



**Ritz Safety**<sup>®</sup>

# **SALES 101:**

## **Targeting Electrical Contractors**



OSHA requires proper hand protection for electrical work – from insulated gloves for energized circuits to cut- and arc-resistant gloves for de-energized tasks, ensure contractors have the right gloves for the job.

## Sales 101: Targeting Electrical Contractors

# GLOVES



### **PUG™ Black Lightweight Polyurethane Coated Anti-Static Compliant Gloves**

Lightweight and anti-static, these 13-gauge gloves deliver grip and dexterity for handling tools and wiring prep in de-energized work. Comfortable and secure, they're built for everyday light-duty electrical tasks.

*GLBPUG17*



### **Tsunami Grip® XFT Xtreme Foam Tech Coated Anti-Static /Electrostatic Compliant Gloves**

This 13-gauge glove offers bare-hand sensitivity and a breathable XFT palm for reliable grip. Anti-static compliant, it's ideal for tool handling and light-duty de-energized tasks.

*GLB550XFT*



### **Polyurethane Coated 13-Gauge Salt-and-Pepper HPPE Cut Resistant Gloves**

This 13-gauge HPPE glove delivers A4 cut protection with a polyurethane palm for strong grip and dexterity. Anti-static compliant, it's a reliable choice for handling tools, cable, and components in de-energized electrical work.

*GLBPUG611*



### **NOVAX® Class 00 Rubber Insulating Glove with Straight Cuff - 11"**

These natural rubber gloves deliver dielectric protection with strength, flexibility, and comfort. ANSI/ASTM D120 compliant, they're built for electrical contractors, utilities, and industrial maintenance.

*PIP1500011*



### **PIP® Top Grain Goatskin Leather Protector for Novax® Gloves - Drivers Style**

These top-grain goatskin protectors pair with Class 00-0 Novax® gloves to provide durable mechanical protection. ASTM F696-06 compliant, not for electrical protection.

*PIP1481000*



### **BullShark™ 8810 Goatskin Leather Driver Gloves**

Durable yet flexible goat-grain leather for comfort, with a secure fit and tactile grip for precision tasks like wire pulling and tool handling.

*RTZ8810*



Clear ANSI Z87.1-certified safety glasses provide essential eye protection for electricians working in low-light or indoor environments, ensuring impact resistance without reducing visibility or precision.

## Sales 101: Targeting Electrical Contractors

# SAFETY GLASSES



### BullShark™ Clear Lens and Frame Glass

Frameless, lightweight safety glasses provide all-day comfort and a secure fit, with scratch-resistant clarity and ANSI Z87.1+ certification plus 99.9% UV protection for reliable indoor and outdoor eye safety.

*RTZ10S*



### BullShark™ Clear **Anti-Fog** Lens and Frame Glass

Lightweight, frameless safety glasses with scratch-resistant, anti-fog lenses provide clear vision and all-day comfort, while meeting ANSI Z87.1+ standards with 99.9% UV protection for reliable indoor and outdoor eye safety.

*RTZ10SAF*



### Ritz Razor Safety Glasses, Clear Anti-Fog Lens with Black Frame and Cord

Lightweight wrap-around safety glasses designed for all-day comfort and secure protection, featuring anti-fog, scratch-resistant lenses for clear visibility and a convenient neck cord to keep them close at hand.

*RTZSB6310STP*



### Venture II® Readers Clear Lens and Black Frame

These safety glasses feature built-in readers with a discreet lens insert for clear vision on fine print, plus adjustable temples with four length options for a custom fit. Secure nose buds prevent slipping, while the durable design meets MIL-PRF-32432 ballistic impact standards.

*PYRSB1810R20*



### Ztek® Safety Eyewear, Clear H2X Anti-Fog Lens with Clear Temples

The Ztek® is a comfortable and economical safety glass that features a scratch resistant polycarbonate lens that provides 99% UVA/B/C protection. It's lightweight, wrap-around single lens provides full panoramic view and is coated with H2X Anti-Fog.

*PYRS2510ST*



### Anti-Fog Lens Cleaning Towelettes

These pre-moistened lens cleaning towelettes already contain the anti-fog and anti-static cleaning solution you need to properly clean your protective eyewear.

