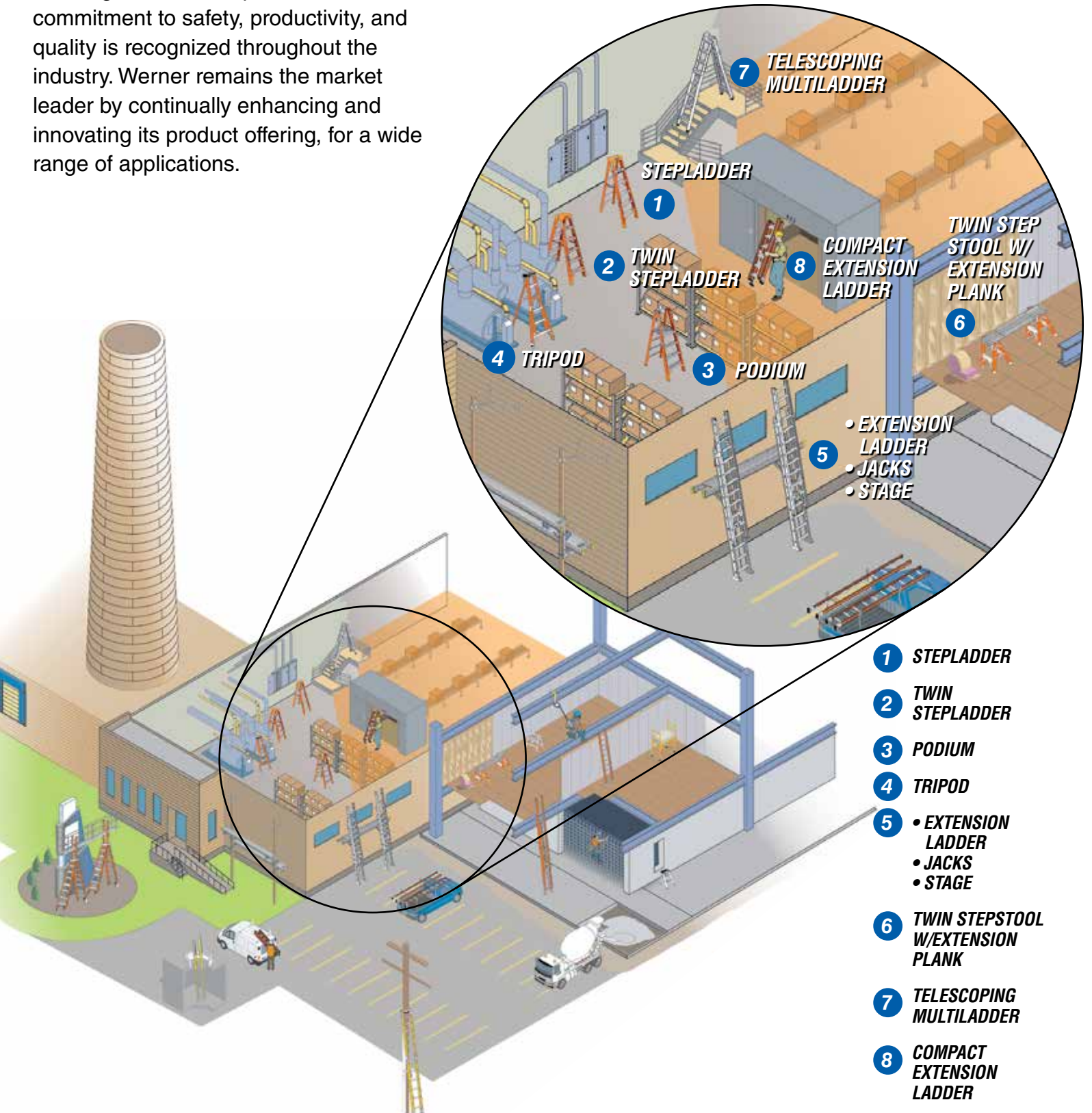




SOLUTION SELLING GUIDE

There's a Ladder Solution for Every Job.

Werner is recognized for a broad product line that provides the best climbing solutions for pro users. Our commitment to safety, productivity, and quality is recognized throughout the industry. Werner remains the market leader by continually enhancing and innovating its product offering, for a wide range of applications.



