



**APG CASH DRAWER®**

**APG SNEEZE  
GUARDS STRIKE  
A CHORD FOR  
MUSIC STORES,  
KEEPING EMPLOYEES  
AND PATRONS SAFE**

*An APG Case Study in Partnership with GAK*

**A music store is more than a place of commerce.** It's a community haven for musicians who gather to discuss their favorite gear, try out instruments, and trade techniques. And it's a place of dreams, where aspiring young musicians picture themselves playing the world's stages.

The **Guitar Amp and Keyboard Centre in Brighton**, U.K., better known as GAK, is one such place, consisting of shops for guitars, pro audio, piano and drums. It sells the stuff of dreams – an assortment of instruments and accessories that make it the leading independent music retailer in the country. Regulars come and go throughout the day. "We have a lot of regulars and, naturally the shop is a local hangout for musicians and bands of all genres," says GAK Retail Manager Dan Ward.

Unfortunately, the regulars found themselves with no place to go in March 2020 when the COVID-19 pandemic prompted a lockdown, forcing stores and restaurants in the U.K., one of the countries hardest hit by the virus, to shutter stores and restaurants temporarily. "COVID-19 changed everything. Naturally, we

had no option but to pause our retail operation," says Ward. Fortunately, the desire to play music never goes away, so GAK was able to continue doing business through its online storefront. "For us as a business, it could have gone either way, but as soon as lockdown happened, the demand online and via mail order skyrocketed."

As lockdown restrictions started to be lifted, GAK's management was eager to welcome back patrons. But safely. Among other things, this meant protecting employees at the point of sale from anyone who might unknowingly be carrying the virus. "We are fastidious about our staff and customer health and safety," Ward says. "We have stringent distancing and sanitation measures in place."

One of the measures GAK decided to take was to install sneeze guards at checkouts and click-and-collect stations. After reviewing several products, GAK chose the **Guardiant Countertop Shield** trifold screen from APG Cash Drawer. The company ordered three of them.



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## A PORTABLE AND FLEXIBLE ENSEMBLE FOR CHANGING TIMES



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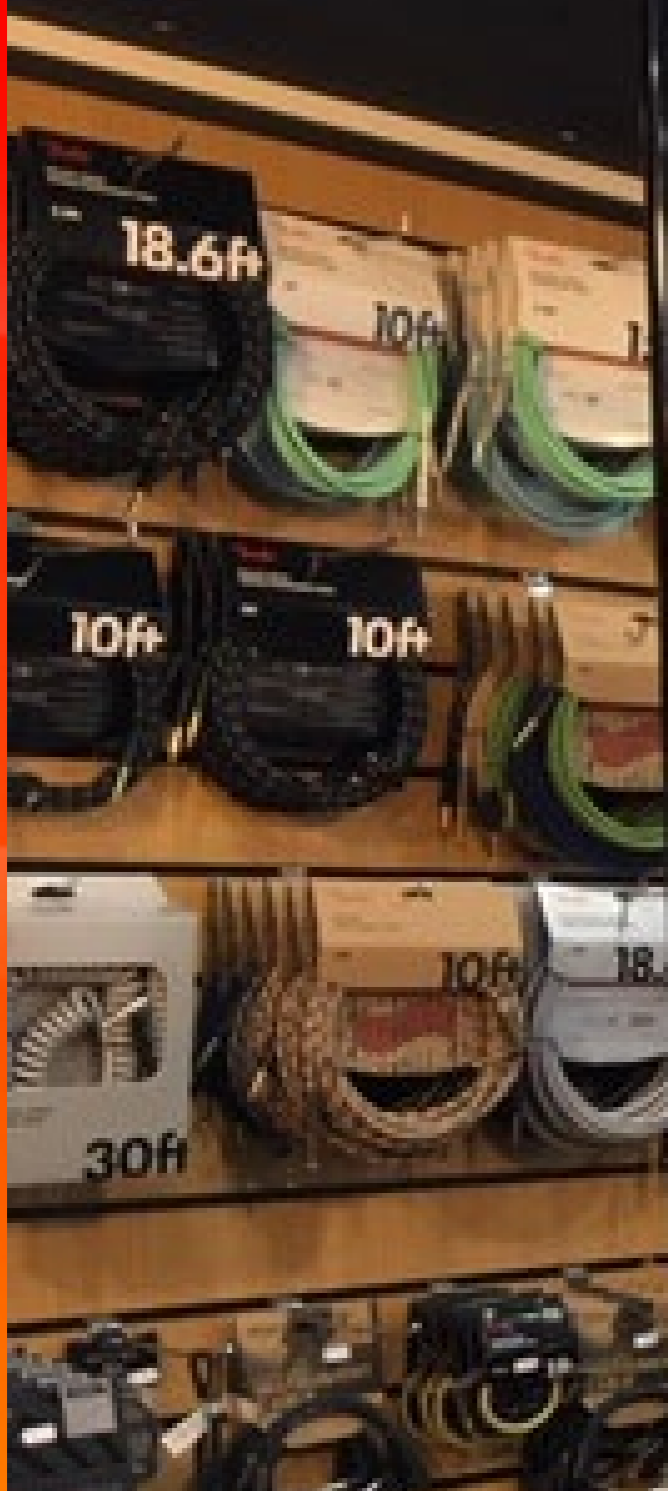
In operation for 27 years, GAK is an institution for guitarists, drummers, and keyboardists. Protecting its patrons and 65 employees was a top priority when the store reopened. Before even knowing when that would be allowed, management started working on its sanitation and social distancing measures. “We took the initiative well before a date for opening was announced. We like to be ahead of the game and this situation was no exception,” Ward says.