*RTZLCT100*



Overhead hazards and potential contact with live equipment make hard hats a must on electrical jobs. The most common choice: ANSI Z89.1 Class E (up to 20,000 volts), designed for high-voltage protection.

## Sales 101: Targeting Electrical Contractors

# HEAD PROTECTION



### Ridgeline® Full Brim or Cap Style Non-Vented Hard Hat

Its ABS shell delivers superior impact resistance and lightweight comfort, while the low-profile design ensures a modern, comfortable fit. Universal accessory slots make it easy to attach additional gear. Available in Full Brim or Cap Style.

*FULL BRIM: PYRHP54110*

*CAP STYLE: PYRHP44110*



### SL T2™ Non-Vented Safety Helmet

Featuring advanced EPS foam that absorbs impacts from all angles, coupled with a lightweight ABS shell. The helmet is compatible with SL T2 accessories for customized safety solutions. All-day comfort is ensured with strategically placed padding and an effortless ratchet suspension adjustment.

*PYRHPT261110*



### Traverse™ Non-Vented Industrial Climbing Helmet w/ Mips® Brain Protection System

The ANSI Certified Type II, Class E industrial climbing helmet offers superior impact protection while working at heights or in confined spaces. Features a super lightweight ABS shell and an integrated EPS inner shell foam liner that work in conjunction with the highly adjustable 4-point HDPE inner suspension to provide exceptional protection from top of head and lateral impact hazards.

*PIP280HP1491RM*



### Kilimanjaro™ Type II Full Brim Hard Hat with HDPE Shell

This lightweight HDPE hard hat combines a UV-stabilized shell and EPS foam liner for full impact protection, while the 4-point quick-release suspension, SURE LOCK wheel adjustment, and replaceable sweatband deliver all-day comfort and a secure fit. Compatible with a 4-point chin strap for added stability, it's designed for both safety and wearability on the job.

*PIP280HP642R*



### V-Gard H2® Full Brim Non-Vented Safety Helmet

The V-Gard H2® Full Brim Safety Helmet provides enhanced head protection in a comfortable, easy to use application. This Safety Helmet is customizable and integrates seamlessly with a comprehensive suite of V-Gard® accessories for use in a wide variety of industrial applications.

*MSA10250593*



### Type II + Non-Vented Safety Helmet

This ANSI/ISEA Z89.1 Type II hard hat delivers top and side impact protection with a FlexBrim™ removable brim, wide size range (6¼-8), and fully adjustable 4-point chinstrap for all-day comfort. With mix-and-match colors, field-replaceable components, integrated accessory options, and customization for logos and striping, it's built for versatility, safety, and personal style in any work environment.

*BULT2N*



Working at height or near edges requires reliable fall protection to prevent serious injuries. Most electricians and construction workers use full-body harnesses with shock-absorbing lanyards or self-retracting lifelines, all compliant with OSHA 1926.502 and ANSI/ASSE Z359 standards.

## Sales 101: Targeting Electrical Contractors

# FALL PROTECTION

FALLTECH



### 7' Arc Flash Mini Pro™ Class 1 Personal SRL-P, Single-leg with Steel 5k Carabiner

This Kevlar® web lifeline provides Arc Flash protection while the integrated energy absorber cover includes fall clearance charts for quick reference. Its compact design keeps the SRD aligned with worker motion for enhanced comfort and productivity.

*SUPPLIER ITEM ID: 72907SP8*

FALLTECH



### 8' FT-X® EdgeCore™ Arc Flash Class 2 Leading Edge Personal SRL-P, Twin-leg with Steel Swivel Rebar Hooks with SpeedLink™

For the first time in an SRL, this unit offers both Arc Flash and Class 2 Leading Edge protection, with a 100% Kevlar® EdgeCore™ lifeline. Its compact design keeps the SRL aligned with worker motion, enhancing comfort and productivity.

*FAL84008TP3S*

FALLTECH



### FT-R® Arc-Flash Class 1 SRL with 30' Technora Rope

Designed for electrical contractors, this lifeline combines a Technora® synthetic rope with Kevlar®/Nomex® arc flash protection, a smooth energy absorber for reliable performance, swivel connectors for easy movement, and a durable UV- and scratch-resistant label for long service life.

