

PROJECT PROPOSAL

IDENTIFYING RISKS TO ENHANCE
ROOFTOP SAFETY



SEPARATING PEOPLE FROM HAZARDS





KEE GUARD FOR AURORA ORGANIC DAIRY

QUOTE #EL0223-11

PREPARED FOR:

QUINN JOGANICH

970.703.1514

qjoganich@aodmilk.com

AURORA ORGANIC DAIRY

6788 STATE HIGHWAY 66

PLATTEVILLE, CO 80651

DATE: AUGUST 26, 2025



INTRODUCTION

RE: QUOTATION FOR KEE SAFETY FALL PROTECTION SOLUTION

We are pleased to present our proposal for a Kee Safety Fall Protection solution. Our safety solutions are designed to not only meet but exceed the fall protection standards set forth by OSHA, including those outlined in 1926.501 (Duty to have Fall Protection), 1910.28 (Duty to have fall protection and falling object protection.), 1910.29 (Fall protection systems and falling object protection - criteria and practices) and 1910.66(e)(3) (Roof Guarding for Building Maintenance). The proposal has been tailored to address the specific requirements of your facility. Please be advised that the quantities and prices quoted in this estimate are subject to change based on additional field information.

Sincerely,
S. Jabroni
720.703.5910
elapin@keesafety.com



KEE GUARD

Kee Guard is the industry leading modular, free-standing safety railing system that is not fixed directly to the roof membrane. It's an OSHA compliant, permanent, and dependable safety guardrail barrier for a roof edge that is suitable for virtually any flat roof up to a 5° slope – keeping your workforce safe. Kee Guard is the safety rail standard recognized for superior rooftop fall protection by companies all over the world.

PROJECT DETAILS

LAYOUT:

- 20x30x20 U-Shaped Railing
- 2 Freestanding ends
- 70 total linear footage

SYSTEM PRICE:

\$5,131.00

SYSTEM WEIGHT:

1,521 LBS



COMPLIANCE: OSHA 1910.29 & 1926.502



[Learn More about Kee Guard](#)

PROPOSAL SUMMARY

PRODUCT QUOTE SUMMARY

Project	List Price	Discount Price	Weight
Kee Guard on West Roof	\$6,000.00		2,300lbs
Kee Hatch on Lower Roof	\$1,431.00		918lbs
Total			X,XXXLbs

SERVICES QUOTE SUMMARY

Service	Price
Installation Charges	\$X,XXX.XX
Shipping (via LTL shipping, non guaranteed)	\$X,XXX.XX
Total	\$X,XXX.XX

Terms and Conditions

Kee Safety, Inc. must be advised if there are special handling and shipping requirements which will affect the cost accordingly. All orders are accepted under Kee Safety's Standard Terms and Conditions of Sale which are available upon request. Unless stated otherwise, this quote does not include sales tax of any kind. Purchaser is responsible for reporting and payment of taxes to applicable agencies. Kee Safety assemblies and weights are skidded, banded and plastic shrink-wrapped. Approximate weight per skid is 2000 lbs. Horizontal rails are shipped in bundles.

Delivery: Standard lead times on Kee Safety Solutions is 2-3 weeks. Customization, including powder coating, assembled stairs, or skylight screens may result in a longer lead time. Please contact your Kee Safety Rep for detailed lead times in these situations.

This quote is valid for 30 days from the issuance date of this quote.

GRAND TOTAL

\$X,XXX.XX

OPTIONAL SERVICES



POWDER COATING

Kee Safety, Inc. takes measures to protect powder coated material during transit and installation; however minor blemishes and / or scratches may occur and are to be expected. Unless noted otherwise assembled product, i.e. pipe and components, are powder coated pre-assembled, as such the area below the component and surrounding the set screw may be free of coating and will remain galvanized / anodized finish only. This affects purely the aesthetics of the system, not its structural integrity. Also note the powder coat finish may cause the set-screw to seize up during the tightening process. A powered drill is recommended for fast installation. *Refer to the Powder Coating Information page at the end of this document

\$XX.XX



COMPREHENSIVE SHOP DRAWINGS

Engineered Shop Drawings includes a basic plan view of the run of railing showing typical placement of counterbalance weights and any other pertinent information made specifically for your installation, includes electronic CAD drawing and 7 paper copies if required and requested. Drawings can be made to fit 8 1/2" x 11" sheets or format of your choice.

\$1,600.00



STAMPED ENGINEERED SHOP DRAWINGS

Stamped Engineered Shop Drawings include the above and is reviewed and stamped by an outside engineer for the state in which the system will be installed.

