



CASE STUDY

American Metals Supply Co.

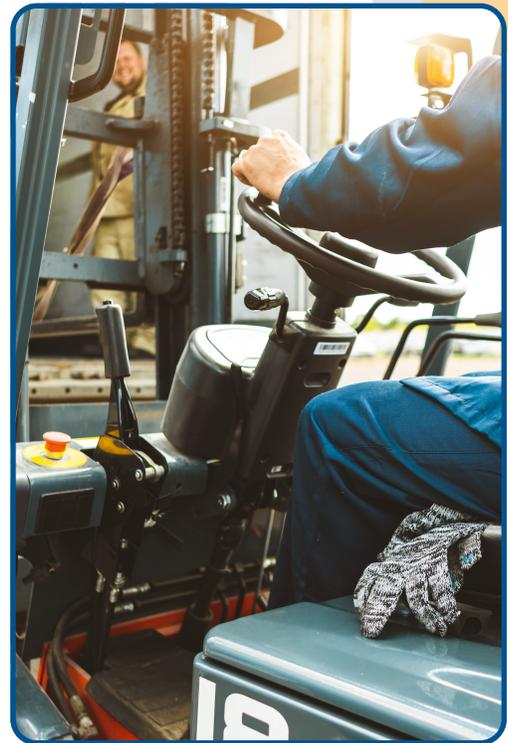
SECURING THE LOADING DOCK

The Company

American Metals Supply Co., Inc. is a leading wholesale distributor of sheet and coil steel, prefabricated duct and fittings, and HVAC products. Located in Hazelwood, Missouri, American Metals has over 8 locations across 12 states in the United States.

The Problem

One day during a routine task, there was an incident. A truck driver began to drive away from the loading bay, while a forklift operator was still loading product onto the truck. Fortunately, the truck driver heard a noise and stopped the truck immediately. The forklift just managed to stay on the dock leveler with its forks balancing precariously off the trailer. Since this incident, American Metals has dedicated themselves to making loading dock safety a number one priority.



The Solution

After careful consideration, American Metals contacted Blue Giant's Nation C.A.R.E.® team to help find a loading dock safety solution to prevent similar incidents and protect their staff.

The Blue Giant C.A.R.E. team provided their expertise and support with site surveys, product recommendations and installations. Upon recommendation, American Metals selected Blue Giant's Strong Arm™ HVR303 Electric Vehicle Restraint and chose their Indianapolis, Indiana location as their beta site for installation and testing. The vehicle restraint was the perfect solution to help prevent premature truck departure and ensure the safety of dock staff, forklift operators and truck drivers during the loading and unloading process.



Nation C.A.R.E.®

The Blue Giant Nation C.A.R.E. team, in collaboration with our dealer, Roberts Loading Dock, conducted a site survey, assessed the scope of work, and successfully installed the vehicle restraints. Following the successful installation and test run at the Indiana facility, the Blue Giant Nation C.A.R.E.® team, in collaboration with Roberts Loading Dock, has been involved in extending the restraint solution to other American Metals facilities. Our Nation C.A.R.E.® team is committed to delivering excellence by providing high-quality products, sharing their expertise, providing consistent pricing and cost controls, and creating an overall seamless and hassle-free



"I have very high marks for the way Blue Giant has handled everything. Early on, we weren't aware of the different site challenges. Blue Giant's Nation C.A.R.E.® team instilled confidence that they would make sure and cover us so that we didn't have any surprises. That was my biggest concern- dealing with different companies with different aspects of the business, you get a quote initially, and when the job is done, and the bill comes back that's significantly higher. However, Blue Giant was very transparent about everything and put my mind at ease."

- Jason Kistler, Safety and Operations Manager at American Metals Supply Co.