



August 29, 2022

Regina Bazile
Sr. Buyer
4400 University Drive
Fairfax, VA 22030

RE: Request for Proposal GMU -1833-23 Fall Protection Assessment and Equipment
ITAC Job 22426818

Ms. Bazile:

A division of Industrial TurnAround Corporation, ITAC FP, located in Chester, VA, is a turnkey fall protection integrator providing design/build construction services including site assessments, engineering, installation, testing, inspection, and training. Our certified staff of engineering, safety and construction professionals is committed to helping clients minimize the risks of fall related hazards to protect their most valuable assets—their employees.

The ITAC FP team is highly qualified and is comprised of occupational safety professionals, professional engineers, and construction personnel. We are professionals who know fall protection - offering a combined 100+ years of service in the fall protection industry. We are uniquely qualified and are strongly committed to protecting workers from the hazards encountered during work at elevation.

See Attachment 1 for additional company info.

Sincerely,

R. Bruce Simms

R. Bruce Simms, P.E., Principal
Vice President of Specialty Services

Fall Protection

13141 N. Enon Church Road | Chester, VA 23836
804.414.1100 | itac.us.com



Attachment 1

Services

At ITAC FP, clients depend on our flexibility and expertise to provide invaluable fall protection solutions for company projects large and small.

Site Assessment

ITAC FP meticulously identifies, prioritizes, and compiles site-specific fall hazards into a hazard summary report providing management with an objective way to prioritize and mitigate hazards.

Engineering

Our engineers analyze existing structures and design new supporting elements as needed to develop a solution based on the "Hierarchy of Controls".

Installation

ITAC FP's highly trained, industry specific installation crews travel the nation to install, inspect and certify fall protection systems and related components.

Testing and Inspection

ITAC FP offers independent third-party testing for engineered equipment as well as on-site testing as appropriate for installed systems.

Training

ITAC FP provides "Authorized" Worker, OSHA Competent Person and OSHA Qualified Person Training courses to thoroughly educate workers on the latest industry standards and practices.

Equipment

The diverse line of safety and fall protection devices offered by ITAC Fall Protection exceeds all applicable legislative requirements and provides benchmarks for comfort, safety, and quality. ITAC Fall Protection is a full line distributor and certified installer for numerous major equipment manufacturers. Internal fabrication capabilities also allow for custom, client specific equipment.

Horizontal Lifelines Vertical Lifelines Ladders, Platforms & Gangways
Anchorage Points Harnesses & Lanyards Guardrails Rigid Rails



Experience

With over 50 years of combined fall protection expertise, ITAC is a leading provider of safety solutions for a diverse client base, including several Fortune 100 companies. Whether your business is government or private, industrial or commercial, ITAC FP can assist in the engineering, procurement and installation of lifesaving fall protection systems.

Our Work

ITAC FP has engineers registered in 42 states. We have performed work all over the United States as well as some parts of Canada. You can contact us at 804-414-1274 or by email: eric.clarke@itac.us.com. Please be sure to visit our website, <https://itac.us.com/capabilities/fall-protection/> to find out more information on projects that we have completed as well as our training schedule. We look forward to working with you on your next fall protection project.



Narrative Summarization

Industrial TurnAround Corporation (ITAC) is an engineer led Design/Build General Contractor specializing in industrial and municipal services. ITAC FP (Fall Protection) is a niche business unit within ITAC and is led by R. Bruce Simms, P.E., a structural engineer with extensive experience in the design and analysis of personal fall arrest systems.

Eighty percent (80%) of ITAC FPS's revenue stream is derived from projects similar to the one identified in this solicitation, total turnkey or "Design/Build" fall protection work – starting with the assessment.

Once the assessment is complete, ITAC FP offers the ability to self-perform all fall protection engineering, structural fabrication, personal protective equipment procurement, installation activities, and training associated with this project.

ITAC FP has significant previous project experience with a very diverse group of clients and is intimately familiar with the safety programs and processes required for the proper, expedient, safe execution of projects.

The ITAC FP team is highly qualified and is comprised of occupational safety professionals, professional engineers, and construction personnel. We are professionals who know fall protection - offering a combined 100+ years of service in the fall protection industry. We are uniquely qualified and are strongly committed to protecting workers from the hazards encountered during work at elevation.



Typical Project Execution/Block Flow Diagram

The Block Flow Diagram describes a typical ITAC FP Design/Build Process. This type of work comprises approximately 80% of our business.

Steps 1-3 would illustrate the typical “assessment phase” package that commences with a site visit and ends with the turnover of an electronically sortable database of hazards, listed with several potential solution options.