\$2,500.00



CERTIFIED INSTALLATION INSPECTION

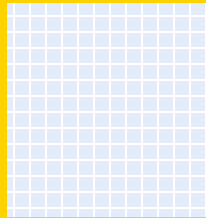
A Certified Installation includes a site visit immediately after the installation is complete. You will receive a report describing the installation highlighting additional work, if required, to correct the layout or any other aspect of the installation. If the installation is done correctly a certificate will be issued stating the installation is approved by Kee Safety, Inc.

\$2,800.00

*Not included in grand total

PROJECT PROPOSAL

PLEASE CONTACT US WITH QUESTIONS



ERIC LAPIN

720.703.5910

elapin@keesafety.com





ADDITIONAL RESOURCES

APPLICABLE OSHA CODES IN FALL PROTECTION

UNDERSTANDING OSHA

1

Access Points 1910.28(b)(3)(iv)

Each employee is protected from falling into a ladder way, floor hole, or ladder way platform hole by a guardrail system and toe boards erected on all exposed sides, except at the entrance to the hole, where a self-closing gate or an offset must be used*

*Chains are no longer permitted for use as a fall protection system on rooftop access points.

2

Rooftop Openings: 1910.28(b)(3)(i)

Each employee is protected from falling through any hole (including skylights) that is 4 feet (1.2 m) or more above a lower level by one or more of the following:

- Covers
- Guardrail Systems
- Travel Restraint Systems
- Personal Fall Arrest System

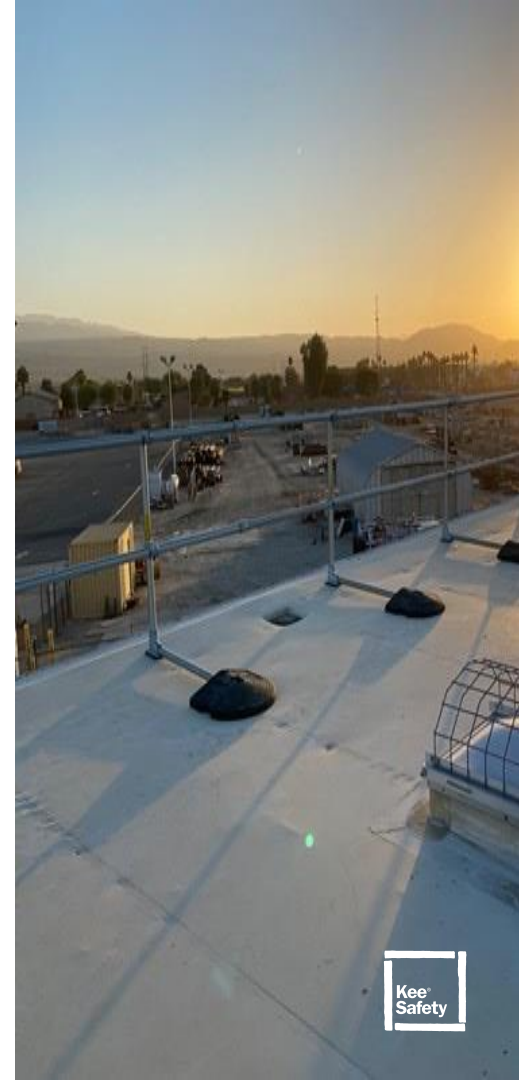
3

Unprotected Edges: 1910.28(b)(13)

When work is performed less than 6 feet (1.6 m) from the roof edge, the employer must ensure each employee is protected from falling by a guardrail system, safety net system, travel restraint system, or personal fall arrest system. When work is performed at least 6 feet (1.6 m) but less than 15 feet (4.6 m) from the roof edge, the employer must ensure each employee is protected from falling by using a guardrail system, safety net system, travel restraint system, or personal fall arrest system. The employer may use a designated area when performing work that is both infrequent and temporary.

