

# SEVEN THINGS TO LOOK FOR IN A GUARDING COMPANY

## 1. DOES THE COMPANY HAVE A GUARDING PHILOSOPHY?

- › What is the principle behind their design?
- › Does their product conform to industry standards?
- › Test out their theory. Is it “bullet proof”?
- › Is their theory consistent with all products?
- › Ask to see the standards that support their designs.

## 2. DOES THE COMPANY SPECIALIZE IN GUARDING?

- › What type of guards do they specialize in?
- › Does their specialty match your requirements?

## 3. DO THEY PROVIDE GUARDING SOLUTIONS THAT IMPROVE WORKER SAFETY AS WELL AS PRODUCTIVITY?

- › A well designed guarding solution should address both of these issues.
- › Have they addressed ergonomic issues?
- › Does their design benefit everyone – the worker, maintenance personnel, engineers, Joint Health and Safety Committee?
- › Are their designs simple? Complex designs add costs and increases the risk of misuse or taking short cuts.

## 4. DO THEY STOCK GUARDS OR IS EVERYTHING MADE TO ORDER?

- › In most cases guards are required ASAP, therefore waiting for them to be made increases downtime and lost revenue.
- › Stock guards are usually manufactured in volume, which translates into cost savings for the end user.
- › Quick delivery should not come with a premium – it should be expected.

## 5. DO THEY SELL GUARDING PRODUCTS OR STANDARDIZED GUARDING SOLUTIONS?

- › Is what they sell you today going to be the same as what they will offer tomorrow?
- › Are their products universal with many applications or are they application specific?
- › Do they offer the complete solution or only a piece of the puzzle?

## 6. DOES THE COMPANY OFFER SUPPORT & TRAINING BEFORE, DURING & AFTER THE SALE?

- › Are they after a quick sale or do they want a long term business relationship?
- › Do they offer product and installation training? If yes, is there a cost?
- › Do they offer instructional brochures, videos, etc.? If yes, is there a cost?
- › Do they offer design support for special applications?

## 7. DO THEIR PRODUCTS INCLUDE INSTALLATION/MOUNTING HARDWARE?

- › Ordering guards should not be difficult. Is mounting hardware included with their guards or do you have to order them separately? Is this an additional cost?
- › Is mounting hardware universal with all their products?
- › How many tools are needed to complete installation and routine maintenance?

