EVERY STEP MATTERS

FROM STEP STOOLS TO EXTENSION LADDERS, MAKE SURE YOU’RE PUTTING THE RIGHT FOOT FORWARD.

Every year, over 300 people die in ladder-related accidents and thousands suffer disabling injuries. Mark your calendar for March 2018 to join the American Ladder Institute (ALI) in celebrating National Ladder Safety Month, designed to raise awareness of ladder safety and to decrease the number of ladder-related injuries and fatalities.

What is National Ladder Safety Month?
National Ladder Safety Month is the only movement dedicated exclusively to the promotion of ladder safety, at home and at work. During March 2018, National Ladder Safety Month will bring heightened awareness to the importance of the safe use of ladders through resources like training, national dialogue and more.

The goals of National Ladder Safety Month are to:
• Increase the number of ladder safety training certificates issued by ALI
• Increase the frequency that ladder safety training modules are viewed on www.laddersafetytraining.org
• Lower the rankings of ladder-related safety citations on OSHA’s yearly “Top 10 Citations List”
• Decrease number of ladder-related injuries and fatalities
• Increase the number of ladder inspector trainings
• Increase the number of companies and individuals that inspect and properly dispose of old, damaged or obsolete ladders

The “why”: Every life saved is precious.
ALI believes ladder accidents are preventable, but without better safety planning, training and continuous innovation in product design, we will continue to see far too many fatalities. By choosing to become a sponsor of National Ladder Safety Month, you are helping ALI and its members share this message with the world.

The Numbers Speak for Themselves

<table>
<thead>
<tr>
<th>Statement</th>
<th>Number</th>
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<tbody>
<tr>
<td>ladder injuries every day</td>
<td>364</td>
</tr>
<tr>
<td>deaths caused by falls each year</td>
<td>2,000</td>
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In March 2017, National Ladder Safety Month was recognized by thousands of individuals, and with your support, our message can be heard by many more.

**INDUSTRY-WIDE SUPPORT**

75% of U.S. ladder manufacturers supported National Ladder Safety Month in 2017.

**WEBSITE**

- 10,640 VISITS
- 24,151 PAGEVIEWS

Increase in traffic on the Ladder Safety Training website during Q1 2017 when compared to Q1 2016:

- 77%

Increase in traffic on ALI's website during Q1 of 2017 when compared to Q1 of 2016:

- 154%

**VIDEO**

- 655,198 TOTAL VIDEO IMPRESSIONS

**PRESS AND MEDIA**

- 604 organizations picked up National Ladder Safety Month press releases, including ANSI, OSHA, the Department of Labor, Yahoo, Buildings.com, the National Safety Council.

- 6,966 total views and hits

More than 54 articles and blogs were published in relation to NATIONAL LADDER SAFETY MONTH.

**SOCIAL MEDIA**

- 325,017 impressions on social media

**EMAIL**

- 20% average click rate
TOP CAP SPONSOR

Limited to four sponsors
$25,000

- Dedicated Email Blast to ALI’s Database* of 12,500+ people
- Brand Recognition in Direct Mail Piece to 4,000 people
- Dedicated Press Release in March 2018
  (Includes insertion of quote from company representative)
- Recognition on National Ladder Safety Month Social Media Channels
  (Includes social media takeover for one week in March and three social media posts
  with tagged recognition January through February)
- Brand Recognition With Company Link on ALI Website
  (Includes top tier logo placement)
- Brand Recognition With Company Link on National Ladder Safety Month Website
  (Includes top tier logo placement)
- Company Video* Hosted on ALI and National Ladder Safety Month Websites
- Brand Recognition in Video
- Brand Recognition on Infographic
- Brand Recognition on Poster
- Recognition in January, February and March Issues of ALI’s Monthly E-newsletter
  That Has a Distribution of 12,500+ people
  (Includes insertion of sponsored 300-word article*)

*Pending ALI approval of copy

OPPORTUNITIES FOR RECOGNITION

Please note that the packages above are flexible and offer the potential to be customized. If you are interested in becoming a sponsor of National Ladder Safety Month, contact Ben Barclay at (312) 321-6806 or BBarclay@americanladderinstitute.org.
**OPPORTUNITIES FOR RECOGNITION (CONT.)**

**MIDDLE RUNG SPONSOR**

$10,000

- Dedicated Press Release in March 2018 (Includes general recognition)
- Recognition on National Ladder Safety Month Social Media Channels (Includes tagged recognition in three social media posts)
- Brand Recognition With Company Link on ALI Website (Includes second-tier logo placement)
- Brand Recognition With Company Link on National Ladder Safety Month Website (Includes second-tier logo placement)
- Recognition in January, February and March issues of ALI’s Monthly E-newsletter That Has a Distribution of 12,500+ people (Includes insertion of banner ad)

**FIRST RUNG SPONSOR**

$5,000

- Recognition on National Ladder Safety Month Social Media Channels (Includes tagged recognition in two social media posts)
- Brand Recognition With Company Link on ALI Website (Includes company listing)
- Brand Recognition With Company Link on National Ladder Safety Month Website (Includes company listing)

*A LA CARTE

$1,000 Per Opportunity, Limited Availability

- Banner Advertisement on ALI Website for Either:
  - One week in March
  - Three weeks in January or February
- Banner Advertisement on National Ladder Safety Month Website for Either:
  - One week in March
  - Three weeks in January or February

Please note that the packages above are flexible and offer the potential to be customized. If you are interested in becoming a sponsor of National Ladder Safety Month, contact Ben Barclay at (312) 321-6806 or BBarclay@americanladderinstitute.org.

*Pending ALI approval of copy*
The mission of the American Ladder Institute (ALI) is to promote the safe use of our products as well as advance the common business interests of our members through a commitment to:

- Development and dissemination of appropriate standards
- Education of the public as to the proper selection, care and safe use of ladders
- Representation of the interests of its members

ALI is a not-for-profit association dedicated to promoting safe ladder use. ALI is composed of members from the United States and Canada who are ladder manufacturers and manufacturers of ladder components.

ALI is the American National Standards Institute (ANSI) approved developer of ladder safety standards. Standards are technical specifications, developed and tested by subject experts, which prescribe rules governing the safety construction, design, testing, care and use of various types of ladders.

ALI was founded in 1947 and has evolved to fit the needs of the membership as the industry has changed. Construction materials and processes have developed according to changes in usage, duty ratings and industry need.

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FIND US ONLINE

www.americanladderinstitute.org

ALI’s free Ladder Safety Training:

www.laddersafetytraining.org

National Ladder Safety Month:

www.laddersafetymonth.com

IMPACT OF LADDER SAFETY TRAINING IN U.S. ORGANIZATIONS

95% USE SOME FORM OF LADDER SAFETY TRAINING

76% FEEL THAT LADDER ACCIDENTS THAT OCCURRED IN THEIR WORKPLACE COULD HAVE BEEN AVOIDED WITH LADDER SAFETY TRAINING

9 OUT OF 10 ORGANIZATIONS CONSIDER LADDER SAFETY TRAINING TO BE SOMEWHAT TO EXTREMELY IMPORTANT