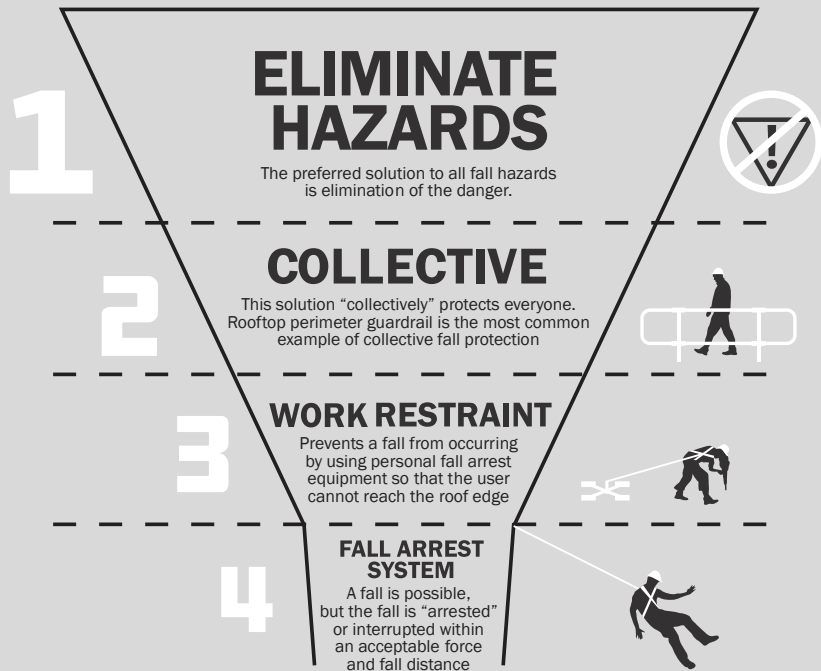
When work is performed 15 feet (4.6 m) or more from the roof edge, the employer must: protect each employee from falling by a guardrail system, safety net system, travel restraint system, or personal fall arrest system or a designated area.

The employer is not required to provide any fall protection, provided the work is both infrequent and temporary; and implement and enforce a work rule prohibiting employees from going within 15 feet (4.6 m) of the roof edge without using fall protection in accordance with paragraphs (b)(13)(i) and (ii) of this section.



Visit OSHA online [HERE](#)





THE HIERARCHY OF FALL PROTECTION

ENSURING SAFETY

Maximizing Rooftop Safety: A Four-Level Hierarchy of Fall Protection Solution

A truly comprehensive rooftop solution follows the Hierarchy of Fall Protection, the gold-standard of safety procedures. An expert starts by inspecting the roof site for potential fall hazards. From there, a complete system solution and recommendations that descend down the four levels of the hierarchy—from simple, sensible approaches for eliminating risks all the way down to lifesaving personal protection systems.

Collective Systems require no additional training to use. Work Restraint and Fall Arrest Systems both require a high level of user competency, training and additional inspection to be used effectively.

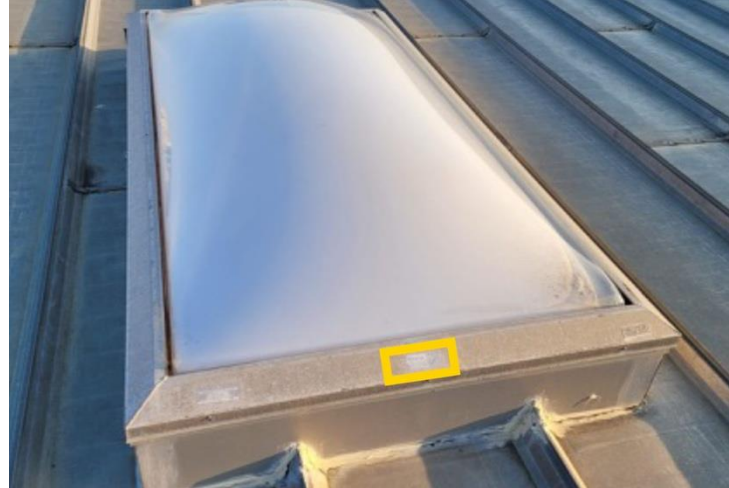
FREQUENTLY ASKED QUESTIONS

IS MY SKYLIGHT FALL RATED?

Answer: Probably not

From the moment skylights are manufactured, they may have been strong enough to withstand the impact of a fall. However, UV degradation breaks down the polymers in the dome and it becomes brittle over a relatively short amount of time.

Most Skylights have a “Danger Risk of Fall” sign on them – but it too is most likely sun-faded!





SEPARATING PEOPLE FROM HAZARDS

FREQUENTLY ASKED QUESTIONS

1910.28(b)(13) – Painted Lines?

Can I use a painted line as a “Designated Area?”

Simply put: No.

“NGS recommended that the final rule permit employers to use contrasting color marking on the floor or roof instead of erecting warning lines at 34 to 39 inches above the walking-working surface (Ex. 180). As discussed above, the final rule does not include NGS’ recommendation.

