

**DiVAL+**  
Safety & Supplies for Life



# The DiVal Difference

1-800-343-1354

Info@DiValSafety.com

DiValSafety.com





# WE CARE MORE

Provide the BEST experience for our Customers and Teammates.  
Be Positive, Be Urgent, Add Value, and make decisions to keep  
customers for Life!

**DiVAL+**  
Safety & Supplies for Life

**DiVal**  
Safety Equipment

343-1354

# Our Commitment From The Top

For over 45 years our focus has been on you!

Our hope is to earn your trust and respect by proving that **We Care More** by providing exceptional customer service, resources, expertise, products, and services that assist you in keeping you and your team safe.

DiVal is a second-generation family business working towards the next generation. The family business that my dad and uncle started in their basements now includes 400 plus teammates and growing.

Thank you for your support!

For the next 45 years our focus will remain on you!

**CJ Vallone**  
President

## Values To Work By, Values To Live By!

### Be Safe

Provide a safe environment for our employees and our customers.

### Be Accountable

For our actions & inactions if it's to be, it's up to me.

### Be Credible

Speak & act honestly with trust, dignity & fairness.

### Be Positive

We can & we will do whatever it takes to win & keep customers for life.

### Be Smart

Know DiVal & know your customer. Know what to do & when to do it.

### Be Committed

Work for both personal & professional growth with the intent to always improve.

# Our Journey Begins in 1977!

Since 1977, DiVal has been doing whatever it takes to keep our customers safe. DiVal started as a basement & garage full of PPE sold out of the trunk of a car; today DiVal spans the country with 24+ locations doing whatever it takes to provide our customers with safety solutions. Our best in class culture program gives employees the motivation to act safe - not because they have to, but because they want to! DiVal has grown year over year by following our values, putting the customer first, and making smart investments. Below is a quick glimpse through the past.



A basement, garage, & trunk full of PPE & coffee. DiVal built its rep in contractor safety by being on-site & building strong relationships.



Asbestos Abatement was high risk, DiVal's service earned our customers trust & allowed us to grow to 8,000 sq ft.



We pivot to industrial manufacturing in NY. 17,000 sq ft facility, product line expansion and sales roster.



Opened branches in Rochester and Syracuse, and our first outside NY in Houston. We land our first national account.



Customers in all 50 states! Multiple new locations and sales representatives allow us to cover the nation.



Acquisitions add to DiVals growth and we transitioned our sales force into a channel model.

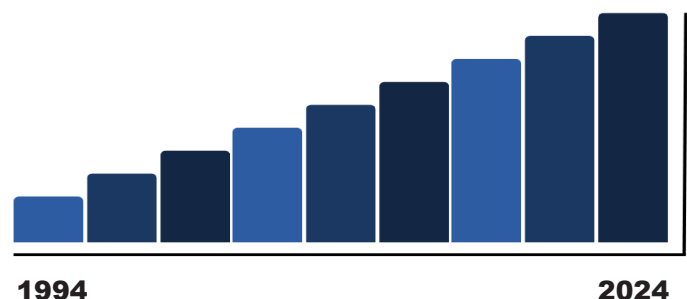
“DiVal ensures our people have access to PPE options that they'll like and will be more likely to use in the field. They provide us a customized list of items selected to protect us from specific hazards that we have approved allowing our employees to be stakeholders in their own safety. This approach has been extremely successful.”

Ryan Quiggle,  
Director of Health



## History Predicts The Future

DiVal has experienced Double Digit Growth for the past 30 years. We are always growing, but not through acquisitions or giant one time sales. We grow along side you. Our customers are our partners who we have stayed with us through the years.



**DiVal is one of the largest Independent Safety Suppliers in North America**





# Positive People

At DiVal Safety, our success is built on the foundation of our exceptional teammates. **DiVal is an exceptional company because we have exceptional people** — people who care more, people who will do whatever it takes to get our customers what they need, when they need it. Our dedicated team goes above and beyond to ensure customer satisfaction and safety.



From the moment you first call DiVal, you'll be greeted by a real person—our Director of First Impressions. From there, you will be connected with a member of our exceptional team. Our customers receive not just a dedicated sales representative, but also a dedicated customer care representative. This means there are no runarounds or games of telephone.



## Best Place To Work

It's not all work; we also know how to have fun. For over 16 years, DiVal has been recognized as a **Best Place to Work** in Buffalo, a testament to our vibrant, supportive, and engaging work environment. These nominations highlight our teammates' pride, drive, and dedication, which is why many of them have been with DiVal for 10, 20, or even 30 years.