*FAL721530T*

FALLTECH



### FT-R® Arc-Flash Class 1 SRL with 30' Technora Rope with Dielectric Snap Hook

This lifeline features a 1/4" Technora® synthetic rope with a 9kV dielectric snap hook, Kevlar®/Nomex® arc flash protection, a smooth energy absorber for reliable performance, swivel anchor with carrying handle for easy setup, a UV- and scratch-resistant label for long service life, and a steel anchorage carabiner with 3/4" gate opening.

*Supplier Item ID: 721530TD1*

FALLTECH



### FT-Arc™ Flash 4D Construction Climbing Full Body Harness, Overmolded Quick Connect Adjustments

The Comfort Legs® design enhances mobility and all-day comfort, while premium dielectric hardware and adjustable buckles provide secure connections. Arc-resistant Nomex® webbing with a Kevlar® core delivers durable, high-performance protection across shoulders, torso, belt, and legs.

*Supplier Item ID: 8079FDQC*

FALLTECH



### Carbon FT-Arc Tower™ 6D Tower Climber Full Body Harness, Quick-Connect Leg Adjustments

Engineered for tower climbers in high-risk arc flash environments, the Carbon FT-Arc Tower combines serious protection and unmatched comfort. With Kevlar®-reinforced Nomex® webbing, 9kV-rated hardware, and a lightweight carbon fiber seat, this harness is built for performance under pressure.

*Supplier Item ID: 8048AF*



Electrical contractors rely on a variety of tools and accessories to get the job done safely and efficiently—make sure you understand what's required and research the proper equipment for each task.

# Sales 101: Targeting Electrical Contractors

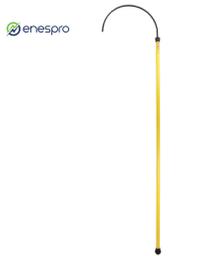
## TOOLS & ACCESSORIES



### Arc Flash Tool Tether

The market's first ASTM F887 Arc Flash resistant bungee-style tool tether securely anchors your tools while minimizing entanglement risk by shortening their length when stored. Made from a Kevlar®/ Nomex® blend, they provide superior heat and burn resistance than regular nylon or polyester options, allowing your tools to stay tethered, and workers below safe, even in the harshest conditions.

*Supplier Part Number: 7100001*



### Enespro® Rescue Hook Hotstick

This 6' insulated fiberglass handle features closed-cell foam for electrical and water protection, a powder-coated heat-treated steel hook with an 18" opening designed for ease of use, and a rubber tip for added safety.

*NSAAGHSRH6*



### Non-Contact Voltage Tester Pen, 50 to 1000 Volts

This non-contact voltage tester features a bright green LED power indicator, red LED and audible alert for detected voltage, a discreet ON/OFF button, auto power-off, low-battery indicator, CAT IV 1000V safety rating, 50-1000V AC range, durable polycarbonate construction, pocket clip, 6.6' drop protection, and includes instructions and 2 AAA batteries for reliable, compact, and safe operation.

*KLENCVT1*



### Dual Range High Voltage Tester

This voltage detector checks overhead conductors and cable faults with LOW (50V-1.5kV) and HIGH (1.5kV-132kV) ranges, provides audible and visual alerts, is water-resistant, and comes with a durable carrying case and 9V battery.

*KLEHVNCVT1*



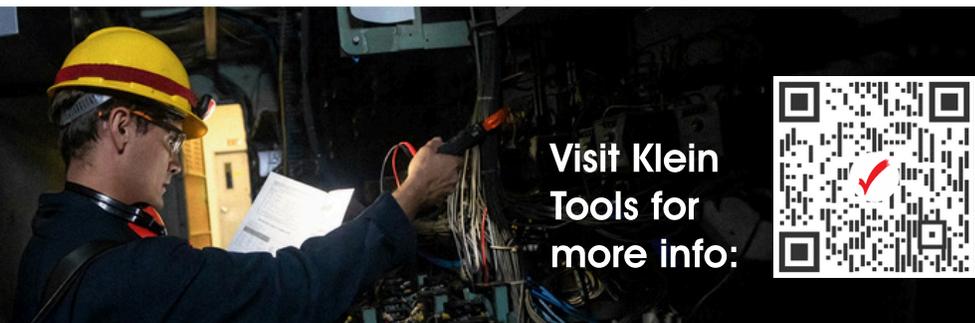
### Digital Clamp Meter, AC Auto-Ranging 400 Amp

This durable clamp meter measures AC current and NCVT via the clamp, AC/DC voltage, resistance, and continuity via test leads, features a backlit LCD, auto-ranging, hands-free operation with optional magnetic hanger, auto-power-off, low-battery indicator, CAT III 600V safety rating, and includes test leads, carrying case, instructions, and 3 AAA batteries.

