



Many dock equipment distributors in the U.S. sell more dock levelers than vehicle restraints. There are two main reasons for this:

1. Restraints are not always included in new construction specs.
2. End user customers are often more proactive about buying levelers than restraints because they know they need levelers, but they may not understand the importance of restraints.

But the restraint market is growing. Over the last five years, vehicle restraint sales have grown 52%. In 2018, for every 100 levelers sold in the U.S., 52 restraints were sold. By the 4th quarter of 2019, that number had grown to 64. In some states, more restraints were sold than levelers in the last two years.



When you consider the following facts, it's easy to understand the growing popularity of vehicle restraints.

- There are 21 reported forklift-related injury accidents in loading docks in the U.S. every day. Many of those are potentially fatal forklift fall-through accidents.
- When a forklift fall-through accident occurs, fatal injury is 250% more likely than non-fatal.



- The average distribution center or warehouse has 20,000 chances for a forklift fall-through accident every week.
- The average cost of a worker injury accident in the U.S. is \$188,000. Forklift-related accidents in loading docks are usually the most serious and expensive.

Vehicle restraints help greatly increase loading dock safety. More than ever, customers understand this and are making room for restraints in their budgets. This means selling a vehicle restraint with every leveler whenever possible is the best way to greatly increase your dock equipment order revenue and grow your business.



As a Poweramp distributor, you offer the most effective vehicle restraints in the industry. Learn more about [Poweramp Vehicle Restraints](#) at Poweramp.com or contact your Poweramp Regional Sales Manager or the Poweramp Product Manager.

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