OSHA believes the warning line height specified in the final rule is necessary to adequately warn workers that they are approaching the boundary of a designated area. At a height of between 34 to 39 inches, warning lines will be more visible than if employers paint them on the surface of the roof. Moreover, at the height the final rule requires, warning lines will be visible even if equipment, tools, or objects are near the warning line.”



SEPARATING PEOPLE FROM HAZARDS

FREQUENTLY ASKED QUESTIONS

What does OSHA Mean by Temporary and Infrequent?

Temporary

The duration of the task the worker performs is brief or short.[...] OSHA agrees [...] that short duration tasks generally are those that take less than “1-2 hours” to complete

Examples: Changing a filter in a roof-top HVAC system, replacing a part on a satellite dish, caulking or resealing the flashing around a skylight, or sweeping a chimney.

Infrequent

The task or job is performed only on occasion, when needed (e.g., equipment breakdown), on an occasional basis, or at sporadic or irregular intervals.

Examples: Annual maintenance or servicing of equipment, monthly or quarterly replacement of batteries or HVAC filters, and responding to equipment outage or breakdown.

WE ASSESS RISK BASED ON 2 FACTORS

PRIORITIZING RISK

How We Assess Risk

Risk assessment focuses on two critical factors: **Severity of Injury** and **Likelihood of Occurrence**. This systematic approach prioritizes hazards and provides tailored solutions to address the most pressing safety concerns.

1 Severity of Injury: In fall protection assessment, the severity of a fall-related injury is always assumed to be life-threatening.

2 Likelihood: The greatest predictor for the likelihood of an accident occurring is to review the frequency of exposure to the hazard on the roof.

Risk = Severity X Likelihood:

We prioritize our Risk Assessment based on the critical danger and how frequently workers are exposed.

		LIKELIHOOD				
		1 NEAR IMPOSSIBLE	2 UNLIKELY	3 POSSIBLE CHANCE	4 LIKELY	5 ALMOST CERTAIN
POTENTIAL SEVERITY	1 INSIGNIFICANT	1	2	3	4	5
	2 MINOR INJURIES	2	4	6	8	10
	3 NOTABLE INJURIES	3	6	9	12	15
	4 MAJOR INJURIES	4	8	12	16	20
	5 DEBILITATING INJURY DEATH	5	10	15	20	25

Risk Assessment Matrix

A SYSTEMATIC PROCESS **FOR ROOFTOP SAFETY**

Our rooftop assessment process follows a structured approach to identify and prioritize hazards based on their severity and likelihood of occurrence. By addressing access points, rooftop openings, unprotected edges, and obstacles in a logical order, we ensure that the most critical risks are mitigated effectively, providing a comprehensive plan to protect workers and maintain compliance.

01

ACCESS POINTS

Hatches and stairways are assessed to ensure safe and compliant entry and exit. These areas pose significant risks due to their frequent use, making them a high priority on the risk assessment matrix.

02

ROOFTOP OPENINGS

Skylights represent severe fall hazards, often with life-threatening consequences. These openings are evaluated carefully due to their high potential severity, as highlighted in the risk assessment matrix.

03

UNPROTECTED EDGES

Roof edges and perimeters are major safety concerns due to the combination of frequent exposure and the risk of serious injury. Addressing these hazards ensures compliance and worker protection in high-risk zones.

04

ROOFTOP OBSTACLES

Obstacles such as pipes, HVAC units, and partitions can create additional fall or trip hazards. Evaluating these areas ensures all potential risks are mitigated, reducing the overall likelihood of accidents.

DELIVERY OPTIONS



LTL SHIPPING

- Loading dock and equipment required for unloading
- Delivery during business hours, 8-hour window unless guaranteed service requested
- Default and cost-effective option is LTL delivery from Kee Safety



DEDICATED TRUCK

- Loading dock and equipment required for unloading
- Guaranteed delivery window
- More economical compared to flatbed trailer



FLATBED TRUCK

- Unloaded in a flat space, including parking lot
- Unloaded using a crane to load straight to rooftop
- Includes guaranteed delivery time
- Able to accommodate oversized materials (21' bundles of pipe)



Shipping Details

Kee Safety, Inc. must be advised if there are special handling and shipping requirements which will affect the cost accordingly. Kee Safety assemblies and counterbalances are skidded, banded and plastic shrink-wrapped. Approximate weight per skid is 2000#. Horizontal rails are shipped in bundles that are 10.5 foot long.

