

We invited **Beaverswood** to share their perspective on the **Industrial & Warehouse** category.

As part of this Knowledge Hub feature, we posed a series of questions to Beaverswood who offered insight and experience from within the sector.

For further information, or to discuss any of the points raised in this feature, you can view their company directory here: [Beaverswood](#)

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## Safety & Compliance Considerations

When it comes to industrial supplies, many of the best-selling products seem simple on the surface - labels, signs, waste sacks, floor tape. But behind that simplicity lies something far more important: safety, compliance, and operational efficiency.

In fact, most of the products Beaverswood® manufactures serve a critical role in helping warehouses, factories, and logistics centres meet health and safety regulations, audit standards, and internal workplace policies. For dealers diversifying into the industrial category, understanding the compliance and safety aspects isn't just helpful - it's essential. It's what elevates a basic sale into a value-added solution. Here's what you need to know.

### Why Safety & Compliance Matters to Your Customers

Whether it's a small regional warehouse or a national logistics hub, industrial sites face serious risks and regulatory responsibilities. These include:

- Complying with **HSE (Health & Safety Executive)** expectations
- Meeting **SEMA (Storage Equipment Manufacturers Association)** guidelines for racking
- Passing **ISO or internal audits**
- Reducing **insurance liability**
- Maintaining **clean, compliant, and inspection-ready** environments
- **Protecting workers** from injury and property from damage

For your customers, every product that contributes to a safer and more efficient workspace is a necessary investment, not just a nice-to-have.

### Key Product Categories That Support Safety & Compliance

Let's break down the core industrial products that help meet safety and compliance requirements - and how you can use this knowledge to sell them more confidently.

#### 1. Weight Load Notices for Racking Systems

**Compliance:** HSE & SEMA expectations

**Purpose:** Prevents overloading and ensures racking safety

Weight load signs are legally expected on all pallet racking systems. They communicate the safe working loads for bays and beams, helping prevent collapses and injury.

**Key sales point:**

“Racking systems need clear signs that display safe loading limits to meet SEMA guidelines and protect against overloading - it’s a must-have for any warehouse.”

**Great cross-sell with:** Rack labels, aisle markers, and racking protection.

## 2. Floor Markings and Signage

**Compliance:** Traffic management and hazard identification (PUWER & HSE)

**Purpose:** Controls the flow of people and vehicles, prevents accidents

Floor signs, markers, and tape create defined zones for pedestrian walkways, forklift routes, keep-clear areas, and emergency access paths.

**Key sales point:**

“Clear floor markings help prevent collisions, improve traffic flow, and show auditors and inspectors that the site takes safety seriously.”

**Great cross-sell with:** Impact protection

## 3. Document Display & Modulean® Shadow Boards

**Compliance:** ISO 9001, 5S, lean manufacturing standards

**Purpose:** Ensures key documents and procedures are visible at the point of use

From SOPs (Standard Operating Procedures) to inspection checklists and COSHH sheets, documents need to be visible and accessible in the workplace.

**Key sales point:**

“These displays make it easy to show procedures where they’re needed - helping teams stay compliant and organised.”

## 4. Impact Protection Products (e.g. Rack Armour®, Barriers, Bollards)

**Compliance:** Site safety policies and risk mitigation

**Purpose:** Prevents collision damage and reduces the risk of injury

Forklift collisions are one of the biggest hazards in warehouses. Impact protection helps absorb energy from crashes, protecting racking, equipment, and people.

**Key sales point:**

“Racking damage leads to downtime, costly repairs, and serious risks - products like Rack Armour® act as a buffer zone to reduce impact.”

**Great cross-sell with:** Floor signs and line marking tape

## 5. racksack® - Waste Recycling Sacks

**Compliance:** Workplace housekeeping and H&S good practice

**Purpose:** Keeps litter off floors and supports recycling initiatives

racksack® is a visible, easy-to-use solution for on-site waste segregation. It prevents rubbish from building up in aisles and contributes to a cleaner, safer workplace.

**Key sales point:**

“Keeping floors clear of waste reduces trip hazards and shows proactive health & safety management - plus it helps hit recycling targets.”

**Great cross-sell with:** Shadow boards

### Selling Safety Without Being a Specialist

You don't need to be a compliance consultant to sell these products effectively. You just need to ask the right questions:

- “Are you displaying weight load notices on your racking?”
- “How do you manage pedestrian and forklift traffic in the warehouse?”
- “Do you have any racking that could benefit from protection?”
- “How do you keep floors clear of rubbish and trip hazards?”
- “Where do you display SOPs, audits, or safety notices?”

With these prompts, you'll uncover real needs that your product range can solve, often with minimal investment and high perceived value.

### Final Thought: From Products to Peace of Mind

Industrial safety and compliance aren't just tick-box exercises - they're essential to keeping people safe and operations running smoothly. The good news for dealers? You can play a part in that, even with a small, focused product offering. By understanding how simple products like labels, weight load signs, and recycling sacks contribute to significant compliance goals, you unlock more substantial conversations, higher-value orders, and long-term customer loyalty.