- 1 STEPLADDER
- 2 TWIN STEPLADDER
- 3 PODIUM
- 4 TRIPOD
- 5 • EXTENSION LADDER
• JACKS
• STAGE
- 6 TWIN STEPSTOOL W/EXTENSION PLANK
- 7 TELESCOPING MULTILADDER
- 8 COMPACT EXTENSION LADDER



#1 IN LADDERS™

Selecting the Right Ladder.

LADDER STYLES



1 SINGLE-SIDED STEPLADDER

- Industry standard stepladder has now been upgraded
- Includes LOCKTOP™ and EDGE360™



2 TWIN STEPLADDER

- Ideal for two-person jobs
- 300lbs capacity per side
- Includes LOCKTOP™ and EDGE360™



3 PODIUM & PLATFORM LADDERS

- Large platform for long standing comfort
- Includes EDGE360™



4 TRIPOD STEPLADDER

- Ideal for tight spaces
- Use between wall studs or hard to reach places
- Stable on uneven ground

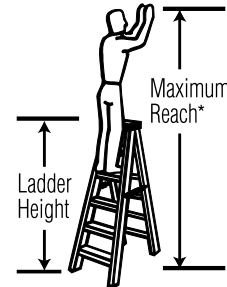


5 EXTENSION LADDERS

- Extends to varying lengths in one foot increments
- Access roof tops and higher elevations on construction sites
- Includes ALFLO® Rung Joints and SHU-LOK® features

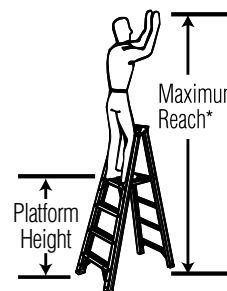
LADDER HEIGHT

STEPLADDERS



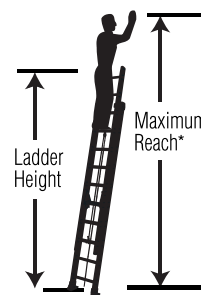
Ladder Height	Maximum Reach
3'	7'
4'	8'
5'	9'
6'	10'
7'	11'
8'	12'
10'	14'
12'	16'

PODIUM & PLATFORM LADDERS



Platform Height	Maximum Reach
2'	8'
4'	10'
6'	12'
8'	14'
10'	16'

EXTENSION LADDERS



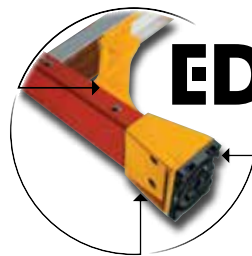
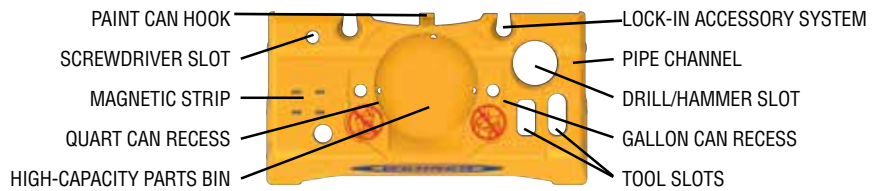
Ladder Height	Maximum Reach
16'	15'
20'	19'
24'	23'
28'	27'
32'	31'

Productivity, Durability & Quality



Maximize your productivity and increase your work space.

