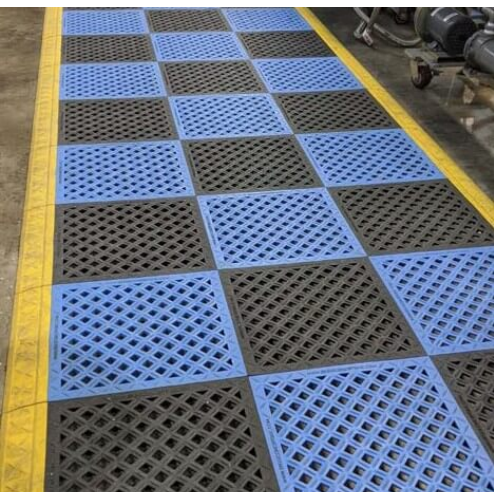




CASE STUDY

We Changed A Customer's Mind About Modular Matting



CHALLENGE

The first words spoken to us from our partner's customer was, "We won't go back to modular matting." Safe-Flex was brought in on the call a relatively new distributor rep with their customer was fed up with their current anti-fatigue matting.

It was clear why the customer was frustrated. Not only were the mats pulling apart, many spaces were not using the right product. For example, rubber matting in areas with high oil content isn't logical. From an anti-fatigue perspective, foam mats offer zero support, and are borderline dangerous in welding zones. The modular matting they had was in terrible condition with broken tabs, rips and spaces.

SOLUTION

Our partner and us put together a comprehensive side-by-side comparison between their current solution and a Safe-Flex Floor System, plus an ROI calculation. The customer could show the company's leadership team that the benefits and long-term savings were undeniable.

- Our easy-to-use, patented six tab system ensures a safer, stronger connection. Our lifetime warranty against manufacturer's defects supports our customers on this.
- Open anti-fatigue mats were installed in welding areas to allow metal splinters to drop below the work surface.
- Gritted mats were installed in areas that had oil content.

"We installed Safe-Flex mats in four of our facilities and hope to do more!"