Project Execution/Sequence:

Steps 1 through 3 (Relating to Assessments):

During the initial site visit, photographs are taken, applicable work methods are identified, drawing research is accomplished, and necessary field measurements & “as built” condition verification are performed to gain full appreciation of the hazard(s) associated with work at elevation.

Interviews with the various trades/workers concerned are conducted and pertinent data is collected regarding:

- The population or number of workers exposed to work at elevation for a given work task.
- The duration or time per exposure.
- Number of existing environmental factors, i.e., poor lighting, slippery surfaces, noise, etc.
- Existing control methods utilized (temporary guardrails, fall arrest, no or inadequate controls)
- Height of the hazard above the walking/working surface

The aforementioned factors are weighted and compiled into a relative risk assessment rating formula that will prioritize hazards in order of greatest level of risk.

Conceptual solutions are proposed – one for each measure in a prescribed hierarchy of controls:

- Elimination – Do you really need to go up there?
Possible Solutions: Move the valve, reroute the ducting, etc.
- Prevention: Prevent the exposure to the fall hazard.
Possible Solutions: Guardrails, platforms, etc.
- Fall Arrest: Plan for the event and minimize the consequences. Possible Solutions: Stationary anchorage points, horizontal/vertical lifelines.

A suitable rescue method for each control is provided.

Rough order of magnitude cost estimates are given for capital appropriation.

A hazard summary report containing all the aforementioned items is compiled and furnished to the client for review, comment, and appropriate control measure selected.



Steps 4 through 11 (Relating to the Engineering, Material Procurement and Construction Phase):

Once the preferred control method solution is selected, final engineering is performed. Drawings are developed that outline personal fall arrest system specifications and components.

Tie-ins to existing structures are analyzed and designed to transfer dynamic loadings encountered during a fall arrest event. Ancillary structures/structural systems are designed, fabricated and delivered as necessary to ensure that the hazard is mitigated, and work methods are not compromised. All engineering drawings are sealed by a licensed professional engineer and or certified safety professional as required. A final field walk down is performed to verify constructability and interference issues.

Personal protective equipment is procured. An installation team is mobilized. The project incidentals are installed. All work is performed under the supervision of a Qualified Person as mandated by OSHA.

Testing as required by the client is performed. All results are fully documented. Fully tested systems and components as required by ANSI Z359.1 standard are utilized at all times.

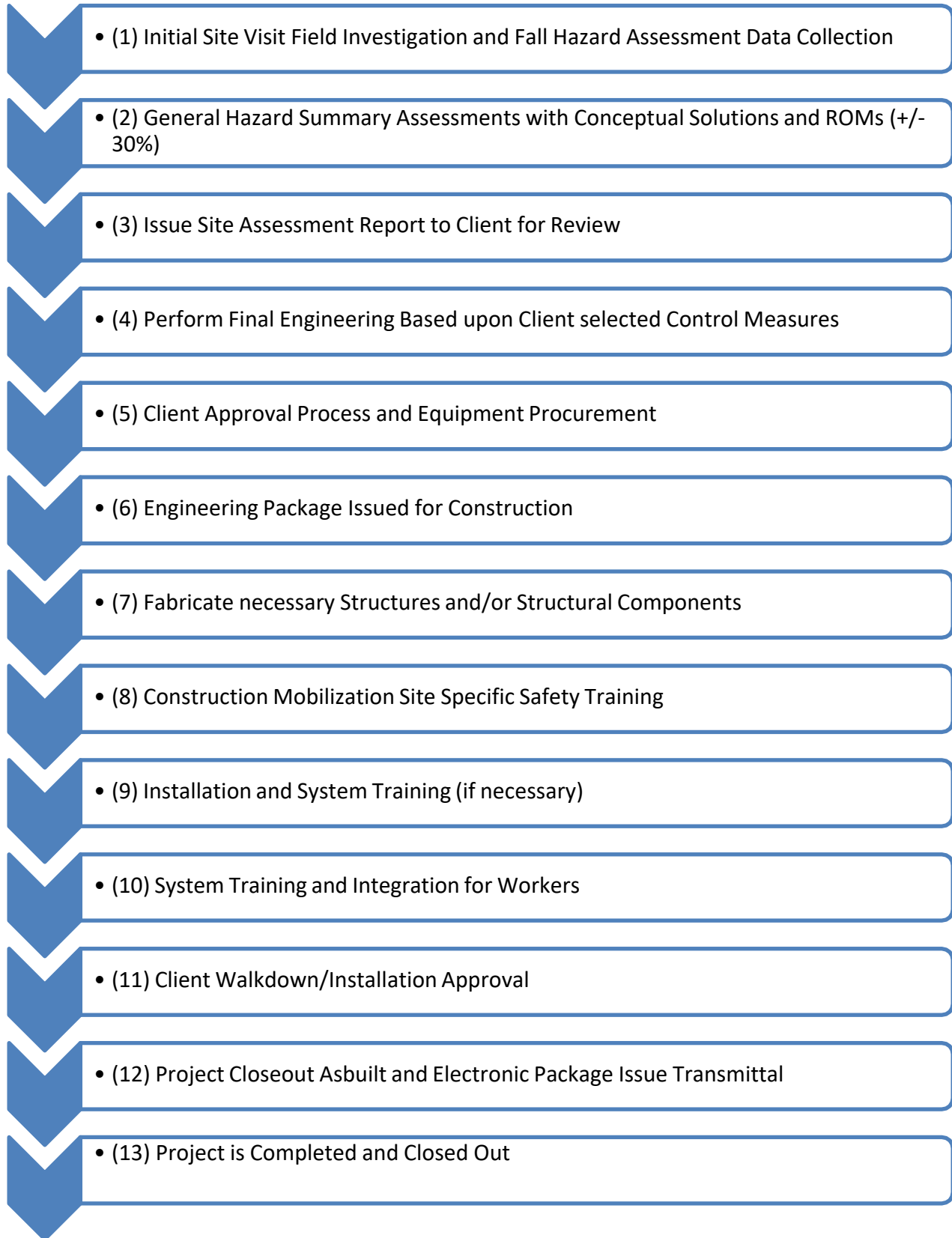
Training is accomplished in order to promote end user awareness with regard to the usage, inspection, maintenance, operation and storage of the equipment/systems and components.

