

Safety Mats – From Idea, to Drawing to Order



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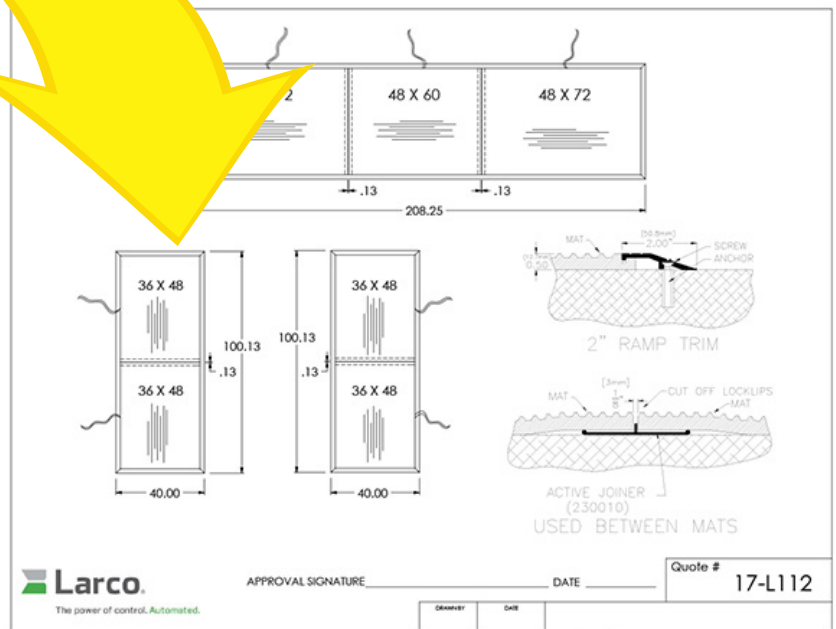
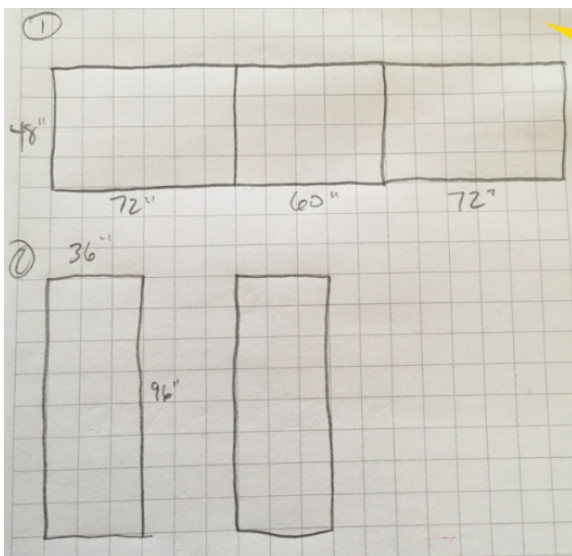
Sometimes it can be difficult to explain exactly what you need in regards to a safety mat layout. You may not have the capabilities to create a professional drawing of your application which makes it difficult for others to envision what it looks like. Fortunately, as the old saying goes, "a picture is worth a thousand words".

Many times, a simple sketch from the customer is a great way to start the quotation process. This gives the Larco Customer Care Team (CCT) a good starting point for the next step. On all formal quotes, ATEK Access Technologies provides not only a specific quote document, but also a custom drawing of the mat layout for the customer to review and sign off before production begins.

When (CCT) is asked to quote a safety mat for a customer, sometimes giving the mat dimensions isn't enough. We frequently need more information than just 36" X 48" mat, for instance. A few of the questions might be...

- Which mat surface is needed? Standard ribbed, SureStep® or Comfort Step?
- Will the cords come from the side or the end of the mat?
- Is a trim kit or Labor Saver adhesive needed to secure the mat to the floor?
- Is a safety mat controller needed?

What may start off as a simple idea or a sketch on a napkin will turn into a CAD drawing that shows cord locations, trim configuration, all dimensions and the layout for projects with multiple mats. This process ensures that in the end, the customer gets exactly what they need for a safe and effective safety mat system.



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