

**KATT**

Issue 01 | March 2021

# SAFETY ACES

A FIXFAST USA Quarterly Newsletter



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# MESSAGE FROM THE COMPANY

TEAM FIXFAST USA IS PUSHING IT UP.

Hello and welcome to the first issue of our brand new KATT Safety Aces quarterly newsletter.

One of our goals is to provide informational, educational and company specific updates to our customers on a regular basis. We are excited to introduce you to new team members, share innovative product updates, communicate news relating to the industry, feature unique projects and provide you an insight into what's ahead for FIXFAST USA.

We kicked off this year with Lt. Col. Waldo Waldman as our keynote speaker. Waldo is a combat decorated fighter pilot, New York Times bestselling author and executive coach. He helped kick off our company theme for the year which is 'push it up and never fly solo.' 2020 was a tough year for everybody, but with a huge thanks to our team, we still had our best year yet. With this in mind, we need to work closer together as 'wingmen' and 'push it up' in 2021. We can feel the momentum building up to really make this the safest year yet.

We look forward to being your safety wingman and continuing to climb safely with you this year and the years beyond.



LT. COL. WALDO WALDMAN



# NEW TEAM MEMBERS

THE NEW FACES THAT ARE HELPING SAVE LIVES.

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## CONNOR G.

Connor Genatempo joins the team with the responsibility of Internal Sales Representative. He contributes to our company promise of getting our quotes to our customers in a timely and accurate manner. Connor is new to the fall protection industry but is eager to learn and help provide safety solutions to workers at height so that they can return home safely to their families.

*What do you like most about working at FIXFAST USA?*  
The camaraderie between the team.

*What is your favorite hobby?*  
Playing in a Wednesday night soccer league.

*What is a random fun fact you would like to share?*  
In the last 50 years, only one QB has started 50+ games and not thrown a pick-six. That man is Mitch Trubisky.



## JERRY L.

Jerry Looney has joined the team as a welder. He has previously welded in high school and grew up welding in his dad's shop welding things such as horseshoes into wine racks. Jerry moved out here from Wyoming to go to welding school. A lot of our new, innovative products such as the Hinged Security Door are manufactured efficiently thanks to Jerry's welding.

*What do you like most about working at FIXFAST USA?*  
The amount of teamwork.

*What is your favorite hobby?*  
Hunting.

*What is a random fun fact you would like to share?*  
Buffalo Bill Cody shot a total of 4282 buffalo in his lifetime.





## MYRON D.

Myron Diener joins the team as an Operation and Production Assistant. He works to ensure that our promises to you are fulfilled. This means receiving your orders on time, in mint condition, and without hassle. Myron has previously worked with FIXFAST USA on a seasonal basis, but we are now excited to have him on full-time.

*What do you like most about working at FIXFAST USA?*

The atmosphere, people, and overall experience.

*What is your favorite hobby?*

Looking for arrowheads.

*What is a random fun fact you would like to share?*

I have the same birthday as George Washington.



## THOMAS S.

Thomas Svendsen is our new Warehouse Associate. Thomas joins us from Denmark and has been in shipping for 34 years, primarily in Manufacturing. His ping pong skills are as crisp and clean as his ability to efficiently organize the warehouse so that our orders are fulfilled on time and in full.

*What do you like most about working at FIXFAST USA?*

The colleagues. Organization in the warehouse. Seeing the growth and progression.

*What is your favorite hobby?*

European Football and ping pong.

