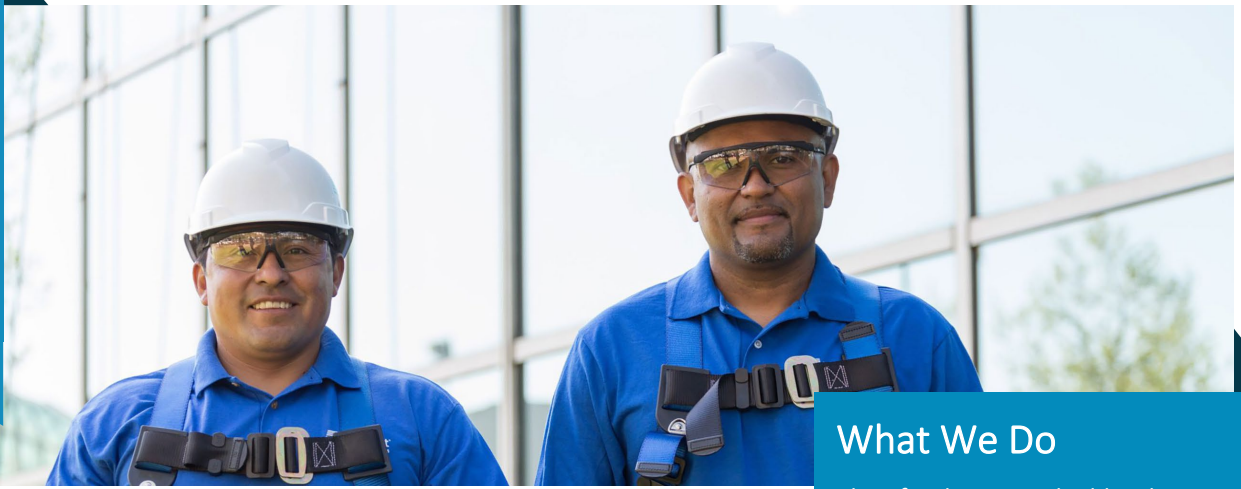




# Safety Systems

Cross-Selling Sheet



## Adding Safety Systems Services to Current Clients

### Signs of Opportunity

Any work surface or walkway higher than 4' that doesn't have a 42" railing, barrier, or parapet

Unprotected roof hatch openings or skylights

Old or outdated fixed roof ladders

No roof anchors, or not enough anchor points to tie off for safe fall protection or façade access work

Any roof anchors or davit bases that are loose, or have been failed by an engineer

### 5 Simple Questions To Ask:

1. Did you know OSHA regulations require building owners to have documentation verifying their roof anchorages have been certified for window cleaners and other trades to use?
  - A) **Are your anchors** or other suspension devices **certified per OSHA regulations**?
2. Does your building have railings or a 42" Parapet wall?
  - A) Are there **areas where someone could trip and fall 4' or more** to the next lower level?
3. Does your building have any **roof hatches or skylights from which a person could fall 4' or more**?
4. Did you know the **new OSHA fall protection regulations apply to building owners/managers**?
  - A) How does your ownership/you plan on getting in compliance with the OSHA code changes of 2017 (1910.27 & 1910.28)?
5. How do you handle notification of safety and fall protection issues with your team?

### What We Do

Identify where your building has liability exposure for fall hazards and missing or incomplete façade access anchorages and help you budget and prioritize the needs.

Create turnkey solutions for your building's fall protection and roof anchorage issues.

#### Install & certify equipment including:

- Guardrails
- Access Ladders
- Load testing & Certification
- Engineering design
- Roof Anchors
- Other Suspended Access Systems (davits, monorail, outriggers, rigging sleeves)
- Real-World Use and Compliance Training

## TEAM-WIDE ACCESS EXPERIENCE

# 140+ YRS



### REAL-WORLD EXPERIENCE

We install systems that our own family of workers use.



### LONGEST WARRANTY IN INDUSTRY

on completed installations

# DYK?



You have access to our national team of experts who have been involved for decades on consensus standard committees and are able to practically apply the current US fall protection and façade access standards to your particular building.

Clients frequently ask us for consulting assistance to make sure their newly constructed building façade will truly have complete and compliant access for exterior maintenance.