



Liberty Mutual Group

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Stan Handman, President
Trusty Step International
271 Western Avenue
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Dear Stan,

It was enjoyable meeting with you recently and I wanted to send you this letter. As we discussed, slips & falls are the largest source of injuries to the public and the second largest cause of worker injuries in the United States. Slips & falls inside stores, supermarkets, hotels and workplaces are a very large problem.

Various studies have shown that two-thirds of all falls can be traced to floor surface slip resistance problems. Your company has been on our list of well recognized suppliers for over the past ten years. Liberty Mutual provides this list to our customers so that they can use proven slip resistance treatments. A number of our clients have used your products and they have dramatically reduced or eliminated slip and fall injuries.

We appreciate your interest in safety and the prevention of slips & falls. Besides reducing serious injuries and their related costs, productivity and efficiency are improved when floor surfaces are kept in proper condition. If you have any questions, feel free to let me know.

Sincerely,

John W. Russell - P.E., CSP, CPE, CPEA, ARM, PCMH
Technical Director of Manufacturing Technology & Ergonomics