



DuPont provides the best value for money protective equipment.

“DuPont™ Tyvek® has excellent breathability and Kevlar® gloves provide superior cut resistance.”

Fu Yuanjian, Sales manager, Wuhan Bonder Technology Co. Ltd.

Synopsis

- Our customers look for reliable protection and comfort in protective garments.
- **Compared to domestic products, DuPont PPE provides excellent safety, and durability, and is highly cost-effective.**

Problem

As a Distributor of protective equipment, my customers expect a high standard of safety garments and gloves that also provide them comfort and long-lasting durability. There are some domestic brands of protective products but they don't deliver quality.

Solution

Two factors are important for our customers - the quality of protection and value for money. While the domestic brands are economical, they don't provide high-quality protection.

I was introduced to DuPont PPE by my peers, and when the regional sales manager of DuPont approached us for a recommendation, we started our association.

I have been selling DuPont protective products - Tyvek®, Tychem®, and Kevlar® gloves - for the last 6 years! They have gained popularity because of their reliable protection and long-term durability, which makes them highly economical too. Tyvek® garment has good breathability and it is very comfortable. Usually, most protective clothing is loose and oversized which causes discomfort while operating, DuPont's garments are very fit & relatively flexible. Despite the garment being very thin, it has very good durability.

The maximum customer feedback is that the DuPont protective clothing has low linting and good breathability. Compared with domestic products, DuPont is better on all parameters.

Under the same protection level, I think this price of DuPont garments is very cost-effective.

Similarly, our customers used Kevlar® gloves and were highly impressed with the cut-resistant performance, as compared to domestic gloves.

I would strongly recommend DuPont PPE for everyone who works in a hazardous environment.



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