Lead Times

Standard lead times on Kee Safety Solutions is 2-3 weeks. Customization, including powder coating, assembled stairs, or skylight screens may result in a longer lead time. Please contact your Kee Safety Rep for detailed lead times in these situations.



STAIR AND WORK PLATFORM ASSEMBLY OPTIONS



Unassembled

Description

Materials ship as parts. Cut pipe, fittings, and nylon steps are palletized and shrink wrapped. [Step-by-step installation instructions](#) are provided.

Lead Time



Assembly Price

Shipping Cost



Partially Assembled

Stair units are assembled as side panels & bridge units are assembled as bridge frames, and flatpacked on pallets. Nylon steps & connecting pipes are packed & palletized.



Assembled

Individual units (stairs and/or bridges) are assembled and palletized.*



* Additional info: Specialized shipping options, such as dedicated closed trucks or flatbed trailers, may be required for larger units. In rare circumstances some units must ship unassembled due to NMFC/DOT size regulations.

POWDER COATING INFORMATION

- All pipe & fittings for horizontal railings & guardrail uprights; the base flange *(and anything below it)* is not included. Toe board & mounting hardware is not included.

What standard colors & finishes are available?

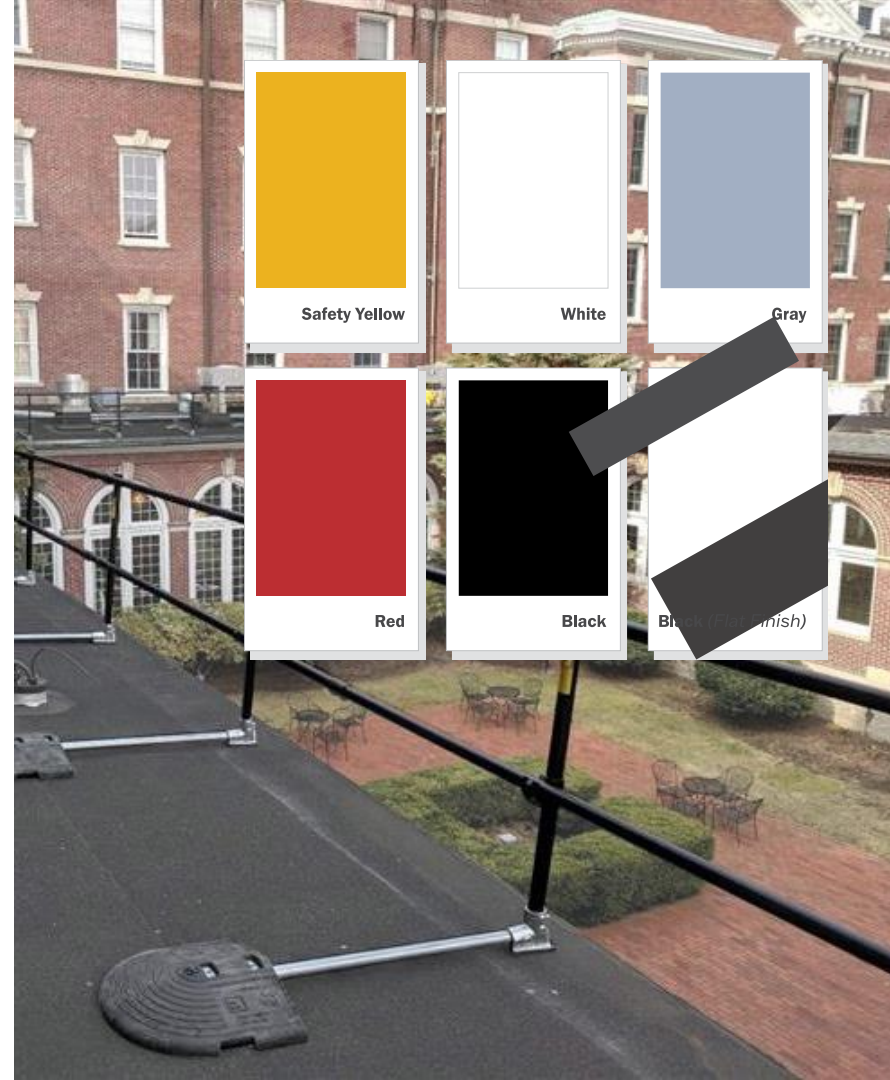
- All stocked colors are a glossy finish: safety yellow, white, gray, red, & black *(black is also available in a flat finish)*

Are custom colors available?

- Custom colors are available for an additional charge & may require an extended lead time.

How do I color-match to my existing building aesthetic?

