

A DISPOSABLE RESPIRATOR ALTERNATIVE

CLAUDIO DENTE, PRESIDENT AND CO-FOUNDER, DENTEC SAFETY SPECIALISTS

Dentec Safety is a NIOSH-approved respiratory manufacturer based in Lenexa, Kansas, with a 100 percent North American-based supply chain for our half masks, cartridges and filters.

When the CDC recommended against the use of respirators with exhalation valves, we designed the Comfort-AirNx Respirator (Nx: No Exhalation Valve). Two-way filtration when breathing in and out, the Comfort-Air Nx reusable respirator provides better fit and an air-tight seal for all face shapes and sizes. N95 and P100 filters can be disinfected, are reusable for one year (use dependant), contributing to 95 percent waste reduction and 90 percent cost savings versus disposable respirators.

As a world-class manufacturer of respirators and PPE, Dentec Safety's elastomeric respirators are:

- **American made.** 100 percent of our materials are manufactured in the United States.
- **Safer.** Two-way filtration for breathing in and out. Disposable respirators have failure rates of 20 percent to 50 percent when conducting quantitative fit testing.
- **More comfortable.** Internal temperature recordings inside the mask are 2 C cooler than wearing a disposable respirator including a surgical style mask. Say goodbye to face rash and mask acne!
- **Better fit for all faces.** NIOSH

sizing protocols drastically underrepresent women and Asian face shapes and sizes for FFRs. We designed the Comfort-AirNx Respirator in two sizes to provide a better fit/seal qualities for all face shapes and sizes.

■ **More affordable.** The N95 and P100 filter housing can be disinfected and, therefore, the filter can be reused. Our reusable respirator will reduce consumption by millions of units annually depending on the number of users versus disposable respirators.

■ **Reduced waste and landfill costs.** The Comfort-AirNx Respirator will reduce landfill waste and mask disposal incineration costs, reducing carbon emissions.



DENTE



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NAVIGATING SUPPLY CHAIN SAFETY & PRODUCTIVITY

NATE BOHMBACH, PRODUCT DIRECTOR, ERGODYNE

The chaos of the global supply chain is creating a wide range of critical challenges for distribution centers of all sizes. Working to support one of our distributor partners, we identified an urgent need in a warehouse setting with a customer among the “biggest of the big”—a better harnessing solution for keeping expensive handheld scanners safe, secure and easily accessible.

Ranging anywhere from \$800 to \$2,000, handheld scanner devices don't come cheap—a cost that's compounded every time they're dropped or left behind.

But beyond the product solutions, they also needed a supply chain partner to help come up with a sustainable way to keep scanner harnesses in stock. So while the product team got to work developing a solution to address worker needs, our sales team stepped in to whiteboard a sustainable path forward by leveraging the presence of our distribution partner within the customer's facilities. Thanks to our partner's strong existing relationship with the customer, the infrastructure was very much in place to set us up for success. From there, it was a matter of plugging into that and making our scanner harness part of a sustainable supply channel the customer already knew and trusted.

As a direct result of our distributor partnership, the customer is now offering the scanner harness in vending machines on site, supply is steady and we're accounting for even more growth in the future. And that's not all—the success of this product

also helped us identify a larger opportunity to innovate well beyond the original harness, with the line now including a variety of device

tethering and holstering solutions to support a broader range of applications and worksites.



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