*Supplier Part Number: CL120*

## Tools That Professionals Trust

For over 160 years, Klein Tools has delivered durable, precision-crafted electricians' tools designed to meet the demands of the job—and built to last for generations.



Visit Klein  
Tools for  
more info:



FOR MORE INFORMATION OR QUESTIONS, CONTACT [MARKETING@RITZSAFETY.COM](mailto:MARKETING@RITZSAFETY.COM)



Electricians must protect themselves from dangerous arc flash incidents on the job. Offering complete arc flash kits helps ensure safety compliance and reduces risk. For customers interested in kits, set up a sales call with PIP or National Safety Apparel (NSA) to provide tailored solutions.

# Sales 101: Targeting Electrical Contractors

## ARC FLASH KITS



### Enespro® CAT 2 / 8 cal Coverall Arc Flash PPE Kit

CAT 2, 8 cal/cm<sup>2</sup> protection provides reliable everyday electrical safety, while the PureView™ faceshield with anti-fog coating ensures clear visibility. The Action Back and 6-pocket design offer mobility and practical on-the-job storage.

*NSAKIT2CV08NG: Sizes SM - 3X*



### Enespro® CAT 4 / 40 cal Lightweight Arc Flash PPE Kit

Lightweight CAT 4 protection with a 40 cal arc flash rating and 9.5 oz GORE® PYRAD® fabric delivers maximum safety without the bulk, while the ergonomic fit, covered zip closure, and PureView™ faceshield keep workers comfortable and productive. Made in the USA, the complete kit provides everything needed for a full arc flash safety solution.

*NSAARC40KITNG: Sizes SM - 3X*

## Electrical Safety, Evolved

Enespro is redefining PPE and equipment—designed with real workers in mind, built for better protection, comfort, and innovation.



Visit for  
more info:



FOR MORE INFORMATION OR QUESTIONS, CONTACT [MARKETING@RITZSAFETY.COM](mailto:MARKETING@RITZSAFETY.COM)



For work around energized equipment, intrinsically safe, non-conductive lighting protects workers from electrical hazards while providing reliable, hands-free illumination. Look for durable, impact-resistant designs with long battery life for maximum productivity.

# Sales 101: Targeting Electrical Contractors

## HEADLAMPS & FLASHLIGHTS

NIGHTSTICK



### Intrinsically Safe 3 AAA Multi-Function Dual-Light Headlamp - 160 Lumens

Features a multi-position tilt head design and includes an elastic head strap with a non-slip lining and a heavy-duty rubber head strap for use on a hard hat. The dual top-mounted switches provide user-selectable high or low-brightness spotlight, high or low-brightness floodlight operation, and our exclusive Dual-Light design...the ability to turn on both the spotlight and the floodlight at the same time for maximum user safety and lighting versatility.

[BAYXPP5454G](#)

NIGHTSTICK



### Intrinsically Safe 3 AAA Dual-Function Headlamp - 180 Lumens

This headlamp features a multi-position tilt head design and includes an elastic head strap with a non-slip lining and a heavy-duty rubber head strap for use on a hard hat. The top-mounted switch provides user-selectable high or low brightness spotlight operation.

[BAYXPP5452G](#)

NIGHTSTICK



### Intrinsically Safe 3 AAA Intrinsically Safe Dual-Light Headlamp w/Hard Hat Clip & Mount - 115 Lumens

This headlamp features a multi-position tilt head design and includes an integrated Stainless Clip and adhesive hard hat mounting bracket for hands-free operation. The dual top-mounted switches offer user control over high or low-brightness spotlight and high or low-brightness floodlight settings.

[BAYXPP54546C](#) - hard hat not included

NIGHTSTICK



### Intrinsically Safe Dual-Light Flashlight - 160 Lumens

It uses an LED rated at 160 lumens that work in conjunction with a high-efficiency deep parabolic reflector to create a usable flashlight beam rated at 170 meters. A 130 lumens unfocused floodlight is integrated into the housing which is perfect for close-up illumination.

