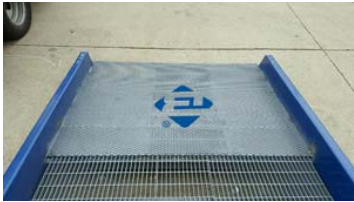




# Case Study: Large Consumer Electronics Company



## Overview

Working with our Dealers to overcome the unique challenges of our customers provides the best solution to meet their needs. Providing an expanded metal option satisfied the customer's safety concern, and the resulting design can be applied to future orders for yard ramps shipping to rainy or snowy environments.

## Challenge

A respected electronics retailer purchased a standard Bluff yard ramp through Star Equipment based out of Blaine, MN. However, due to excessive wintry weather mix pedestrian slippage became a concern.

## Solution

Star Equipment field welded a piece of expanded metal to the diamond plate portion of the ramp (approach apron). The field alteration provided the extra traction desired. Star Equipment requested Bluff provide their customer with expanded metal options for future purchases.

After reviewing the situation, Bluff was able to do two things to achieve the ramp surface desired. Bluff's engineering team designed a ramp with a longer steel grating portion so that the length of the tread plate section was reduced. In addition, Bluff was able to source expanded metal to weld to the top of the remaining tread plate section of the apron so that there was no exposed tread plate. The modification provided an extra measure of traction and peace of mind for Star Equipment's customer.