

Typical Product Types - Industrial and Warehouse

Industrial and Warehouse includes a broad mix of products that support the movement, storage, organisation and protection of goods in operational environments. These items are used daily across warehouses, factories, distribution centres, retail back-of-house areas, workshops and public sector facilities. Understanding these product groups helps sales teams recognise opportunities, spot natural cross-sells and support customers with the essentials they rely on.

Material handling and movement

Products that help teams move goods safely and efficiently. Examples include:

- Pallet trucks
- Platform trolleys
- Sack trucks
- Dollies and skates
- Drum handling equipment

Warehouse identification and visual management

Products that support organisation, accuracy and compliance. Examples include:

- Racking and shelving labels
- Aisle markers and bay signs
- Floor signs and floor marking
- Document holders and label pockets
- Shadow boards and tool control systems

Storage and organisation systems

Solutions that optimise space and keep inventory accessible. Examples include:

- Industrial shelving and racking
- Small parts bins and containers
- Stackable crates and boxes
- Picking bins and tote boxes
- Roll containers and cages

Packaging and dispatch consumables

High-frequency consumables used in packing and goods out. Examples include:

- Packing tapes and dispensers
- Stretch wrap and pallet wrap

- Strapping and banding
- Boxes and cartons
- Protective packaging and void fill
- Labels and tags

Site safety and protection

Products that help maintain safe, compliant working environments. Examples include:

- Bollards and barriers
- Impact protection and rack guards
- Anti-slip products
- Safety mirrors
- Anti-fatigue mats
- Hazard and warning signage

Tools, maintenance and workshop essentials

Everyday items used by maintenance teams and technicians. Examples include:

- Hand tools
- Basic power tools
- Tool storage
- Fasteners and fixings
- Workshop accessories

Industrial cleaning and spill control

Products designed for heavy-duty cleaning and safety. Examples include:

- Industrial wipes
- Degreasers
- Absorbents and spill pads
- Spill kits
- Floor cleaning tools

Waste management

Products that support waste handling and segregation. Examples include:

- Industrial bins
- Recycling stations
- Heavy-duty refuse sacks
- Waste handling equipment

Key takeaway

Industrial and Warehouse covers a wide range of practical, high-use products that keep operational environments running smoothly. Understanding these product groups helps sales teams recognise the scale of the opportunity, identify natural cross-sell areas and support customers with the everyday essentials they rely on to keep goods moving safely and efficiently.