



From Messy to Managed: A Scalable Fix for Slippery Grocery Floors

Case Study



BACKGROUND

In grocery stores, wet produce aisles are a constant safety risk and a management headache. One large regional grocer with over 140 stores across the western U.S. uses an innovative way to protect its floors, reduce liability, and ease the burden on staff.

ABOUT US

MatWorks, a division of Mountville, has been creating foundations that protect, perform, and inspire. With a legacy of excellence and a vision for the future, we are committed to providing high-quality flooring and matting solutions that safeguard facilities and the people who rely on them every day. Our innovative, customizable, and durable entryway and matting systems are designed to protect what matters most: your people, your assets, and your reputation.

CHALLENGE

The grocer previously relied on traditional walk-off and loose-lay mats in moisture-prone areas. However, this approach created significant challenges:

- Loose lay mats shifted, increasing trip hazards instead of reducing them.
- Cleaning required store associates to manually lift and move mats, scrub floors underneath, and return them, wasting hours per store.
- Tracking when mats needed to be replaced or repositioned depended on inconsistent oversight and decentralized management.

They needed a safer, simpler system that would deliver consistent performance and aesthetics without adding to their store teams' workloads or the grocer's facility costs.





SOLUTION

MatWorks introduced the grocer to its Sure Stride® adhesive-backed matting, engineered for environments such as produce departments where moisture buildup is common. The product's key benefits include:

- 01** **Slip-resistant surface** with a fast-drying, moisture-barrier construction.
- 02** **Durable, low profile design** that stays firmly in place even under heavy cart traffic.
- 03** **Antimicrobial treatment** that helps prevent odor and bacteria growth.
- 04** **Hassle-free cleaning** - mats stay in place while mops, vacuums, and floor scrubbers pass over without damage.

MatWorks paired Sure Stride with a comprehensive matting-as-a-service program in which:

- Mats are purchased by the grocer and replaced every 90 days as part of MatWorks' fully managed service cycle.
- MatWorks coordinates quarterly shipments, sends professional installers, removes old mats, cleans the subfloor, installs new mats, and documents the process.
- Pricing is predictable with a fixed rate per roll plus a modest install fee, scaled to store size.

This large regional grocer didn't just upgrade its matting, it transformed how safety and consistency are managed across the chain. By combining Sure Stride's high-performance product with MatWorks' full-service program, they now enjoy a cleaner, safer store environment with less burden on their teams.

RESULTS

The program began with a pilot program across 24 stores. After demonstrating strong performance, the grocer expanded the MatWorks solution to approximately 150 stores. The results speak to the strength of both the products and the service model:



Labor Savings and Operational Simplicity: Employees can focus on stocking, service, and safety instead of time-consuming installations.



Consistency Across Locations: MatWorks installs mats quarterly in high-risk areas only, following retailer risk team guidance.



Improved Safety and Risk Mitigation: Slip-and-fall claims declined during the pilot, with matting credited as the likely factor.



Verified Compliance: Managers no longer track replacements; every install is logged and photographed for audit and legal use.



Strategic Confidence, Smarter Spend: Flat price covers install, cleanup, and documentation, providing more value and less liability.



Ownership Without the Headache: The grocer keeps purchasing control while MatWorks handles all logistics from install to disposal.

Join us in protecting every step.

Matt Meredith

📞 833.628.9757 📱 706.756.5733

✉️ mmeredith@thematworks.com