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Safety Case Study  
Cost Savings

## Safety Case Study

CANYON CREEK  
Cabinet Company

DOCUMENTED COST SAVINGS: **\$2,469.60/Annually**

PRODUCT CATEGORY: **Safety**

REALIZED: **Cost Savings**

SUPPLY PARTNER:



### CUSTOMER PROFILE

*Canyon Creek Cabinet Co. has been a loyal customer for more than 30 years, originally partnered with Everett Industrial before Stellar's acquisition. Their long-term consistency in product usage—particularly in safety gloves—made them an ideal candidate for a cost-savings review as part of Stellar's ongoing value initiatives*

### THE OPPORTUNITY

During the STARS summit meetings in January, Stellar and Radians identified a potential cost-savings opportunity by transitioning the customer's long-used cut-resistant glove to a more cost-effective STARS-approved alternative. While not a process improvement, this was a strong AD/STARS conversion opportunity that leveraged Stellar's supplier relationships. The customer had been using the same glove for years, and although the conversion is still pending, they began sample testing based on Stellar's recommendation. Opportunities for additional value—beyond cost savings alone—were also identified, emphasizing how close collaboration with both suppliers and decision makers creates immediate, meaningful feedback and ensures mutual benefit.

### SOLUTION

Stellar provided Canyon Creek Cabinet Co. with sample Radians RWG738 gloves to evaluate against their existing PIP 34-8443 model. The STARS supplier partnership enabled competitive pricing, product expertise, and alignment across all parties. The evaluation created a clear path toward a lower-cost, high-performing replacement that maintained safety standards while strengthening supplier engagement.

### RESULT

Upon full conversion, Canyon Creek Cabinet Co. stands to save \$2,469.60 annually, based on replacing their current glove at \$10.19 per pair with the Radians RWG738 at \$8.99 per pair, across an annual usage of 2,058 pairs. While the transition is still in progress, this initiative highlights Stellar's long-standing relationship with the customer, proactive value discovery, and strategic leverage of STARS partnerships to deliver cost savings and future growth opportunities.

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*Sustaining win-win partnerships for Stellar value.*

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