[BAYXPP5422G](#)

NIGHTSTICK



### Intrinsically Safe Dual-Light Flashlight - 235 Lumens

Uses an LED rated at 235 lumens that work in conjunction with a high-efficiency deep parabolic reflector to create a usable flashlight beam rated at 187 meters. A 130 lumens unfocused floodlight is integrated into the housing which is perfect for close-up illumination.

[BAY54226MX](#)

NIGHTSTICK



### INTEGRITAS™ 82 Intrinsically Safe Rechargeable Lantern - 1750 Lumens

A powerful handheld light, generating an ultra-bright 1750 lumens from four separate LEDs housed in a 180 degree articulating head. The results are a tightly collimated beam that cuts through thick smoke and illuminates objects up to a third of a mile (552m). Activating the switch enables a battery-saving 600-lumen low mode, extending runtime to 11.5 hours.

[BAYXPR5582GX](#)





OSHA requires trained first aid and CPR responders when crews work on or near energized equipment. For electrical contractors, that means accessible first aid kits, annual inspections, and certified responders available within 4 minutes to treat shock or arc flash injuries.

## Sales 101: Targeting Electrical Contractors

# FIRST AID



### Ritz Safety 25 ANSI 2021 A+ First Aid Kit - Weatherproof Plastic Case

Surefill® 25 Series Weatherproof First Aid Kit is designed to cater for small to medium sized workplaces and includes quality first aid products required to treat injured workers so they are able to return to the job. These durable cases ensure contents are protected from the day to day exposure to dust and damage.

*RTZFAP25*



### Surefill® 50B Series ANSI B First Aid Kit - Weatherproof Case

Surefill® 50B Series Weatherproof First Aid Kit is designed to cater for medium sized workplaces and includes quality first aid products required to treat injured workers so they are able to return to the job. The durable case ensures contents are protected from the day to day exposure to dust and damage.

*AERSF50BW*



### ANSI Class B Modulator Emergency Response Bag, Standard

Designed for ultimate preparedness, offering well-organized, injury-specific first aid modules for burns, eye injuries, sprains & fractures, bleed control, general first aid + an AED/CPR prep kit. Housed in a durable, weather-resistant soft case, this kit is built to withstand the toughest conditions, making it essential for any environment.

*AERM610B*



### ANSI Class B Modulator Trauma Backpack, without AED, Standard

The Modulator Trauma Backpack is engineered to be your complete emergency safety net, combining a comprehensive, ANSI-compliant first aid kit with a durable, hands-free backpack. The backpack features a dedicated pouch that fits most AEDs, including HeartSine, Philips, LIFEPAK CR2, ZOLL, and Defibtech.

*AERM600B1*



### LIFEPAK® CR2 AED, Fully-Automatic, USB, English, Handle

Sudden cardiac arrest (SCA) can happen to anyone, anywhere. Immediate treatment is vital. A victim's chance of survival dramatically decreases for every minute without treatment. That's why public access defibrillators are so important: they put lifesaving technology where it can do the most good. Built for ease and speed during emergencies.

*AER99512001434*

## Sales 101: Targeting Electrical Contractors



Electrical crews stay visible and protected with ANSI/ISEA Class 2 or 3 hi-vis garments, meeting OSHA 29 CFR 1926.200 & 1926.651(d) for visibility around traffic and jobsite equipment. For work near energized circuits, arc-rated, non-conductive fabrics provide electrical hazard protection in line with OSHA 1910.269 & 1926 Subpart S.

# HI-VIS APPAREL

GGS



### FrogWear® HV Flame-Resistant Surveyors Safety Vest with Sleeves

This flame-resistant, high-visibility surveyor's vest combines yellow/green anti-static mesh with silver FR reflective stripes for visibility in low light. It features a back D-ring, shoulder mic tabs, a secure FR zipper, and multiple pockets—including a two-tiered outer pocket with pen/marker holders—for convenient on-the-job storage.

