



### The Assignment

Public Utility workers often operate in low-light, limited visibility or heavy vehicular traffic conditions. When the Los Angeles Department of Water and Power needed to provide some of their employees with high quality Flame Resistant vests in a short timeframe, they turned to us.

### The Work

LADWP or DWP, (Los Angeles Department of Water and Power), consistently battled long lead times from overseas vendors. It was the long lead time that led the DWP to consider other options for quicker delivery. USA production seemed to allow the agency more control and flexibility in outfitting their workers with their new FR (fire resistant) Safety vest.

They determined that domestically made FR fabric and 2-3 week delivery from USA manufacturers would make it possible for the LADWP to replenish their inventory quicker.

However the search for the perfect manufacturing partner and product revealed some challenges that ML Kishigo was able to address.

### Results

As standards change and requirements tightened for safety, LADWP began to express interest in equipping their workers with Flame Resistant (FR) vests that are made domestically. But the myriad of options all seemed to look the same without any discernible differences between one manufacturer's vest and all of the others. ML Kishigo not only cleared up the confusion but provided a viable and solid solution. We helped them audit available products and discovered that several competitive Flame Resistant (FR) vests they tested were using inferior or non FR materials. In one case the vest actually caught on fire. Educating the LADWP about melting fabrics that were labeled "FR" was critical in helping the department select the right product. We also discovered that many competitors were not using the updated ANSI 107-2015 FR standard which requires more robust testing and labeling than the older versions.

Better quality construction, more reliable and ANSI compliant fabrics, but most importantly quicker delivery than overseas products made Kishigo the perfect go-to option for the LADWP.

### Expertise

Industry knowledge, Collaboration, Customer Service, Design, Customization, Manufacturing, Sourcing

### Applied Skills

In-House Expertise, Custom Features, Custom Branding, Supply Chain