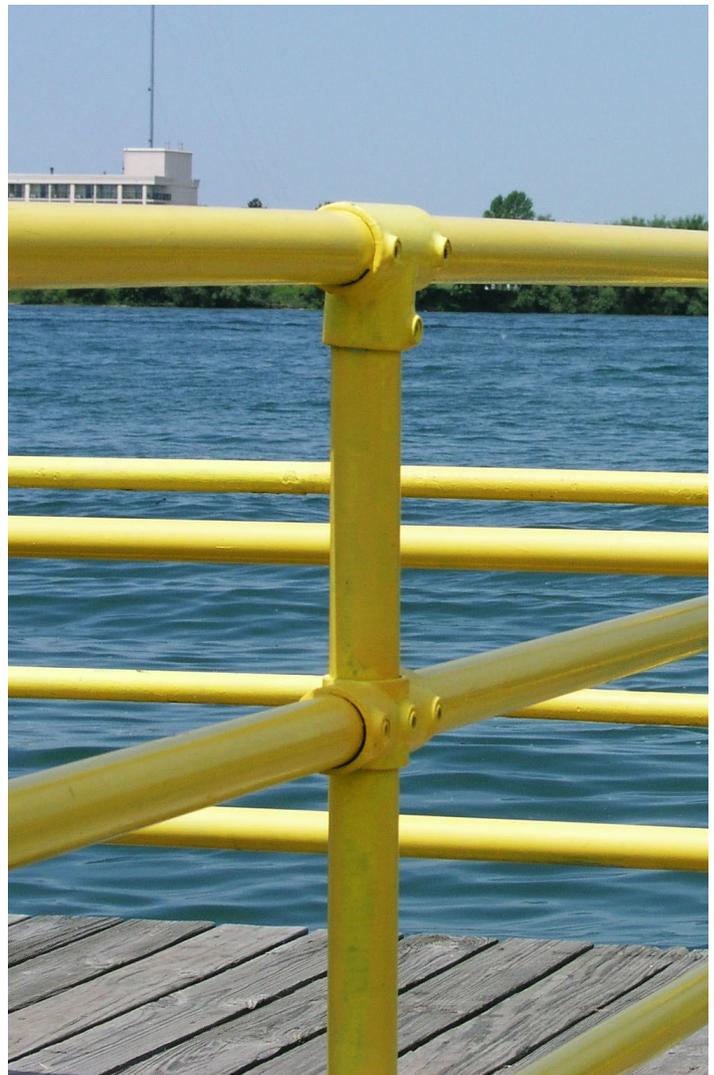




SEPARATING PEOPLE FROM HAZARDS

Does Your Safety Rail Meet Requirements?



Crucial Questions

Choosing the right handrail system requires the consideration of many factors. The focus tends to be on the product but too often we forget to scrutinize the companies building these products. Below are six questions which you should ask about a company before you grant them your business:

1. How long has this business been operating?

It is important that the company to whom you are entrusting your business has the experience to get the job done right the first time. Sometimes what seems to be the cheapest option turns out to be the most expensive and time consuming with hidden fees and poor craftsmanship.

2. Do they have a reputation to maintain?

What is their incentive? If this organization has built a reputation of customer service and high quality, they will be focused on maintaining that reputation.

3. Do they, meet/exceed safety standards?

Simply installing a system isn't always enough, chances are the system is required due to a regulation and that regulation has requirements that must be met. It is important that the company you are trusting is not only aware of safety standards but also that they routinely meet and exceed these standards.



4. Will their product require attention in 5 years? 10 years? 20 years? How easily can these issues be addressed?

Different systems require different levels of maintenance at different periods of time. Will the system you purchase outlast its use? Not likely. At some point you will probably require some professional assistance. When that time comes, will the company which installed the system be able to fix the problem? Will the original company still be around?

5. Will this company aid your efforts or become a liability?

If not properly constructed or installed, what was once a safety feature can quickly turn into a hazard in and of itself. Make sure that your hard earned money goes towards the installation of a solution, not a liability.

6. What will repairs/maintenance cost me?

What all does the system repair require? A simple fitting replacement or an entirely new fabricated system and how will the need be reflected.

By now you should recognize the importance of a reliable and reputable company. However, you still need to select the handrail to meet your safety needs.

Here's the Problem...

Railing must provide safety for years, not just the present. Let's face it, when a hand railing system is installed, there is a hope of longevity that goes along with it. Time will pass, and potential problems might arise:

- Railing is often exposed to highly corrosive environmental elements.
- Corrosive elements combined with the passage of time can cause structural breakdown
- Once the integrity of the railing is compromised, the railing itself becomes a hazard.



There are two primary options

Fittings

- No need for specialized site permits or skilled workers
- Easy to plan/design/install
- Reduced labor costs
- Galvanized components
- KeeLite aluminum fittings offer a light weight alternative
- Easy maintenance and simplified repair
- Lasts 7 times longer

Fabrication

- Extensive preparation/planning
- Sections must be fabricated off site before installation
- Assembly is difficult and takes place on-site
- Potential danger to those involved in the process
- Welding/cutting holes compromises the anti-corrosion coating
- Damaged sections must be removed

What Does This Mean?

You want the best possible product from the most reliable company set on providing you the best value both now and long term. Kee Safety has been providing genuine safety solutions since 1934. With a reputation for quality and a focus of separating people from hazards, Kee Safety is a global leader within the safety industry. For more information on how Kee Safety can help meet your safety needs visit our website at www.keesafety.com or call us directly by our toll free line **(800) 851 5181**

Niagara Falls

Niagara Falls is visited by an estimated 12 million tourists every year. These tourists travel to witness the beautifully destructive power of one of nature's strongest forces. With over 3,000 tons of water per second traveling over the falls, corrosion is a serious concern to area officials.

To combat this natural adversary, they use Kee Klamp for their guard rail installations. Every September, this railing along the path is removed due to winter ice build up. Often as much as 20ft of

accumulation.

The whole tear down process takes around 4 hours of time using unspecialized labor. Likewise, in the spring it takes about 4 hours to set the system back up and reopen to the public.

After 17 years of use along the pathway, one of the Kee Klamp fittings finally broke. The piece was removed and a worker drove to the local Buffalo Kee Safety office, picked up a replacement part and within an hour, the handrail was back up and running.

For over 50 years, this handrailing system has stood as a testament to the strength and durability of Kee Safety solutions and a commitment to separating people from hazards.



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