



Cementex Distributor Quoting Check List

Don't just "Break Even" when you can be "Highly Profitable." Your time is your most valuable asset. Below are some basics to assist you in making the best of your time in selling Cementex Insulated Tools and Arc Flash PPE.

Arc Flash is a very unique animal. Often there are multiple communications necessary in collecting all the information needed to focus-in on the most effective solution to a customer's situation. This "check list" is a great list of reminders of those necessary details that can lead to costly delays. Providing three essential disciplines of Arc Flash and other PPE has its own challenges and terminologies.

Always use the RFQ@cementexusa.com email account for quote requests. If it goes anywhere else, it may cost you time and money.

Who are you with?

- What branch or location

Arc Flash Protective Clothing and kits:

- Designed for Arc Flash Protection
- Level of Protection identified by Cal/cm² or Arc Flash PPE Category
- All Kits are available with Gloves (added as an extension to the part number ***color, voltage rating (class), size - required***)
 - If color is not identified, we send/quote what's most readily available
- Feature requirements or specific budget (Contractor Series, Feature Series, UltraLite Series provide different levels of features and pricing)

Insulating Rubber Products

- Designed for Shock Protection
- Level of Protection identified by Class (00, 0, 1, 2, 3, or 4) or Voltage Level of Protection needed (Volt AC or DC).
- All Gloves are available as Kits (Rubber, Leather Protectors, and Canvas Storage Bag) or separate components.
- Gloves are available in multiple colors. If color is a requirement of the quote, please identify. Otherwise, we will send/quote what's most readily available. See Catalog or website for glove color availability.
- Sizes available 8-12. Availability is usually better on whole sizes 9, 10, and 11.

Insulated Hand Tools

- Designed for both Arc Flash and Shock Protection
- Cannot be used in lieu of Insulating Rubber Products or Arc Flash PPE
- Tool(s) - Standard or booted and/or anything custom
 - SAE or Metric
 - Sockets: Standard or Deep Wall
 - Sockets: Standard or Without Boot
 - Sockets: 12 Pt., 6 Pt., or Magnetic, etc.
- Color (Cementex Orange, Nuclear Magenta or Custom)
- Incorporated Lanyard Systems (available on all Cementex tools)
- Custom Made:
 - Build the kit that is needed for the task
 - Wide selection of storage containers: tool rolls, boxes, bags or cases
 - Laser cut foam or tool pallet

Combination Tool/PPE Kits

- Shock hazard PPE (Insulating Rubber)
 - Class - (00-4)
 - Size - (8-12)
 - Color - (red, black, yellow... ask for availability)
 - Kit - (rubber, leather, canvas storage bag)
- Arc Flash PPE (Arc Flash Protective Clothing)
 - Arc Rating - (category or calories per cm²)
 - Size - (S-5X or combination for coat and pants only)
 - Tall or short available as custom and at additional costs
 - Color of PPE - ex: Does the customer require a specific color?
- Toolkit(s)
 - Standard, custom (All options available. See tool detail above.)

Quantity Needed

- Each
- As a set
- A combined total (e.g., 10 pairs of Class 2 Rubber Gloves)
- Stock check with lead time (we always need to know how many)
- Any extended efforts of clarification are appreciated (e.g., certifications or paperwork required, etc.)

Inventory

- All items are subject to prior sales
 - Any final amendments to delivery will be made upon a receipt of order (ARO)

- For PPE garments, sizes 4X and 5X are special order and are non-refundable and non-returnable
- For rubber products, if color is not specified, Cementex will choose color

Shipping Notes

- UPS, FedEx, DHL or LTL freight (LTL does not apply to freight allowed)
- Expedited delivery
- Expedited processing (additional fee)
- Shipping can be charged to their collect account

Competitive Cross Over

Our advanced knowledge database may be able to identify the part

- Brand
- Part Number
- Description (as detailed as possible)
- Color
- Length
- Size
- Fabric
- Competitive Lead Time

Expectations or Deadlines

- Should there be any details made or implied in advance by the distributor, by the end user, or by the competition, i.e.
 - Return of quotes
 - Delivery deadline
 - Etc.