## Committed To Our Community

DiVal has multiple teammate lead community efforts. Our team has raised tens of thousands of dollars for local charities every through our annual charity event. Supporting food banks along with actively contribute to rebuilding and improving the areas where we live and work.



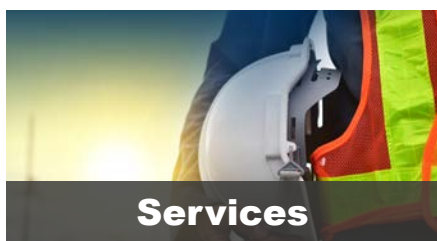
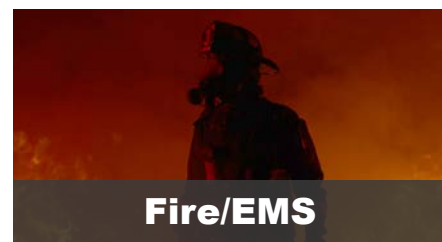
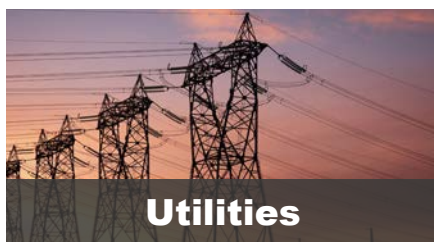
**DiVal Safety Equipment is proud and dedicated to being an Equal Opportunity Employer**



# Experts In Everything Safety



At DiVal Safety, we pride ourselves on offering expert support tailored to your specific needs. The customer experience at DiVal is split into channels.



Starting with sales professionals and internal support staff who specialize in your field of business, our knowledgeable team is ready to provide precise solutions, ensuring your safety and satisfaction. By working with people who understand your business, you avoid unnecessary runarounds and confusion. When you call DiVal you are immediately connected with experts who are ready to act, ensuring efficient and effective support every time.

“ Our partnership with DiVal Safety over the past 5 years has greatly improved our safety supplies category across multiple companies. What sets DiVal Safety apart is their dedicated team of safety experts who thoroughly understand EH&S needs. DiVal Safety consistently exceeds my expectations, setting a new standard for excellence in safety supplies.

”

**Robert Copeland**  
Category Manager



# Committed to Quality



## ISO 9001 Certified

We are proud to be ISO certified, a testament to our commitment to quality, consistency, and customer satisfaction. This certification is more than just a standard; it is a reflection of our dedication to excellence in everything we do.

## Our Own Fleet

At DiVal Safety, we understand the importance of timely delivery for your business operations. That's why we have our own fleet of delivery trucks dedicated to ensuring you get your products exactly when you need them. Our fleet is a crucial part of our commitment to exceptional service, allowing us to maintain control over the delivery process and provide reliable, efficient service.



## Emergency Response

From providing essential safety equipment during the World Trade Center disaster, BP Oil Spill, SARS, Hurricane Katrina, and COVID-19, to ensuring supply continuity during the UPS strike, our swift and effective response has been vital. DiVal is always prepared; our dedication to safety has consistently helped us protect and support communities while insulating our customers from these events. When emergencies arise, DiVal immediately acts to ensure a steady stock of supplies, protecting our customers from shortages and ensuring your employees remain safe and able to work, regardless of world events.



# It's Smart, Let DiVal Do It All!

We are your complete partner in safety, offering the most comprehensive catalog of services on the market, designed to meet all your safety needs, from expert consultation and training programs to equipment rentals and customized safety solutions.

\*Some services are limited by region



## Gas Detection & Instrumentation

**Sales & Service** – Our team of Experts are at your service with decades of experience and Certified Technicians to assist you in proper selection, service, repair and management of your portable and fixed Gas Detection and Instrumentation needs.

**We Care More:** We offer quick turnaround to keep lifesaving equipment in your employees hands. We also assist in managing your equipment to proactively stay on top of calibrations, sensor and calibration gas expirations and manufacturer service warranties. We offer complete consultation on all your portable and fixed instrumentation needs.



## Respiratory, Airline & SCBA

**Sales & Service** for all your Respiratory equipment. From half face negative pressure to SCBA & Airline – annual flow testing, hydrostatic testing, bottle filling and repairs all performed on-site by our Certified Technicians.

**Employee Fit Testing** – from half face negative pressure to supplied air we offer both Qualitative and Quantitative fit testing on site.