When looking at sneeze guards for checkout, management considered several brand-name products as well as custom builds. In consultation with its office goods supplier, Labelman, GAK opted for a new product from APG – the Guardian shield. “The portable and modular nature of the APG Guardian product fit with the flexibility we needed in this constantly changing landscape,” Ward says.

The Guardian Countertop Shield is made from durable, flame retardant, clear polycarbonate that places a visible barrier between customers and store clerks. It protects personal space while allowing face-to-face interaction. The clear polycarbonate panels are framed in solid aluminum, providing the robustness needed for high-traffic retail environments. The shields are composed of three panels that stand on adjustable feet.

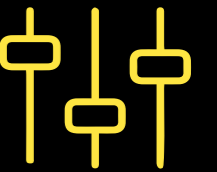
APG Cash Drawer has built its reputation with robust and *intelligent cash drawer solutions*. Seeing a need as the pandemic spread, the company pivoted to also start offering durable, flexible clear polycarbonate shields for various environments. The Guardian series includes shields for point of sale retail counters, healthcare environments such as pharmacies, medical offices and dental clinics, and floor-standing models nearly six feet tall for settings such as bars, restaurants, banks, and even voting booths.





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## EASY SETUP AND REUNITED HARMONY FOR MUSICIANS

Ward says installing the Guardian shields was a cinch. “Due to the elegant design philosophy of the product, it was easily installed by us.” Also, thanks to the product’s portability and easy setup, he says, the shields are usable in various settings, including trade shows.

Having the sneeze guards in place, he adds, gives patrons and employees the confidence to visit the store without worrying about infection. “The shields provided a simple yet robust and elegant way for us to keep our employees and customers safe, giving them peace of mind during this challenging time and moving forward.”

Ward is so pleased with the Guardian shields that he would happily recommend them to other merchants. “Its flexibility and sturdy, portable nature makes it the perfect product for protecting staff and customers alike.”



## GAK

The GAK Megastore sits proudly in the heart of Brighton's famous North Laines and has done so for over 25 years. One of the U.K.'s largest independent musical instrument retailers, GAK is not only a tourist destination and treasure trove full of everything from beginners' instruments to rare, collectable, and vintage equipment, and is frequented by some of the industry's most prestigious musicians and producers.



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## ABOUT APG CASH DRAWER

APG Cash Drawer, with over 40 years of experience, manufactures a wide range of highly durable and reliable cash drawers that are delivered quickly to the marketplace. APG has built a reputation as the supplier of choice for cash management solutions for retail, grocery and hospitality, and quick serve for thousands of customers throughout the world. Whether it's our general application cash drawer, custom-designed solutions, or the **SMART**ill® Cash Management Solution, our products and brand are differentiated by our ability to deliver innovative technologies that globally enhance efficiency and security at the point of sale. To learn more about our products, visit [www.cashdrawer.com](http://www.cashdrawer.com).



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