

## Why We Copyright....

- 1) It costs a significant amount of time and money to develop products and/or training materials. We recover those through our course and product fees. If ATSSA did not copyright the materials, anyone could use them and as a result, ATSSA could not recover our development costs.
- 2) Any positive net revenue generated from ATSSA training materials and products is reinvested back into the roadway safety industry rather than becoming someone's personal profit. Some recent examples include: the Low COST Roadway Safety Solutions book, the Safe Routes to School booklets, a recent brochure titled, Federal Regulations Impact Signs on Private Property, and another brochure on Retroreflectivity. All of these we distributed free of charge.
- 3) ATSSA wants to ensure the high-quality, uniform materials that are developed are not used in an inappropriate way. The major purpose of ATSSA training materials and products is to help workers do their jobs more safely and efficiently, so that the number of injuries and fatalities can be reduced.
- 4) There have been private sector competitors that obtained ATSSA materials and used them without permission or inappropriately, thereby eliminating any development costs for themselves. Ironically, these competitors sell "their" training and products at lower rates than ATSSA is able to, because they do not have the development and upkeep costs that ATSSA obligates for each course.
- 5) If we don't enforce our copyright, we could lose it. We need to protect that copyright and hold it for the benefit of the industry as a whole.