You Talk

Quest comes to the table ready to work. Our territory managers are technically trained, have a strong knowledge of the safety industry. and understand how businesses can ensure the safety of their employees.

We ask questions about your business, your workers, and the environments in which you work. What works for you? What doesn't? What obstacles do you face? What can we do to make safety easier for you?

We Listen

Most importantly, we listen to your individual needs. We never approach new business believing we already have the solutions, because every company is different.

We dive deeper with our questions to learn more about issues that cause you problems.

The Quest team will create a safety solution that will satisfy your safety needs as well as help your business grow.

We Build Solutions

Our territory manager won't be working on the solution alone. We have a team of experienced, trained safety professionals who come together to build the best solutions possible.

As a member of SafetyNetwork.me, we can offer you a wide portfolio of products at competitive

Our territory manager presents the solution and hopefully if it meets your approval. If it doesn't,

Form Partnerships

You decide on a solution and the items are purchased. All shipments are double-checked for accuracy before they go out the door. We have an order accuracy rate of 99.4% and an inventory accuracy rate of 99.5%.

The relationship doesn't end there. Quest's goal is to create safety partnerships that last for years.

Next, your initial order is delivered. We'll check in to see how everything went. Is there anything we could have done better? Would you like to start receiving our monthly newsletter for updates on products and changes in the safety industry?

> We'll also set a time to meet again. Now that you see our business model, hopefully you will want us to be your safety partner.





Quest Safety Products

Our Mission:

Partnering with You to Protect Your Employees in Any Environment



Quest is a HUBZone and Small Minority Business Enterprise.

Throughout our partnership we will offer you and your workers:

- Cost Savings

- New Product Announcements

work with you and your employees to build additional safety soutions to address your current needs and prevent future problems.





Many companies see their customer's buying cycle on a timeline with a straight line. At Quest, we think of our relationships running on more of an infinity figure eight course. That formation better fits our partnership style. We build relationships for the long term, not for just a few sales.

We may begin with an order for safety yests and glasses. As we learn more about your business, we will discover new ways to make safety more efficient and cost effective for your company.

Your employees' safety will always be our first priority.

like in a supplier and how we can become a trusted safety partner. We ask more questions. What are your expectations?

5

We learn

what you

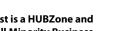
like and don't

How do you define success? How can we make the process easier for you?

How often should we reach out to you, and in what manner? Are products selected by you or do others evaluate and decide? How do you want to submit orders, online, email,

phone calls, etc?

Individualized Attention



As time goes on we learn more about your business and create additional solutions. While we continue to serve your intial needs, we

Safety Strategies

Not sure which direction to take?

Quest has options to help steer you in the right direction.

Product Audit/Assessments: We can assist in conducting product assessments (gloves, signs, fall protection, etc.) to see how your current product is performing, what your workers need, how they use specific products, and how your current product compares against other options.

Guidance: Being a member of SafetyNetwork.me, we have manufacturers and product specialists who can attend meetings with us to answer questions or provide additional training.

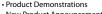
Crafted to Your Needs











· Safety & Product Knowledge

A Focus on Services