LOCKTOP™ LADDER TOP HOLDS AN ARSENAL OF TOOLS



EDGE 360™

PROTECTION FROM EVERY ANGLE



INTEGRATED RAIL SHIELD

Protects rail during vehicle off-loading and maneuvering on the jobsite



EDGE BRACING

Supports rail and step



OVER-SIZED FEET & FOOT PADS

Stability while you work



#1 IN LADDERS™

6200SERIES STEPLADDER

Type IA, 300 lb. Duty Rating

Available in 3', 4', 5', 6', 7', 8', 10' and 12' sizes

Load capacity combined weight of user and materials

Ideal ladder for multiple application needs



ELECTRICAL



MECHANICAL



RESIDENTIAL

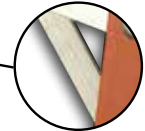


Customize your ladder top with multiple accessories



Back-up plates reinforce all top connectors

4 rivets attach top to each front rail



All steps and two rear horizontals* are knee-braced



Full set of rear horizontals spaced one per foot

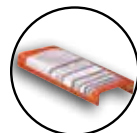


Double riveted, slip-resistant Traction-Tred® steps



Heavy duty internal spreaders connected with solid rivets

Model 6206



Seven layer fiberglass construction



Wider stance for stability



6200SERIES STEPLADDER

Model No.	Grainger No.	Size	Approx. Width	Approx. Spread	Approx. Shipping Wt. Lbs.
6203	41D245	3'	18-1/8"	23-1/8"	13.0
6204	3W421	4'	19-7/8"	29"	16.0
6205	3AZX1	5'	21-5/8"	35-1/8"	19.0
6206	3W141	6'	23-3/8"	41-1/4"	22.0
6207	3AZX2	7'	25-1/8"	47-1/2"	26.0
6208	3W142	8'	26-7/8"	53-5/8"	30.0
6210	3W183	10'	30-3/8"	65-7/8"	39.0
6212	3W422	12'	33-7/8"	78-1/4"	48.0



