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FOR IMMEDIATE RELEASE

Saf-T-Gard International, Inc. Taps Brian Long as its Vice President of Sales

The company welcomes new leadership to drive strategic sales initiatives and steer its team toward maximum growth

July 31, 2019 – NORTHBROOK, IL – Saf-T-Gard International, Inc., a leading industrial safety solutions supplier bringing workers home safely for more than 80 years, is pleased to announce the hiring of Brian Long as the company's new Vice President of Sales. With an esteemed career spanning more than 25 years in various sales, operations and executive management positions at Fortune 500 companies, Long brings a proven track record in creating performance-based cultures that consistently exceed goals and create value for customers and organizations alike that is sure to extend to Saf-T-Gard as well.

Long joins Saf-T-Gard following an extensive and highly-distinguished career at Grainger Industrial Supply, which culminated in his role as the Regional Vice President of Sales for the 10-state Midwest region. Prior to that, he held other positions within Grainger, including Director of Sales Operations and Senior Government Sales Manager. Most recently, Long served as Director of Strategic Customer Success at Verizon Fleetmatics, a safety-focused subsidiary of Verizon Telco, that specializes in fleet management, mobile workforce solutions and IoT. There, he led a team of managers focused on increasing sales revenue and contract retention from Verizon's largest customer base.

"We are very pleased to add Brian Long to our Saf-T-Gard family," said Richard Rivkin, President and CEO, Saf-T-Gard International, Inc. "Brian's vast sales and management experience coupled with his solid PPE/safety product and industry knowledge position him as a highly-valued asset to the team, and we are excited for him to lead the charge for continued future success!"

Long echoes Rivkin's excitement. "Saf-T-Gard has such a rich and inspiring history of service," said Long. "Since its establishment in 1936, Saf-T-Gard has grown significantly from a two-person operation producing rubber-coated gloves to the full-line, quality-oriented global supplier of safety products and services that it is today. The fact that Saf-T-Gard is now in its fourth generation of ownership is a testament to the company's dedication and commitment to worker safety, and I am honored and proud to be a part of the team."

About Saf-T-Gard International, Inc.

Located in Northbrook, Illinois, [Saf-T-Gard International, Inc.](#) is a privately-held family-owned and operated global supplier of industrial safety products. Founded in 1936 as Latex Glove Company, Saf-T-Gard quickly evolved into a predominant manufacturer, distributor, importer and exporter of personal protective equipment, environmental safety, facility safety, first aid, public safety and electrical safety. Today, Saf-T-Gard carries on the tradition that was started more than 80 years ago: bringing customers the products, training and service they need to keep employees safe in the workplace. Saf-T-Gard is an active member of the National Safety Council (NSC), International Safety Equipment Association (ISEA) and SafetyNetwork.me™ and provides thousands of solutions from recognized brand names in addition to its renowned line of proprietary brands. Saf-T-Gard operates the Voltgard® Test Lab, the largest, independent, NAIL4PET-accredited test lab for rubber insulating products in the United States. To learn more, please visit www.saftgard.com or call 1-800-548-GARD (4273).

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