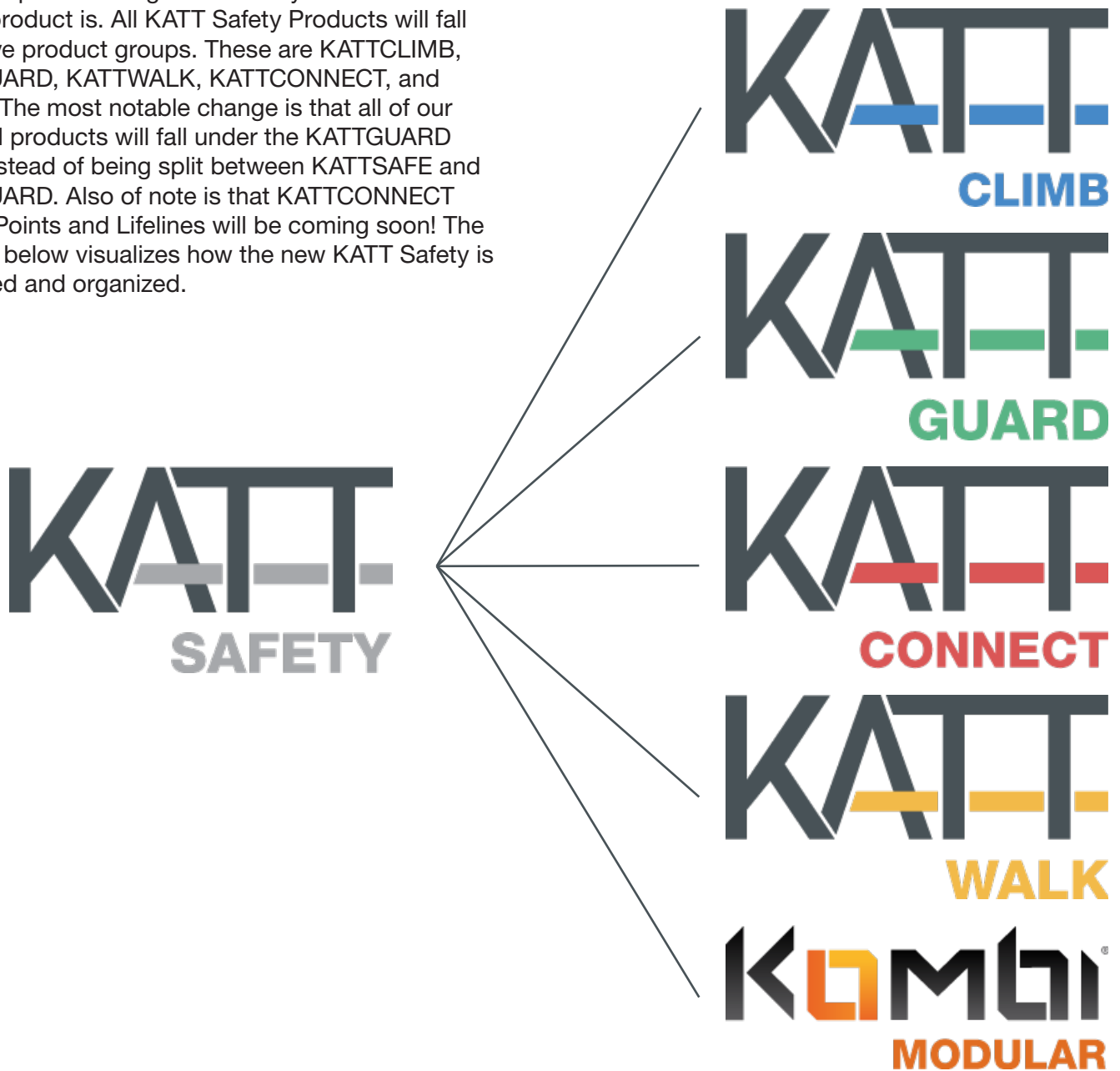
*What is a random fun fact you would like to share?*

Has never lost a game of ping pong at FIXFAST USA.

# THE NEW KATT ON THE BLOCK

AN OVERVIEW ON HOW KATT SAFETY PRODUCTS ARE PRESENTED.

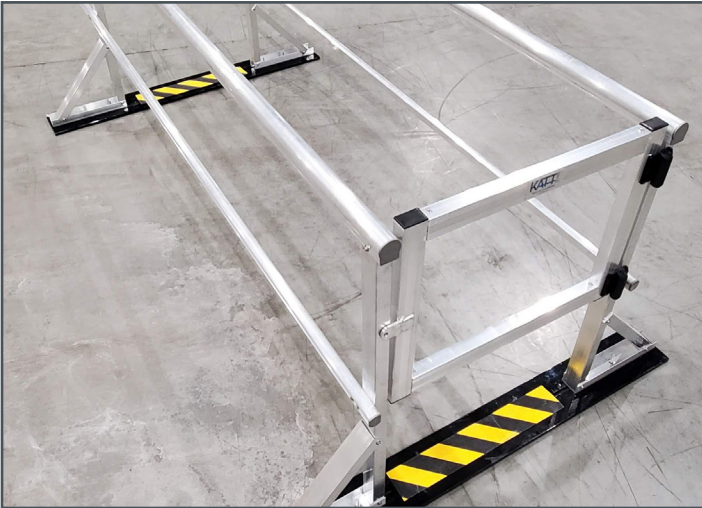
This year we will begin introducing updates into our KATT Safety brand of products. Our goal with these changes is to organize our products more accurately across all product ranges and easily communicate what a product is. All KATT Safety Products will fall under five product groups. These are KATTCLIMB, KATTGUARD, KATTWALK, KATTCONNECT, and KOMBI. The most notable change is that all of our guardrail products will fall under the KATTGUARD range instead of being split between KATTSAFE and KATTGUARD. Also of note is that KATTCONNECT Anchor Points and Lifelines will be coming soon! The diagram below visualizes how the new KATT Safety is presented and organized.





