

# Contractor Supply

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Capital Safety's Sayline horizontal lifeline system enables two roofers to work an entire roof safely and hassle-free, with complete freedom of movement.

# FALL PROTECTION SYSTEMS

The days of laissez faire safety compliance on residential job sites are over. Last year's OSHA rulings on residential fall protection put contractors on notice that noncompliance would no longer be tolerated. They also put safety manufacturers and distributors on notice too, to beef-up fall protection offerings. Here is how our selected suppliers are addressing these issues and opportunities.

## CAPITAL SAFETY

"Following months of extensions, the new OSHA fall protection regulations for the U.S. residential construction industry (1926.501 subpart M) are set to go into effect in September 2012," notes Craig Firl, North American technical manager at Capital Safety. "These regulations, which cancel the interim instructions issued more than 15 years ago, require all residential workers to comply."

Here's what you need to know to keep your workers safe and avoid hefty fines:

- Fall protection equipment is required anytime a fall of six feet or more is possible.
- The 25 foot eave-to-ground height threshold no longer applies.
- Slide guards are no longer the only form of fall protection equipment acceptable for workers, regardless of roof pitch or height of roof eave.

## AS SAFETY REGS PROLIFERATE, SO DO PRODUCT OPTIONS

- Depending on the work zone, guardrails, safety nets, fall restraint systems, active fall arrest systems, controlled access zones, covers, positioning systems and warning line systems are all acceptable forms of fall protection.
- A written site-specific fall protection plan (that meets OSHA 1926.502) can be used in place of traditional fall protection equipment if conventional options are shown to be not feasible or present a greater hazard.

"Capital Safety offers a broad range of fall protection equipment that meets OSHA regulations and makes compliance easy," Firl says. "The Sayline horizontal lifeline fall protection system enables two roofers to work an entire roof safely and hassle-free, with complete freedom of movement. The system installs in minutes

with no special tools or equipment, and is easy to use for all workers. The Sayline system is versatile and economical, adjusting to fit virtually all flat or sloped wood roofs, eliminating the need for multiple systems."

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FIRL





Acro Building Systems' modular guardrail system utilizes reusable components to create a simple passive fall protection solution for many different situations.

"Compliance with OSHA's new regulations doesn't have to be difficult. Ensuring worker safety is of the utmost importance and supplying the right fall protection equipment is one easy solution."

## ACRO BUILDING SYSTEMS

Changes in residential fall protection rules by OSHA last year have resulted in a windfall for both manufacturers and distributors of fall protection equipment. These changes mandate that all workers must use harnesses, safety nets or guardrails. Harnesses have traditionally held the lion's share of the fall protection market for roofers and framers; and will most likely continue to dominate total unit sales. Safety nets are difficult in residential environments and are, as such, very unpopular.

"This leaves guardrails as the only real alternative to harnesses, and the solution that most contractors prefer to use," says Charles Henika, sales and marketing director for Acro Building Systems. "Most OSHA inspectors extol the virtues of passive fall protection (guardrails) over active solutions (harnesses).

This translates into sales opportunities, especially to medium- to larger-sized contractors who are more concerned about their insurance, fines and workers comp than saving a few dollars. They can see the value in a solution that relieves the individual laborer of responsibility. A roofer just fell 33 feet in New York; he was wearing a harness but didn't have it clicked to anything when he slipped. What are the repercussions for that company?

"Education has been the key; and those distributors of fall protection equipment who have been able to sell the benefits of passive fall protection have successfully



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converted many \$400 sales into \$10,000 sales. Explaining that a qualified person can install guardrails and they can cover whoever gets on that roof regardless of discipline or level of training is very appealing.”

“Acro Building Products has reacted to these changes by developing two new products. First, Acro partnered a new Rake Edge Bracket #12075 with the proven Steep-pitch Guardrail Bracket #12070 to form a system that meets the new requirements and interleaves with shingles just like a roof bracket (making it familiar to contractors and leaving the finished roof pristine).”

Next, Acro’s Vertical Mounting Bracket (#12045), initially developed for low-pitch roofs (anchored on the outside of a parapet wall); is also ideal for temporary guard railing around most openings or edges such as skylights, stairwells or elevator shafts. Mounting to almost any vertical surface, this guardrail system has been embraced by framers and other contractors for a variety of needs, including tilt-up wall construction.

All Acro guardrail systems use interchangeable posts which enable distributors to sell packages for a variety of commercial and residential environments.

**DIVERSIFIED PRODUCTS**

“Increased regulations and emphasis by OSHA are driving the designs of applications for Fall Protection Systems,” concurs Noah Gutierrez, sales manager, Diversified Products. “Field service personnel who repair large excavators, for example, often use ladders to reach the area where they’ll be working. Sometimes it requires them to be on ladders 60 feet high. While that high up on a ladder, they are repairing or even removing cylinders that might weigh 600 pounds or more. With nothing securing the ladder, it is very easy for it to become unstable and fall. Even with the ladder stabilized, there is nothing that would prevent workers from falling.”



GUTIERREZ

A company’s work practices might require rental or purchase of some kind of lifting machine so personnel can

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Diversified Product’s man basket attaches to service crane and knuckle boom crane trucks. An optional receiver hitch allows it to ride along with the truck without taking up extra space.

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