**We Care More:** 5 STAR SERVICE CENTER - Quick turn around service performed on your site with our Mobile service vehicles or at our state of the art facilities – our experts perform the work and get your equipment back in your hands.



## Electrical Gloves

**Sales & Service** – If you are in need of new gloves or maintain your existing gloves and PPE we are at your service. We have certified technicians and all testing is conducted in our state of the art testing lab. We have you covered with your High Voltage PPE and equipment needs along with 70E selection and sales.

**We Care More:** Best turn around in the business – days not weeks or months! Even better, utilize our Management Program to set it and forget it as DiVal proactively insures you remain compliant, your PPE is available, and your employees are protected!



# Safety Footwear Portal & Shoe Mobile

Let us take you out of the shoe business. DiVal's comprehensive safety Shoe Program starts with an on-site hazard assessment to curate the proper footwear selection. We offer two methods of ordering footwear. First is our Shoemobile, a mobile shoe store which comes to your location and provides proper fittings and on-site procurement. We also have custom web portals where your employees can browse a preapproved selection of shoes online and place orders themselves 24/7.

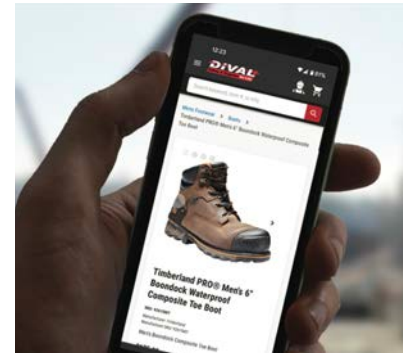
**We Care More:** Our service continues beyond the order. We offer custom reporting, hassle-free returns, exchanges with prepaid shipping, and customized invoices sorted by employee details. We support your payroll department by reporting payroll deductions and company contributions on each invoice, simplifying their work.



# Online Portal - PPE, Uniforms, FR

Streamline the process of ordering employee PPE, Uniforms, and Fire resistant clothing. Through a personalized web portal, employees can easily log in and select from a pre-approved list of products. This system simplifies procurement, maintains consistency, and ensures compliance with company standards, all while providing a convenient and efficient ordering experience.

**We Care More:** Easy ordering, consistent products, customizable content, easy reporting, easy invoicing, controls rogue buying.



# Vending & VMI

DiVal Customer Custom Vending & VMI is the easiest Industrial Vending program on the market. Organizations can control and track the products that keep their employees protected and operations running. Vending adds value and reduces time investment on replenishing core items, allowing you to invest more time on running your business.

**We Care More:** We make it simple! No complicated contracts, no lists of stipulations, no extraordinary commitment. We work with you to understand your needs, offer the solution and fill those needs...its that simple!



# Level A Suits

Ensure your safety gear is in top condition. We conduct pressure testing and visual inspections, and replace any damaged, worn, or missing parts. We also offer the convenience of on-site service and provide documented test results for your records. We can test a variety of brands, including but not limited to DuPont, Trelchem, 3M, ONESuit, and Lakeland.

**We Care More:** Quick turnaround to make sure equipment is back in your employees hands, keeping them safe.





## Fall Protection

Our Factory Certified Experts provide help with selection, sales and service of all your Fall Protection needs. From harnesses and lanyards to SRL blocks, winches and tripods that ALL require third party inspections – we have you covered. We offer outstanding training featuring our Fall Demonstration Trailer.

**We Care More:** Quick turn around of your equipment. We offer equipment inspections on site at your location or at our Service Center, either way you get quick turnaround to get the equipment back in your employees hands.

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## Facility Safety

### Fire Extinguisher, Eyewash Showers & Emergency Lighting

This Life saving equipment all requires regular inspection and service to keep you in compliance and more importantly ensures the equipment is ready when you need it. Our technicians not only inspect your equipment but they are trained on requirements and assist you in compliance including wall to wall compliance surveys. We assist in the management of all your equipment inspections and can bar code your inventory.

**We Care More:** Nothing worse then finding out your equipment is over due for inspection. Our Service team can put you on a program where you are notified well in advance of service needs and scheduled to ensure compliance.

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## RX Safety Eyewear

Our RX Eyewear program provides a comprehensive selection of lens and frame options to suit your needs. We provide a seamless process for employees. With a large network of eye care professionals and dispensing services, we guarantee accessible and convenient support. As an authorized HOYA safety distributor, we offer top-quality products to keep your team safe and comfortable.