# NEW PRODUCTS AND INNOVATION

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## KATTGUARD LADDER PROTECTOR

The aluminum KATTGUARD Ladder Protector is an OSHA-compliant and cost-effective controlled access and passive fall protection solution for a permanent rooftop access ladder. Featuring an innovative non-penetrating design, the KATTGUARD Ladder Protector ensures the user is an OSHA compliant distance from the leading edge. Our GWLCK Ladder Connection Kit Brackets ensure a quick and easy installation to all FIXFAST USA ladders or any existing vertical fixed ladder.



## KATTCLIMB HINGED SECURITY DOOR

The KATTCLIMB LD427 Hinged Ladder Security Door can be mounted at the base of a KATTCLIMB Vertical Fixed Ladder to prevent unauthorized access to the roof or elevated area. Unauthorized persons accessing the roof or elevated area can result in serious consequences and increased liability. This aluminum security door features a stay-open design when in use and can be easily locked in place when not in use.

# PRODUCT SPOTLIGHT

EASY TO INSTALL, SAFE TO USE ROOF CROSSOVERS.

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## KOMBI STAIR BRIDGES

The KOMBI Aluminum Stair Bridge allows for safe access over pipes, expansions joints and equipment or up to elevated areas. The KOMBI KS100 series stair bridge is available as standard in widths of 2ft, 3ft, and 4ft. Various platform lengths are available as well as mounting options. Custom widths and sizes are also available.

## FEATURES

- Sturdy, heavy duty aluminum construction - Low maintenance
- Can be mounted on metal, membrane and built-up roof systems
- OSHA compliant when installed correctly and away from fall hazards
- Modular system facilitates infinite configurations and customization in the field







# INDUSTRY NEWS

INDUSTRY GROWTH FORECAST AND NEW DATA ON FATAL FALLS.

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There is a shining opportunity for fall protection in 2021 thanks to the growth of solar energy. The US Energy Information Administration (EIA) projects the electric power sector will add 15.4 gigawatts of solar generating capacity just this year. The EIA also projects that solar energy will account for 39% of all new US electricity generation capacity. This results in solar surpassing wind for the first time.

On top of the growth in solar energy, we are entering a new presidential administration that is expected to have a huge impact on how OSHA operates. Under the previous administration Scott Mungo was under consideration to lead OSHA in 2017, but later withdrew and OSHA remained without a head for the remainder of the term. This resulted in little to no growth in OSHA's operation. Under the new administration the

general outlook is that another "academic" leader is expected to become the head of OSHA and have an impact very similar to that of Dr. David Michaels tenure in 2009 to 2017. ISHN states that we could see a hike in OSHA fines to adjust for inflation and a return to a "regulation by shaming" policy.





New data was recently released from the BLS Census of Fatal Occupational Injuries. Total fall fatalities in the last four years were as follows:

- 2019 – 880 fatal falls
- 2018 – 791 fatal falls
- 2017 – 887 fatal falls
- 2016 – 849 fatal falls

It is interesting to note that this amounts to a 4-yr average of 851.75 fatal falls, which is the highest 4-yr average that we have witnessed in the last two decades. With the innovation of safe access and fall protection products one might ask why does the 4-yr average of fatal falls continue to rise? With the growth of new industries such a solar energy, more and more fall hazards will become present that may not have been considered before.





# CASE STUDY

A LOOK AT HOW OUR PRODUCT PROVIDES MAXIMUM SAFETY AND MINIMUM FUSS.

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**Installer:**  
Damschroder Roofing Inc.

