

## UTILITY COMPANY TESTING

**THE TEST RESULTS PROVE THAT ROCKY MOUNTAIN SUNSCREEN DOES NOT COMPROMISE THE INTEGRITY OF HIGH-POWER SAFETY GLOVES USED BY UTILITY LINEMEN. COMBINE THAT WITH OUR SUPERIOR BONDING-BASE FORMULA, AND IT'S EASY TO SEE WHY WE SHOULD BE THE CHOICE FOR YOUR OUTDOOR WORKERS TOO."**

A "Mid-West" Electric Company was supplying sunscreen to its linemen- and receiving a lot of complaints. The sunscreen they were using was a) citric-based and caused irritation when it mixed with sweat and got in the employees' eyes, b) it was not as effective (read: inadequate SPF) as it could be at protecting from sunburn, and c) made the linemen "smell like a coconut".

In researching sunscreen substitutes, of over-riding concern was whether or not the product would degrade the protective equipment (high-voltage gloves) the linemen wore, and compromise **SAFETY**. So...here's what they did to test Rocky Mountain Sunscreen-

- First, they took several pairs of linemen gloves and tested them for leaks utilizing their Standard Monthly Testing Protocol- including an inflation test (to test for pinholes) and visual inspection (to look for cracking in the rubber).
- Next, they smeared a layer of Rocky Mountain Sunscreen all over the gloves and let them sit for 7-10 days.
- Then, they re-tested the gloves using the Standard Monthly Testing Protocol. **NO PROBLEM SO FAR.** All gloves passed inspection.
- More Rocky Mountain Sunscreen was re-applied to the gloves. They were intermittently exposed to UV radiation in the lab- FOR 2 MONTHS.
- The gloves were re-tested using the Standard Monthly Testing Protocol. **ALL GLOVES PASSED INSPECTION.**
- Rocky Mountain Sunscreen was then piloted in 15 districts. The results were **VERY FAVORABLE:**
  - No one complained of sunburn problems
  - No one complained that the product was greasy and caused problems working
  - No one complained that they smelled like a coconut
  - No one had problems with their safety gloves
  - Usage was monitored and found to be VERY HIGH- WORKERS LIKED THE PRODUCT.

Today, Rocky Mountain Sunscreen is a permanent stock item at this company. Our product, combined with educational materials available to all employees via the company intranet, has provided a solution that this electric company feels good about, and that their linemen can **LIVE** with.