**We Care More:** Seamless management of the program that delivers top quality service to your employees, consistency, control of product and easy invoicing and reporting.

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## First Aid Supplies, Cabinets, & AEDs

Allow us to curate and maintain your first aid stations. We will ensure each station is always fully stocked and ready. We offer cabinet supply replenishment and competitive pricing on a wide range of first aid products. DiVal can assist you in selecting an AED as well as meeting all the requirements for AED program including Training.

**We Care More:** Quality products and competitive prices. Our First Aid on-site supply techs manage your inventory with integrity and prioritize the safety of your employees. Proactive service for your AED pads and batteries.



# Custom Imprinted Apparel & Promotional Products

From Safety awards to uniforms, hi-vis tee shirts and vests to corporate apparel – let us help you brand your company. We offer an endless supply of promotional items to promote safety and milestones, as well as clothing to fit every need and every budget.

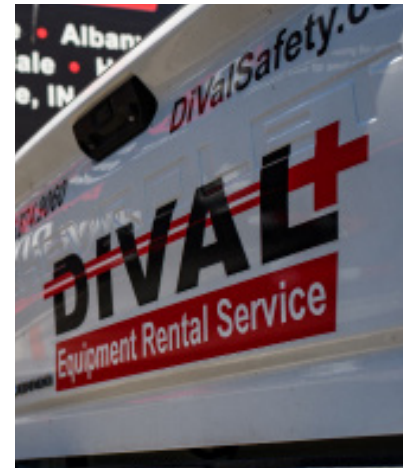
**We Care More:** Selection, quality and turnaround are best in the market. DiVal has an entire dedicated team providing pad printing, screen printing and embroidery on-site at our Buffalo Headquarters.



# Safety & Industrial Equipment Rental

Thousands of safety and industrial products at the ready for your rental needs. Include us in your plant shutdown needs or during an emergency – we ship our instrumentation and equipment across the country. From gas detection to confined space, airline equipment to submersible pumps and pressure washers

**We Care More:** Jim Burgess Rental Manager – Jim jumps in and becomes an integral part of your team for all your needs. Plant shutdown and emergencies are his specialty!



# Compliance & Training

A team of Compliance and Training Specialists can assist in compliance surveys, creating your safety programs and delivering training to your employees. Safety inspections, JSAs, as well as IH services and reporting.

**We Care More:** Our Trainers have the experience and knowledge but their effective training style is what sets them apart. Engaging, relevant and the fact they care about the safety of your employees makes them the best in the business.



# Class A Fire, EMS & Police Uniform

We offer comprehensive class A fire, EMS, and police uniform services to ensure you look your best. Our offerings include on-site fittings, professional tailoring, and custom embroidery for badges and names. We provide a large selection of top-brand uniforms to suit your needs. Additionally, we offer custom garment bags for added convenience and protection.

**We Care More:** We offer fully custom order processes built to each department's unique needs. We give you the time and attention you deserve to ensure quality, sizing, and service of your uniforms.



# You Name It We Have It



DiVal offers an extensive range of products to meet all your safety needs.

Our dedicated team of experts is ready to assist you with specialized knowledge and support, ensuring you get the right products for your specific needs. With our comprehensive inventory and commitment to excellence, you can trust DiVal Safety to provide the solutions you need to keep your operations safe and efficient.

## Product Categories

**Safety**

**Footwear**

**First Responder**

**Air Monitoring**

**Environmental**

**First Aid**

**Facility & Industrial**

**Tools**

**Steel**

**Fasteners**



DiVal is a member of Affiliated Distributors giving us priority access and support to all the top Brands in Safety



## And Many More Brands



# DiVAL

*Safety & Supplies for Life*

**Exclusively  
DiVal**

We are proud to offer our own exclusive product lines, designed to meet the highest standards of quality and performance. Our brands are crafted with the expertise and commitment to safety that DiVal is known for. Providing us even more potential solutions for your safety needs. Galeton - with over 100 years of experience in the glove market, Core Safety Essentials, D-Safe Fall Protection, Core Max FR fire-resistant clothing, Di-Vision protective eye wear, and more to come!



## **Solutions Provider**

DiVal is more than just a supplier of products. We are your comprehensive solutions provider. Our expert team is dedicated to understanding your unique needs and challenges, allowing us to recommend the products and services that will best serve you.

We don't just sell you the items you know; we leverage our industry expertise to identify and deliver the solutions that will enhance your safety, efficiency, and overall performance.