**Location:**  
Ohio

**Products:**  
KATTCLIMB RL30 Series Fixed Ladders  
KATTCLIMB Ladder Security Door  
KATTWALK Aluminum Walkway with Guardrail

**The Problem:** Damschroder Roofing came to us with a great opportunity to provide a safe access and fall protection solution. Their client was accessing the rooftop to change air filters. They would climb up an extension ladder next to the outside of the building and throw the box of air filters up onto the sloped metal roof. They would then go back inside the building and climb through a roof hatch to access the roof. Once on the roof they crawl through a very small opening under the flat roof wall and step onto the sloped metal roof. On the sloped metal roof, they would walk down to collect the air filter box, walk back up, and throw it over the wall onto the flat roof. Climb back under the opening onto the flat roof and they then would install the air filter.

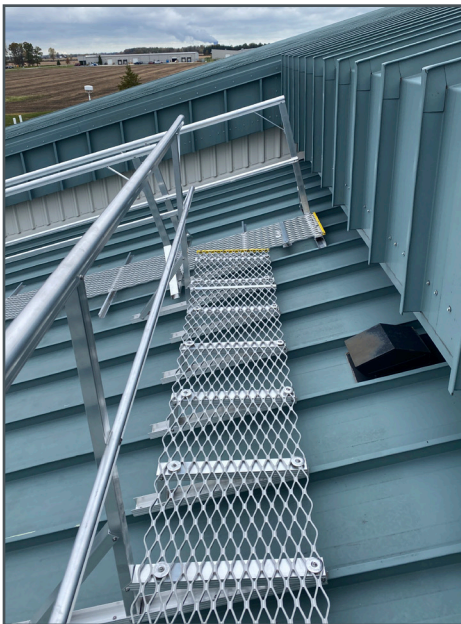
**The Solution:** Install a KATTCLIMB fixed ladder on the outside of the building where they would originally throw up the air filter box. This fixed ladder is secured from unauthorized access with a KATTCLIMB Ladder Security door. The ladder ties into a KATTWALK aluminum walkway system with guardrail. The walkway system guides the user to the wall of the flat roof where they climb another KATTCLIMB fixed ladder up and over that wall and onto the flat roof where they will complete the maintenance task.



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**Message from the End User:**

"I wanted to reach out to let you know how happy we are with the KATTWALK system that was installed at our facility. You guys at Damschroder Roofing nailed it again. For years we have had many issues doing our PM's on our rooftop units. The biggest struggle was getting filters up to that section of the roof. This created many safety issues. Since the install, the maintenance staff have used the KATTWALK multiple times. They have made many comments on how much easier and safer it is to get up there to work. Damschroder Roofing has always done high quality work for the area and I just want you to know how much we appreciate it."

**Message from the Installer:**

"Damschroder Roofing strives on safety on any roof not only for ourselves but also for the customers safety. If a customer is not compliant, or we see areas of the roof that need safety added, existing ladders or lack of OSHA compliancy etc., we offer solutions through FIXFAST USA. Damschroder Roofing Inc. likes the ease of the installation, its lightweight, does not rust, and just the overall quality. We are thankful for FIXFAST USA and the solutions that Damschroder Roofing can utilize through your product offerings."



# LOOK AHEAD

PLAN. PROVIDE. TRAIN. THE OSHA SAFETY STAND-DOWN IS AROUND THE CORNER.



The 2021, 2nd quarter issue of KATT Safety Aces will be released in June. There is a lot happening between now and then! Starting off in April we have a lot coming out of the FIXFAST USA pipeline. Our 2021 KATT Safety Catalog will be printed and sent out to our customers who have requested it as well released digitally.

[REQUEST YOUR KATT SAFETY CATALOG HERE!](#)



May is a jam-packed month of activity for the safety industry and for us here locally in Indiana. OSHA's annual Safety Stand-Down runs from May 3-7. The purpose of the Safety Stand-Down week is to prevent hazards in the workplace. OSHA encourages something as quick and simple as a toolbox talk to be held during this week. The team here at FIXFAST USA will be developing an event to share with our customers during this week. At the end of May, as Hoosiers, we have a cultural celebration with the Indianapolis 500. This year we will be giving a lucky customer an opportunity to experience this event with a competition to win tickets to this year's Indianapolis 500 race. More details soon to follow.

