



SATISFACTION CASE STUDY:

Cleveland-Cliffs

Arbill partner recognizes our commitment to establishing and supporting a culture of safety.

Longtime customer Cleveland-Cliffs (formerly AK Steel) spotlights their ongoing relationship with Arbill—our people, our product, and our programs—and cites Arbill’s experience, responsiveness, and dedication to industrial safety as key factors in the successful partnership.

SPOTLIGHT STORY

Partnership to Improve Safety PPE

Founded in 1945, Arbill is a woman-owned and operated family company that is a leader in enriching lives through workplace safety. Arbill provides a wide range of personal protective equipment (PPE), safety consulting services, technology and training to help its (primarily) industrial commercial partners strengthen and maintain comprehensive workplace safety while reducing the potential for injury. From face coverings to hearing protection to confined space equipment, Arbill carries notable brands like 3M and Honeywell as well as its own Truline product portfolio.

Arbill has been a proud supplier to Cleveland-Cliffs for the last seven years. At the time of our partnership’s inception, Arbill CEO Julie Copeland spent significant time in Washington, D.C., advocating for fair updates to OSHA regulations that would benefit industrial manufacturers. Much of her advocacy work was through her board membership for the National Association of Manufacturing (NAM), where she first made connections to Cliffs.

Our Company utilizes several of Arbill’s safety programs, including electrical glove testing and environmental, health and safety consulting and training programs. We are also working together at several of our facilities to match PPE solutions to specific types of injuries. Over the years, if Arbill could not source the appropriate equipment to fit our safety risk profile, they would develop and manufacture solutions through their Truline brand.

Additionally, Arbill responded quickly and decisively to the COVID-19 pandemic, moving employees to remote work in advance of the national lockdown and ensuring they could secure the needed PPE for their customers despite supply chain issues. Arbill brings experience, expertise and innovation to our partnership, and we look forward to our continued work together to keep our people safe at work. “I have always set a high bar for Arbill, and the road to achieve our business, while not always easy, is earned and well deserved,” said Matt Zabik, Senior Director of Procurement for Cleveland-Cliffs.

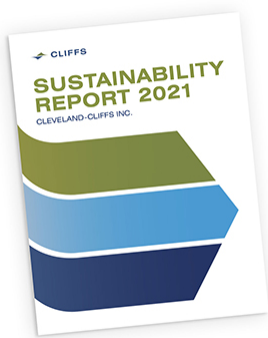
“Cleveland-Cliffs took a bet on a small company and believed in Arbill. They helped us grow and they have been an unbelievable mentor, which in turn has made us a better company. We treasure our partnership with Cliffs and we continue to grow as a company because of this partnership.”

JULIE COPELAND, ARBILL CEO

Arbill



ACTING WITH INTEGRITY 61



Read more about Cleveland-Cliffs and their commitment to produce cleaner steel for a sustainable future in their just-released **2021 Sustainability Report**.

