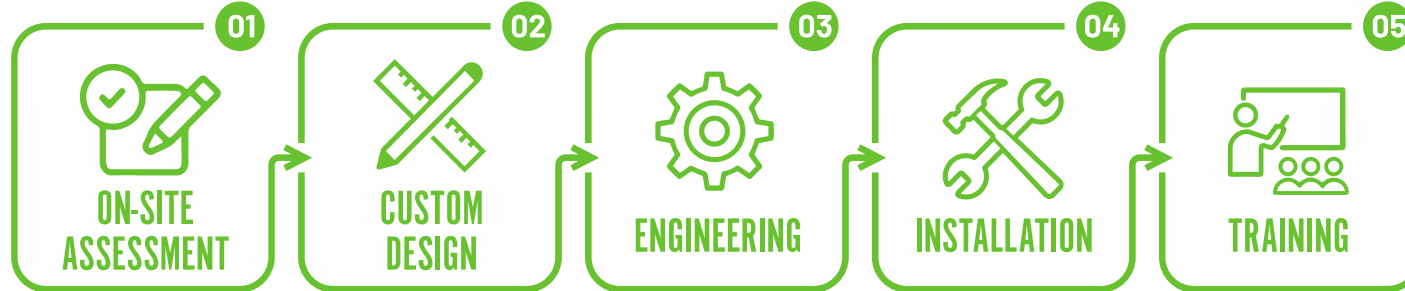




Safewaze is taking our responsive service to the next level.

Work at height often requires customization. Engineered Solutions, our new engineering service, provides systems designed exactly for your needs. It's a perfect fit that allows Safewaze to provide a full range of fall protection and fall prevention solutions.

Our Process

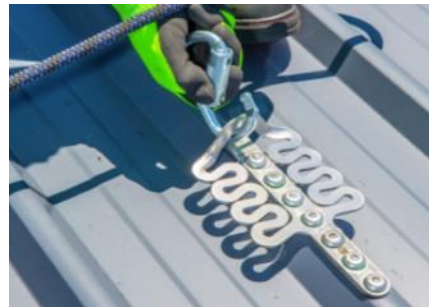


Types of Projects:

Rigid Rail Systems
Mobile Units



Single Point Anchors
Ladder Systems



Rooftop Rails & Skylights
Access Systems



Vertical Lifelines
Horizontal Lifelines





THANK YOU!

YOUR Most Responsive Partner