On top of these scheduled events, we of course have ongoing product developments and innovations. In quarter 2 you can expect our KATTCONNECT Anchor Points and Lifelines product range to be launched. We are very excited to share with you what we have been developing behind the scenes. We have an itching feeling that this will be as exciting for you as it is for us. Overall, there are plenty of exciting things to look forward to in Quarter 2 of 2021.

## PLAN. PROVIDE. TRAIN.

# CUSTOMER SURVEY

WIN A \$50 AMAZON GIFT CARD.

To wrap up this first issue of KATT Safety Aces we would appreciate it if you took the following survey. You can scan the QR code or click this link if you are reading digitally. If you complete the survey you will be entered for a chance to win a \$50 Amazon Gift Card.

[TAKE THE SURVEY HERE!](#)



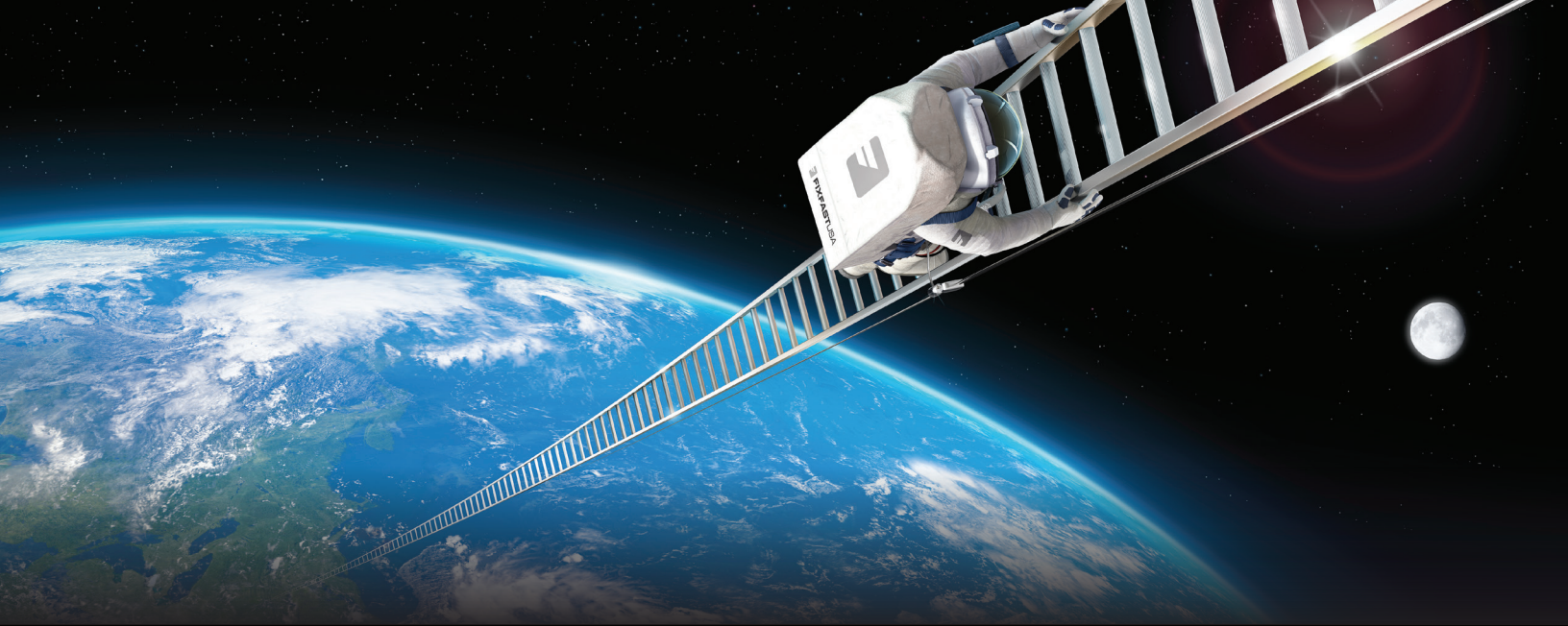
What is one thing that FIXFAST USA could do today that would make providing fall protection or safe access solutions easier for you? \*

Enter your email for the \$50 Amazon Gift Card drawing. \*

☐ Subscribe me to your newsletter

**Submit Responses**





# KATTCLIMB INTO SPACE

Building 62 miles of KATTCLIMB Fixed Ladders to  
break through the Karman Line and get into space.  
Learn more at [fixfastusa.com/about-us/bhag](https://fixfastusa.com/about-us/bhag).