[GLBGL0025FR](#)

GGS



### FrogWear® HV Flame-Resistant High-Visibility Yellow/Green Surveyors Safety Vest

This flame-resistant, high-visibility surveyor's vest is made from yellow/green anti-static mesh with silver FR reflective stripes for enhanced low-light visibility. It includes a back D-ring, shoulder mic tabs, a black FR zipper, and multiple pockets—including a two-tiered outer pocket with pen/marker holders—for convenient on-the-job storage. Patented materials provide customized flame-resistant protection.

[GLBGL0022FR](#)

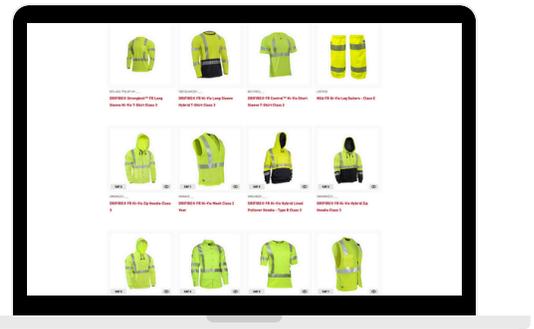


### DRIFIRE® FR Hi-Vis Pullover Hoodie Class 3

This FR sweatshirt features a drawstring hood that fits over a standard hard hat, generous cut for movement, front pocket with angled opening, rib-knit cuffs and waistband, and 3M™ Scotchlite™ reflective trim sized per ANSI compliance for optimal visibility.

[NSASWSHEC](#)

National Safety Apparel delivers hi-vis workwear designed for electrical contractors, offering both men's and women's gear that combines comfort, compliance, and visibility on the job.



SCAN FOR MEN'S  
FR WORK WEAR



SCAN FOR WOMEN'S  
FR WORK WEAR

## Sales 101: Targeting Electrical Contractors



Reliable communication is critical when working near energized equipment or at heights. Electrical crews depend on durable, non-conductive radios and hands-free headsets that deliver clear audio, long battery life, and safe operation without introducing electrical hazards.

# COMMUNICATION

motorola



### MOTOTRBO R5 Digital Portable Two-Way Radio

MOTOTRBO R5 connects teams, helping boost efficiency and safety with loud, clear audio that cuts through background noise, plus intuitive status indications and controls so workers can focus on their tasks, all in a tough, compact device that's built to last.

[Reach out to Dale Kurcsak \(dkurcsak@pmiradios.com\) for more information](#)

FOR MORE INFORMATION OR QUESTIONS, CONTACT [MARKETING@RITZSAFETY.COM](mailto:MARKETING@RITZSAFETY.COM)



Electrical contractors need workwear that meets OSHA and NFPA standards for arc flash and electrical safety. Properly rated shirts, jackets, and outerwear help protect against electrical hazards while keeping crews compliant and safe on the job.

## Sales 101: Targeting Electrical Contractors

# WORKWEAR



### DRIFIRE® FR Control™ Long Sleeve T-Shirt

DRIFIRE® FR CONTROL™ is built to tackle both hot and cold temperatures. This flame-resistant base layer offers the most advanced fabric technology allowing it to actively respond to varying conditions and assist in regulating to your body temperature.

*NSAC52FKSRLS*



### Enespro® AirLite™ 12 cal Arc Flash Bib Overalls

This overall features 3M™ Scotchlite™ FR silver and yellow reflective trim with embroidered arc rating, quick-disconnect adjustable shoulder straps, and 14" high-temperature leg zippers for easy donning.

*Supplier Item ID: EN12BONTNB01*



### Enespro® Airlite Ascend™ 40 Cal Arc Flash Jacket

The Airlite Ascend represents the latest advancement in Arc Flash PPE from Enespro. With its sleek, innovative design and patent-pending fabric system, it enhances fit and performance in high-mobility areas. The suit features stretch panels that are 200% more breathable, 200% more flexible, and release 75% more heat in critical areas than other premium Arc Flash suits.

*LAPPINDM10*



### FR Modern Uniform Shirt | 5oz. Tecasafe® One Inherent | Denim Navy (Men's & Women's Avail)

Experience the perfect blend of modern style, lightweight performance, and superior safety with the FR Modern Uniform Shirt. Featuring a streamlined design and ultra-breathable 5oz. Tecasafe® One Inherent fabric, this shirt combines durability, comfort, and unparalleled protection in a truly unique package.

