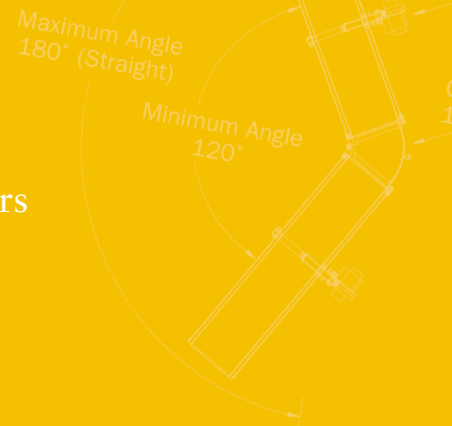


■ National Account Programs

Infrastructure and experience to support customers with multiple locations

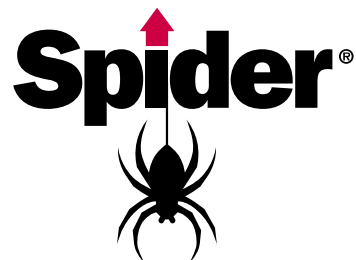


National Presence. Local Service.

Spider is the largest and most comprehensive provider of powered access and related safety solutions in the industry.

Our national footprint includes 25 service centers in major metropolitan areas throughout North America. For customers with global needs, Spider also has locations in Europe and Asia.

By leveraging our national presence, Spider offers multi-location customers a full range of consistent products and services with unmatched quality. Our account representative will meet with you to discuss your needs and objectives for all your locations, and create a customized solution that fits those needs perfectly.



A Division of SafeWorks, LLC

We can provide our national account customers with the most complete range of solutions including:

Features	Benefits
<ul style="list-style-type: none"> A single source for multi-site organization 	<ul style="list-style-type: none"> Simplified supply chain reduces costs.
<ul style="list-style-type: none"> A national program combined with local service and support 25 service centers located throughout North America 	<ul style="list-style-type: none"> Coordinated and consistent service to all locations Billing and reports at local and consolidated levels. Transaction cost reduction opportunities.
<ul style="list-style-type: none"> Standardization of products and services 	<ul style="list-style-type: none"> Simplified pricing, training, and communications. Reduced risk associated with product variability from multiple suppliers.
<ul style="list-style-type: none"> Online, real time inventory management system for all assets nationwide 	<ul style="list-style-type: none"> Reduced inventory and shorter lead times. Improved response to large, unplanned projects.
<ul style="list-style-type: none"> Spider Product Specialists and Registered Professional Engineers 	<ul style="list-style-type: none"> Fast response from local support backed by industry experts.
<ul style="list-style-type: none"> In-house risk management specialists backed by AAA rated insurance carriers 	<ul style="list-style-type: none"> Improved project execution by risk and safety planning. Lower insurance costs from using a qualified supplier.
<ul style="list-style-type: none"> 24/7 nationwide response 	<ul style="list-style-type: none"> Immediate support for after hours requirements. Partner in disaster/emergency recovery programs.
<ul style="list-style-type: none"> Spider SmartQuote System 	<ul style="list-style-type: none"> Receive rapid response quotes using a consistent quoting format.

The Spider National Accounts Program ensures continuity of operation and services to our National Accounts.

An extensive global network ensures that if you are a multi-location business we can offer consistency, uniformity and increased value. We can ensure that every job is completed to the same specification and same high standards whether a solution is needed in Boston, Los Angeles or Saudi Arabia.

Spider facilities

- | | | | |
|-----------|-------------|---------------|-----------------------|
| Atlanta | Houston | Orlando | Washington/ Baltimore |
| Boston | Kansas City | Pensacola | Hong Kong, China |
| Charlotte | Las Vegas | Philadelphia | Kontich, Belgium |
| Chicago | Los Angeles | Portland | |
| Cleveland | Miami | St Louis | |
| Dallas | Minneapolis | San Francisco | |
| Denver | New Orleans | Seattle | |
| Detroit | New York | Vancouver, BC | |



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