- Sample color chips can be ordered *(ask your Sales Representative)* to verify the color will match on-site. It is strongly recommended to order a sample color chip, as lighting and display devices can alter the perceived color.





PREMIUM CORROSION-RESISTANT TUBING

GATORSHIELD® TUBING

Why We Choose Gatorshield®

Gatorshield® consistently outperforms basic galvanized tubing in accelerated corrosion tests, providing an added layer of confidence in safety-critical applications.

Key Benefits of Gatorshield®

- **Triple-Coated Protection:** Utilizes a proprietary triple-layer galvanization process for maximum corrosion resistance, both inside and out.
- **Extended Life Expectancy:** Salt spray testing demonstrates up to 5x longer life than conventional galvanized tubing, ensuring Kee Safety systems remain strong and reliable for decades.
- **Enhanced Surface Protection:** Organic topcoat provides additional resistance to rust, moisture, and mechanical wear, reducing maintenance requirements.
- **Uniform Coating Inside and Out:** In-line galvanization process applies full-length protection, including the interior surface, preventing hidden corrosion points.
- **Environmentally Responsible:** Reduced zinc runoff and minimal environmental impact compared to traditional galvanization.

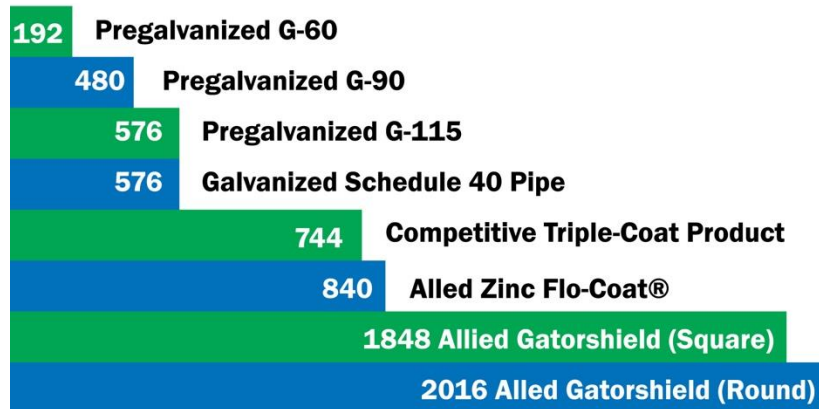
Performance Advantage Over Standard Tubing

Gatorshield® consistently outperforms basic galvanized tubing in accelerated corrosion tests, providing an added layer of confidence in safety-critical applications.

Unmatched Corrosion Resistance

Gatorshield® Outperforms in Salt Spray Testing

Independent salt spray testing conducted to ASTM B-117 standards proves Gatorshield® tubing delivers exceptional durability compared to other galvanized products. While standard options like G-60 and G-90 showed rust in under 500 hours, Gatorshield® withstood **over 2,000 hours** before any signs of red rust appeared. This level of performance not only exceeds industry norms but also underscores the long-term value and reliability of Kee Safety systems built with Gatorshield® tubing.



	Flo-Coat/Gatorshield	Hot-Dip (Schedule 40)	Pre-Galvanized
Strength	50 ksi	30 ksi	40 ksi
Coatings	3 layers	1 layer	1-2 layers
Wall Thickness	Excellent	Limited	Good
Custom Mill Lengths	Any Length	Limited	Any Length
Weld Friendliness	Excellent	Poor	Fair
Zinc Thickness Control	Good	Limited	Limited
Mechanical Suitability	Excellent	Poor	Good
I.D. Weld Seam Coating	Excellent	Good	Poor



Eco-Conscious Engineering:

Engineering a greener future!

Kee Guard roof railing shifted to recycled PVC weights around 2013. Prior to this change, the weights were made from solid steel. This shift from steel to recycled PVC has resulted in an enormous environmental impact. Over 10,000 tons of plastic has been diverted away from landfills and is now seeing a second life in our fall protection products.

TRUSTED BY EXPERTS WORLDWIDE

SAFETY WITHOUT COMPROMISE:

KEE SAFETY'S COMMITMENT TO SEPARATING PEOPLE FROM HAZARDS

Kee Safety has established itself as the foremost expert and global manufacturer of safety components and fall protection systems. Our unwavering commitment to **Separating People from Hazards** has been a driving force since our establishment in 1934. We take immense pride in engineering, manufacturing, and supplying trusted fall protection solutions, safety railing systems, and safe access equipment for working at height. As industry leaders, we strive to continuously improve our innovative safety solutions and exceed expectations in every aspect of our work.

