



# SAF-TECH

FLAME RESISTANT WORKWEAR

## Consistency in an Ever-Changing Market: A Case Study

*“With the assurances and quality that Westex® fabrics provide, we believe we can tell people we are offering the world’s best FR garments to our customers.”*

*– Steve McCrory, Saf-Tech president*

“Quality. Service. Excellence.” This high-achieving motto guides the daily work at Saf-Tech. Synonymous with quality protective garments, the company has a proud history of serving the oil and gas industry with daily flame resistant (FR) personal protective equipment (PPE) made in the U.S. It is no wonder Saf-Tech has specified Westex® brand fabrics, with trusted and proven FR performance, to instill confidence in every garment to customers for 22 years.

Saf-Tech’s portfolio of protective garments suits a variety of short-term thermal exposure hazards, including flash fire. They needed a seamless fabric partner with an array of FR technologies—one that upheld its reputation in the marketplace and gave both

a competitive edge and trustworthiness to its FR apparel. Westex by Milliken checked these boxes, providing fabrics that meet and exceed the demands of the challenging work environments in the oil and gas industry.

### Emphasizing Reliability

Situated in the oil and gas hub of the U.S., Saf-Tech benefits from an upfront view of its customers. Its Houston-based operation naturally positioned the company in the booming oil and gas industry and ensured its team understood the dangerous and unexpected nature of flash fire hazards.

The market of protective apparel, however, is ever changing, so it pushed Saf-Tech to be an advocate for their customers and prioritize

FR fabric innovation with proven and reliable performance. As Steve McCrory, Saf-Tech president, put it, “The market ebbs and flows; the tides are always changing. We see Saf-Tech as a reliable constant in the world of FR/AR garments.”

“We needed a strong FR fabric partner to provide the proven performance we wanted to give our customers,” McCrory continued. “With more than 60 years of FR innovation, Westex by Milliken is helping us realize our vision.”

Using Westex® brand fabrics, Saf-Tech can rely on Westex by Milliken’s longevity, performance, and innovative quality, which translates to excellent FR/AR garments for their customers. It also ensures that Saf-Tech customers have access to expanded resources and education when building and maintaining their FR/AR PPE program.



## **Harnessing the Supply Chain**

“We are not interested in making protective apparel with generic FR fabrics. We sell on quality—so our supply chain must prioritize quality in every respect.”

– Steve McCrory, Saf-Tech president

Saf-Tech believes that by opting for branded fabrics, its customers see tangible value—like enhanced comfort, breathability, and durability benefits—and gain peace of mind in proven FR protection.

The FR apparel market is incredibly competitive, thanks to the influx of generic FR/AR fabrics and overseas garment manufacturers. In a bid to increase profitability and offer customers lower price points, sourcing generic fabric or using overseas manufacturers have given rise to a multitude of options at drastic price variations.

When other industry players opted for generic, Saf-Tech stood out among the pack by deciding to always use branded fabrics with trusted reputations in the market. Since its founding, this decision helped maintain the company’s high-quality garments and secured its strong presence in the industry. Customers also appreciate that Saf-Tech garments are made right here in the U.S., allowing Saf-Tech additional oversight of the manufacturing process. Knowing Westex by Milliken was also based in the U.S., its reputation as an innovative manufacturer of proven FR fabrics aligned with Saf-Tech’s own commitment to quality. The result has been a



distinctive partnership with incalculable value for customers.

### Leading with Quality

*“We stand behind our products just like Westex by Milliken stands behind theirs,”*

*– Steve McCrory, Saf-Tech president*

Few FR/AR fabric brands offer an unsurpassed level consistency and confidence in their fabrics—yet, in providing Westex® brand fabrics, Saf-Tech cements its reputation for quality. It’s clear that, since its founding, Saf-Tech prioritized quality above all. It guarantees each garment it produces and carefully develops and manufactures those garments to perform when they are needed most.

Leading FR fabrics are foundational to this quest. Westex by Milliken uses its legacy of research and development combined with years of boots-on-the-ground knowledge to deliver premium fabrics with flame resistance guaranteed for the life of a garment. It builds on this commitment to quality by carefully weaving in performance features that enhance the wearability of daily FR/AR apparel—ensuring that users want to wear those FR garments daily.

Quality takes many shapes, but it is Westex by Milliken’s holistic approach to quality that Saf-Tech values above all. Bringing trusted value to customers, Westex by Milliken:

- Offers aramid, blend, and cotton-rich fabrics to meet the need of nearly every FR situation—and is one of the few

manufacturers in the world who can do so.

- Solves new challenges with its award-winning, comprehensive FR/AR fabric portfolio. More than 60 years of FR fabric experience, and more than 150 years of textile experience, guide these efforts.
- Gathers feedback during the development, manufacturing, and testing phases to evaluate a fabric’s relevance in the marketplace. Once brought to market, this feedback helps to evaluate the fabric’s real-world performance.
- Meets and exceeds consensus standards by conducting in-house and third-party testing on its fabrics—both initially to certify the fabric and on an ongoing basis to ensure fabrics are performing to the company’s high standards.

United by strong values, Saf-Tech and Westex by Milliken work together to serve the oil and gas industry with intuitive FR daily wear with tangible value and quality you can count on.