# Beyond Safety



**POSNER**  
INDUSTRIES  
A Division of DiVal Safety

Steel  
Fasteners  
Tools  
Safety *and More!*

DiVal acquired Posner Industries located in the Mid-Atlantic area and expanded our product offering into Steel, Fasteners, and other construction supplies. This allowed DiVal to branch out beyond Safety Supplies and move towards becoming a One Stop Shop for our customers construction needs.

For over 60 years, Posner Industries has been recognized as a relied-upon resource for construction, now they offer DiVal's line of safety products and services making them a one-stop-shop for their customers' needs.







# Fire, EMS & First Responder

We are more than just an industrial safety provider. We proudly supply hundreds of fire departments across the country with everything from uniforms and SCBA equipment to rescue tools and gear, ensuring that our first responders have the highest quality equipment to keep them safe in the line of duty. Our full-time team consists of individuals with decades of experience as firefighters, who understand the ins and outs of what a department needs to be prepared for anything.



Authorized Distributor  
Personal Safety



## Always Ready

You can rely on our 24-Hour emergency on-site SCBA fills and emergency service calls to respond to your most urgent equipment or service needs!

“ For the past several years, we have been working with DiVal Safety and Supplies to obtain new and updated equipment for our department. The exceptional customer service that we receive along with the turnaround time and quality of the products are top notch. The importance of obtaining equipment in a timely manner is imperative when you work in the Fire/EMS service.

”

**Barbra Mann**  
Fire Chief  
Vigilant West Seneca







# Custom Apparel

Enhance your team's appearance and promote your brand with DiVal Safety's Custom Apparel Service. We make it easy for you to personalize your PPE, uniforms, and other equipment - with your company's logo. From hard hats to jackets, our expert team ensures your team will stand out, helping to create a unified and professional look across your workforce.

## Why We're Better?

- **High-Quality Customization:**  
We deliver crisp, durable logos that withstand the toughest conditions.
- **Vast Assortment of Products:**  
From PPE to apparel, we offer a variety of items that can be customized to reflect your brand identity.
- **Fast Turnaround:**  
We understand the importance of timely delivery. Our streamlined process ensures your customized products are ready when you need them.
- **Expert Support:**  
Our team is here to assist you every step of the way, from design selection to final production.



# The Best Experience



## We Keep Our Customers for Life

No matter how small the planet gets or how big the internet gets, people still buy from people! From our Director of First Impressions who answers the phone, (not an automated phone menu) Sales force, Customer Care, Warehouse, Drivers, Front Office and every Teammate in the company we strive to deliver the Best Experience possible because ...We Care More!



### Dedicated Channels

Our Sales and Customer Care teams are divided into Industry-specific channels. Our team has knowledge and experience in your business and your needs, so we can speak intelligently and offer relevant solutions to service your needs.



### Exceptional Fill Rate

What you need – When you need it! Our team works hard to know your needs and stock inventory to meet those needs. Shipping complete ensures products when you need them and seamless receiving and invoicing = less hassles.



### Solution Providers

Don't have a part number or not sure what you need? No problem! Our patient and knowledgeable Teammates will assist your understanding your needs and help find a solution.



### Easy Ordering

Whether it's on the phone or on the internet placing your order with DiVal is fast and easy. Through purchasing platforms like Ariba and more, DiVal is committed to keep the ordering process efficient.



### Custom Online Ordering

Through a personalized web portal, employees can easily log in and select from a preapproved list of products, providing a convenient and efficient ordering experience.



### Hassle Free Returns

We guarantee everything we sell. All stock inventory is a no-hassle return. Special orders, non-stock or custom items may require a restocking fee that is clearly communicated at time of order.





# We Have You Covered

**DiVal has locations throughout the Nation,  
Wherever you & your team are based we have got you covered!**

Buffalo, NY HQ

Rochester, NY

Syracuse, NY

Albany, NY

Houston, TX

Dallas, TX

Boston, MA

Fort Lauderdale, FL

El Dorado, AR

Richmond, IN

Evansville, IN

Madison, AL

Greensboro, NC

Reading, PA

Laurel Springs, NJ

Foxborough, MA HQ

Capitol Heights, MD HQ

Frederick, MD

Hollywood, MD

Glen Burnie, MD

Baltimore, MD

Dulles, VA

More locations coming

“ We began looking for Vendor Managed Inventory, we needed a “one-stop” solution, with manipulative data capture for analysis, efficiencies, and cost reduction.

