

## Salvo Loading Dock Safety Case Study: Top US Retailer

### Top US Retailer sees success with Salvo across almost 50 distribution centers nationwide

The Sentric Safety Group recently had the opportunity to partner with a top US retailer, ultimately providing them with safety solutions on a large scale, to secure multiple loading dock doors across almost all the retailer's distribution centers nationwide. With a longstanding history, and highly respected by customers across the United States, Sentric was eager to show this top retailer what can be achieved with Salvo to ensure first-class on-site safety for personnel using the Salvo Automatic System for Manual Doors (SAMD Kit).

**Challenge:** This retailer is certainly one of the United States' largest and most successful corporations. This means that with up to 50 distribution centers across the country, and numerous loading docks, this retailer is responsible for the safety of thousands of personnel. In recent years, this retailer had suffered a few near misses, and was concerned about the safety of staff on the ground. Not only was reputation on the line, but mishaps like these meant they were losing time, making for less efficient workdays and a loss of money.

**Solution:** The Sentric Safety Group knew they could offer this large retail corporation a Salvo safety solution which would mitigate human error and provide complete safety for personnel in their distribution centers – saving the retailer both time and money. The solution to their challenge was the SAMD Kit. The SAMD Kit uses an automatic door locking device (SADL) to safeguard manual doors from being opened under unsafe conditions.

**Results:** When the project was complete, the Sentric Safety Group had successfully fitted approximately 7,500 doors with SAMD Kits, across almost 50 distribution centers nationwide. Since installation, the risk of human error has been mitigated as far as possible and there have been no near misses – an absolute win for our retailer. The distribution centers are therefore much safer, and peace of mind for both facilities directors and personnel has been restored. One senior leader also noted that a much safer environment has additionally resulted in a more efficient workday now that time is no longer lost to near-misses or accidents on site.





## The Salvo Loading Dock Safety System ensures safety for personnel across 50 distribution centers for top US retailer

According to one of the Facilities Directors of this top US retailer, the decision to go with Salvo made sense because of three reasons: the simplicity and ease of the solution installation, the high level of safety it offered, and the overall cost.

What began as a trip to the retailer's headquarters by one of the Sentric Safety Group's senior directors to discuss a possible partnership, fortunately turned into a longstanding working relationship, and ultimately resulted in the installation of approximately 7,500 distribution center doors across almost 50 distribution centers.

This meeting was also an opportunity to demo the SAMD Kit, showcasing how the system uses an automatic door locking device (SADL) to protect manual doors from being opened under unsafe conditions. This was just what the retailer needed to avoid near misses at the loading dock,

and senior leaders saw firsthand how beneficial the system could be. This is when things really took off.

In early 2018, six Salvo systems were trialed at one of the retailer's distribution centers, with one of our product brands Kirk supporting on the installation, providing key codes and tracking numbers. The trial operation was seamless, and the retailer was very pleased with what they deemed to be the best system for ensuring safety for on-site personnel. It was then a simple call that informed us that the retailer wanted to move forward to implement a company-wide roll out of the SAMD system across all distribution centers nationwide.

The retailer now has SAMD Kits installed on almost all its distribution center doors, and Salvo has accommodated the retailer with spare parts for each center. Pleased with the solution, and together with

Salvo, this top retailer has successfully created safe and secure distribution centers, ensuring personnel make it home safely at the end of every day.

For more information about the Salvo Loading Dock Safety System and what Salvo can do for you and your business, contact Salvo at [sales@kirkkey.com](mailto:sales@kirkkey.com) today.

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