A client walk down upon project installation is completed.

As-built drawings are issued, and the project is electronically transmitted for clients' permanent record.

See next page for Project Execution/Block Flow Description Diagram.

Typical Project Execution/Block Flow Description Diagram





Key Project Personnel

The following are key ITAC FP project personnel that would be involved in the execution of this project for Huntington Theatre:

- **R. Bruce Simms, P.E. – Vice President, Specialty Services**
- **Adam Wolovick, P.E. – FP Manager of Engineering & Projects**
- **Carl McBride – Fall Protection Project Manager**

**CV's located in the "Attachments 1" pdf file.



List of Similar Projects Performed by ITAC FP
(Includes contact information)

1. University of Maryland, Baltimore County (UMBC)

Baltimore, MD

Engineering, material supply and installation lifelines and elevated anchors points. Additionally, ITAC FP relocated some existing lifelines. Authorized Worker training was included in this scope as well.

Contact Information:

Caroline Mulcahy, Operations Manager
Performing Arts and Humanities Building
University of Maryland Baltimore County
1000 Hilltop Circle
Baltimore, MD 21250
P: 410-455-2960

2. Virginia Tech (VT) CFTA Theatre

Blacksburg, VA

Engineering, material supply and assisting with the installation of (21) horizontal lifelines, (120) individual anchors, (66) customer fabricated supports, connecting fasteners and permanently mounted SRLs.

Contact Information:

Steven Siegmund, Sales and Design
Texas Scenic Company
P: 210-684-0091

3. Ft. Lee

Prince George, VA

Engineering, material supply and installation of fall protection on nine buildings at Ft. Lee. Fall protection provided includes: horizontal lifelines, roof anchors, counterweighted guardrail, walkpads, counterweighted anchor points, wings for access ladders and pivot posts. Competent Person training and supply of PPE (personal protective equipment) was also supplied.

Contact Information:

D. Carol Harris
1761 Church Street
Norfolk, VA 23504
P: 757.351.0622
F: 757.447.9016
C: 804.721.7613

*References continued next page



4. Newport News Shipbuilding

Newport News, VA

Engineering, material supply and installation of (15) ladder fall protection systems and (15) swivel anchors for six ladders at Newport News Shipbuilding in FPB ¾ and FCB.

Contact Information:

James Barnard, Assistant Project Manager

SCHWOB COMPANIES

2349 Glenda Lane

Dallas, TX 75229

P: 972-243-7674

F: 972-243-7710

C: 757-620-3203

Mark J. DelSordo, P.E.

Newport News Shipbuilding

4101 Washington Ave.

Newport News, VA 23607

P: 757-380-4496

C: 757-708-0589