*LAPTCS5DN & LAPLTCS5DN*



### 10oz. 100% Cotton Denim FR Modern Jeans

LAPCO FR™ flame-resistant modern jeans are made to handle anything your workday might throw at you. These work jeans include all of the needed safety features while being stylish and comfortable. From the worksite to the meeting room, these FR Modern Jeans get the job done.

*LAPPINDM10*



### Ladies 10oz. 100% Cotton Denim FR Modern Jeans

LAPCO FR™ Ladies FR jeans are made to fit and flatter all women. Now you can have safety on the job without the inconvenience of wearing men's or unisex sized flame-resistant jeans. These are jeans for the modern working woman.

*Supplier Item ID: L-PFRD10M*



Protecting crews from extreme conditions is essential for safety and productivity. Offer hydration stations, sun shades, cooling gear, and insulated cold-weather apparel to help workers stay safe and comfortable on the job.

These items are intended for use OFF the jobsite or outside energized areas. They provide comfort in hot or cold conditions but are not suitable for use near live electrical equipment.

## Sales 101: Targeting Electrical Contractors

# WEATHER SOLUTIONS



### All Sport® Hydration Products

Freezer Pops - Variety Pack: JEL10121804

Freezer Pops - Sugar-Free Variety Pack: JEL10122566

Zero Sticks - Variety Pack: JEL10122520



### Water Coolers

2 Gallon: IGL421

3 Gallon: IGL431

5 Gallon: IGL 451

10 Gallon: IGL4101



### Sun Protection

SHAX® 6100 Lightweight Industrial Umbrella: ERG12967

SHAX® 6190 Umbrella Stand: ERG12990

Hi-Vis Lime Lightweight 10' x 10' Pop-Up Shelter: ERG12910



### Cooling Wearables

Green Cooling Towel: RTZCT1

Blue Cooling Towel: RTZCT2

Chill-Its® Multi-Band Hi-Vis Lime: ERG42108

Chill-Its® Multi-Band Blue: ERG42120

Chill-Its® Hi-Vis Cooling Arm Sleeves Green: ERG122



### Cold Weather Gear

N-Ferno® 6990 Hand Warming Packs: ERG16990

N-Ferno® 6820 FR Winter Hat: ERG16820

N-Ferno® Wind-proof Hinged Stretchable Fleece Balaclava: ERG16823

## Sales 101: Targeting Electrical Contractors

# PPE & TOOLS FOR ELECTRICAL CONTRACTORS

When selling to electrical contractors, it's crucial to focus on equipment that keeps workers safe, OSHA-compliant, and productive.

In addition to core PPE and tools, electrical contractors often rely on a wide range of safety and work gear, including: respiratory protection, hearing protection, insulated hand tools, and ladders/access gear, each designed to address common hazards and support everyday electrical work.

### Quick Tips for Electrical Contractor Calls – Sales Rep Guide

1. **Lead with Essentials:** Start the conversation with items that electricians need every day:

- Gloves (especially insulated or heavy-duty for live circuits)
- Safety glasses / goggles
- Hard hats or head protection

*These are quick wins for quoting and help build trust fast.*

2. **Call Out Brand Preferences:** Electricians often have strong brand loyalties. Mention brands they know and trust:

- Highlight premium options that meet OSHA and ANSI standards.

3. **Ask Smart, Targeted Questions:** These questions help uncover needs and open opportunities for upselling:

- “Who handles safety purchases?” → Identify the decision maker.
- “Do you test your rubber gloves every 6 months?” → Opens conversation on inspections and compliance.
- “Do you require Type 2 helmets?” → Ensures proper PPE recommendations.

4. **Tie Products to Work Conditions:** Show that you understand their day-to-day challenges:

- Seasonal gear: cold/rain protection in winter, cooling items in summer
- Environment-specific PPE: dust masks for renovations, hearing protection near generators

5. **Offer Convenience & Value:** Electricians appreciate solutions that save them time and hassle:

- Vending machines for quick access to PPE and tools
- Quick Quote bundles or tool + PPE packages
- Highlight any delivery, stocking, or bulk-order options

6. **Extra Tips**

- Listen for pain points like missing inventory or slow procurement cycles.
- Emphasize OSHA/ANSI compliance whenever possible—it builds credibility.
- Always follow up with a simple “I can make this easy for you” approach.



# **SALES 101:**

## **Targeting Electrical Contractors**

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