We needed a continuous flow of PPE supplies, and scheduled inspections of critical response equipment. DiVal made it happen! If the solution is not readily available, we can trust a solution will be found by the dedicated staff and team at DiVal.

DiVal Safety is not simply a service provider. DiVal is our partner ... in it together, for greater progress and success.

”

Eric Genet  
Sr. HSE Manager,





# Safety Events Of All Sizes



## Power Mornings & Demo Days

We know your time is valuable and it's difficult to attend conferences & trade shows. Enter the DiVal Power Morning and Demo Days.

These events are designed for the busy Safety Professional – a few hours on current and relevant safety topics allow you to get in, – LEARN – and get back to your job. Always featuring knowledgeable presenters covering safety topics and DiVal compliments that with Solutions to fill your compliance challenges.

## DiVal on Site

Are you hosting a Safety Day? DiVal can take your event to the next level with Safety Speakers, Trainers, Products, Demonstrations, Promotional Giveaways, Banners, Signage, fun and much more!







# The DiVal Safety Summit

The DiVal Safety Summit is our annual premier safety event. Enhance your workplace compliance through a comprehensive day of training featuring knowledgeable safety speakers.

Explore the latest safety products and innovations through hands-on demonstrations presented by your preferred vendors. Engage with our sales professionals to seamlessly integrate these exceptional products into your workplace.

Gain insights on safety, growth, and success from renowned national speakers and presenters. Elevate your leadership skills and safety excellence to new heights, fostering a positive impact on your safety culture. Attendees gain valuable insights and actionable strategies to enhance their organization's safety culture and performance. Additionally, this event provides networking opportunities with industry professionals and peers, sharing best practices and innovative solutions.

“ I have attended many national/international conferences (American Society of Safety Professionals, National Safety Council, Utility Conference etc.) and it occurred to me both days, DiVal has grown the Safety Summit to best-in-class level. I was surrounded by attendees from all over the country & was drawn to listen to nationally recognized speaker!

”  
**John Mulhern**  
Safety Director  
**ferguson**electric  
*your connection to quality*

“ I really enjoyed my time here and the energy and enthusiasm that was throughout the event! I left with new knowledge, ideas and information on vendors that I will utilize where I work. Thank you for hosting this, and I hope to attend next year and bring another one of my coworkers with me. This was an excellent event!

”  
**Tyra Michele Jones**  
**F & P America**





# The Ultimate Safety Message

## The Foundation To Build A Positive Safety Culture.

Safe 4 the Right Reasons: For over a decade, this simple yet sophisticated safety message has helped to eliminate accidents and injuries by getting employees to practice safe behaviors because they WANT to, not because they HAVE to. This presentation delivers what safety professionals and companies have been trying to instill in their employees forever - valuing their own safety and willing watch out for each other. **The Safe 4 Program** delivers **what** to do, and **how** to achieve your safety goals.

## Living the Safe 4 Message

nationalgrid



Kellogg's

Scotts Miracle-Gro



ExxonMobil

conEdison





# Customer Testimonials

**The Safe 4 Program has increased employee morale and engagement and our recordable incidents went to ZERO!**

**This is the best thing this company has ever done for its employees! I don't need a lunch or a coffee cup – I need to take care of my family, my 4.**

**Safe 4 the Right Reasons cuts to the real deal. I have worked at a bunch of places but this company just showed they care about us and our families.**

## Bringing the Safe 4 the Right Reasons to your employees:

### Safe 4 Culture Program

Takes you beyond Compliance and the “Dependent” stage by delivering a sustainable plan that addresses all the critical aspects necessary to get your employees to “Interdependence”. A sustainable program that addresses all the critical aspects of an effective safety culture including engagement from every level - leadership, management, supervisors, and employees.

### Safe 4 Safety Celebration

Delivers the Safe 4 the Right Reasons message with a Live or Virtual Presentation, banner signing, and commemorative employee gift.

### Safe 4 Video

Available in English, Spanish, French, and French Canadian.

## World Class Speakers

We offer a wide range of Motivational Safety Speakers, each bringing unique and impactful messages designed to inspire and engage your employees. These speakers are experts in their fields, delivering powerful stories that resonate with audiences and reinforce the importance of safety in the workplace. Whether you're looking to re-energize your team, instill a deeper commitment to safety, or introduce new safety practices, our vast assortment of speakers can deliver the message you need to strengthen and sustain your culture of safety.



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