#1 IN LADDERS™

T6200 SERIES TWIN STEPLADDER Type IA, 300 lb. Duty Rating **per side**

Available in 3', 4', 5', 6', 8', 10' and 12' sizes

Load capacity per side combined weight of user and materials



FRAMING

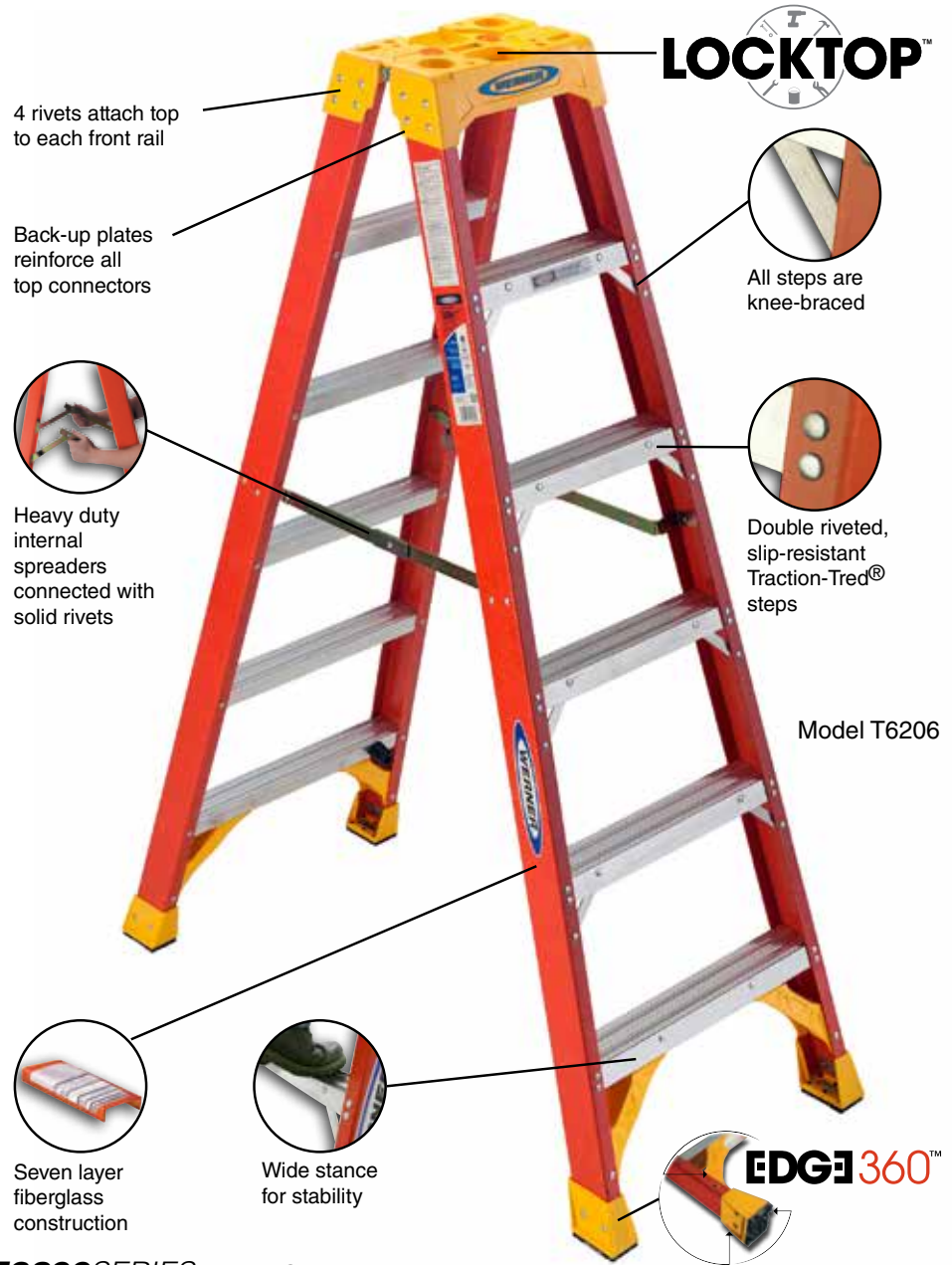


HVAC



INDUSTRIAL

Twin Stepladders allow for 2 people working together and are convenient when working in concentrated spaces. Duty rating applies to each side.



T6200 SERIES TWIN STEPLADDER

Model No.	Grainger No.	Size	Approx. Width	Approx. Spread	Approx. Shipping Wt. Lbs.
T6203	41D246	3'	18-1/8"	29"	16.0
T6204	6YG79	4'	19-7/8"	36-1/8"	19.0
T6205	3AZX6	5'	21-5/8"	43-1/8"	23.0
T6206	6YG80	6'	23-3/8"	50-1/8"	27.0
T6208	6YG81	8'	26-7/8"	64-1/8"	37.0
T6210	3AZX7	10'	30-3/8"	78-1/8"	54.5
T6212	3AZX8	12'	33-7/8"	92-1/8"	68.5



#1 IN LADDERS™

PD6200SERIES PODIUM LADDER Type IA, 300 lb. Duty Rating

PD7300SERIES PODIUM LADDER Type IAA, 375 lb. Duty Rating

Load capacity combined weight of user and materials

The Podium Ladder is ideal for working at fixed heights, reaching all directions, and provides secure feel with wrap-around waist high guard rail.



GENERAL



ELECTRICAL



FINISHING



Waist-High Guard Rail



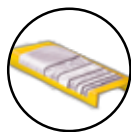
Customize your Ladder Top with Multiple Accessories



Full Set of Rear Horizontals



Podium Step with Toe Guard



Seven-Layer Fiberglass Construction



Full Aluminum Bracing

Model PD7304



EDGE 360™

Model PD6204

PD6200SERIES PODIUM LADDER

Model No.	Grainger No.	Height (Size) to Platform	Rail Length	Approx. Width	Approx. Spread	Approx. Shipping Wt. Lbs.
PD6203	20KJ26	3'	6'	25.5"	36"	22.4
PD6204	20KJ27	4'	7'	27"	43"	27.7
PD6206	20KJ28	6'	9'	30.5"	55"	33.6
PD6208	20KJ29	8'	11'	34"	67"	45.9
PD6210	20KJ30	10'	13'	37.5"	80"	57.0

PD7300SERIES PODIUM LADDER

Model No.	Grainger No.	Height (Size) to Platform	Rail Length	Approx. Width	Approx. Spread	Approx. Shipping Wt. Lbs.
PD7303	36FX50	3'	6'	26"	36"	23
PD7304	36FX51	4'	7'	27"	43"	28
PD7306	36FX52	6'	9'	31"	55"	34
PD7308	36FX53	8'	11'	34"	67"	46

FTPSERIES TRIPOD STEPLADDER

Type IA, 300 lb. Duty Rating

Available in 4', 6', 8', 10' and 12' sizes

Load capacity combined weight of user and materials

The Tripod Stepladder provides ease of access to your work environment, with back rail maneuverability to fit through studs, into tight areas, around corners and uneven surfaces



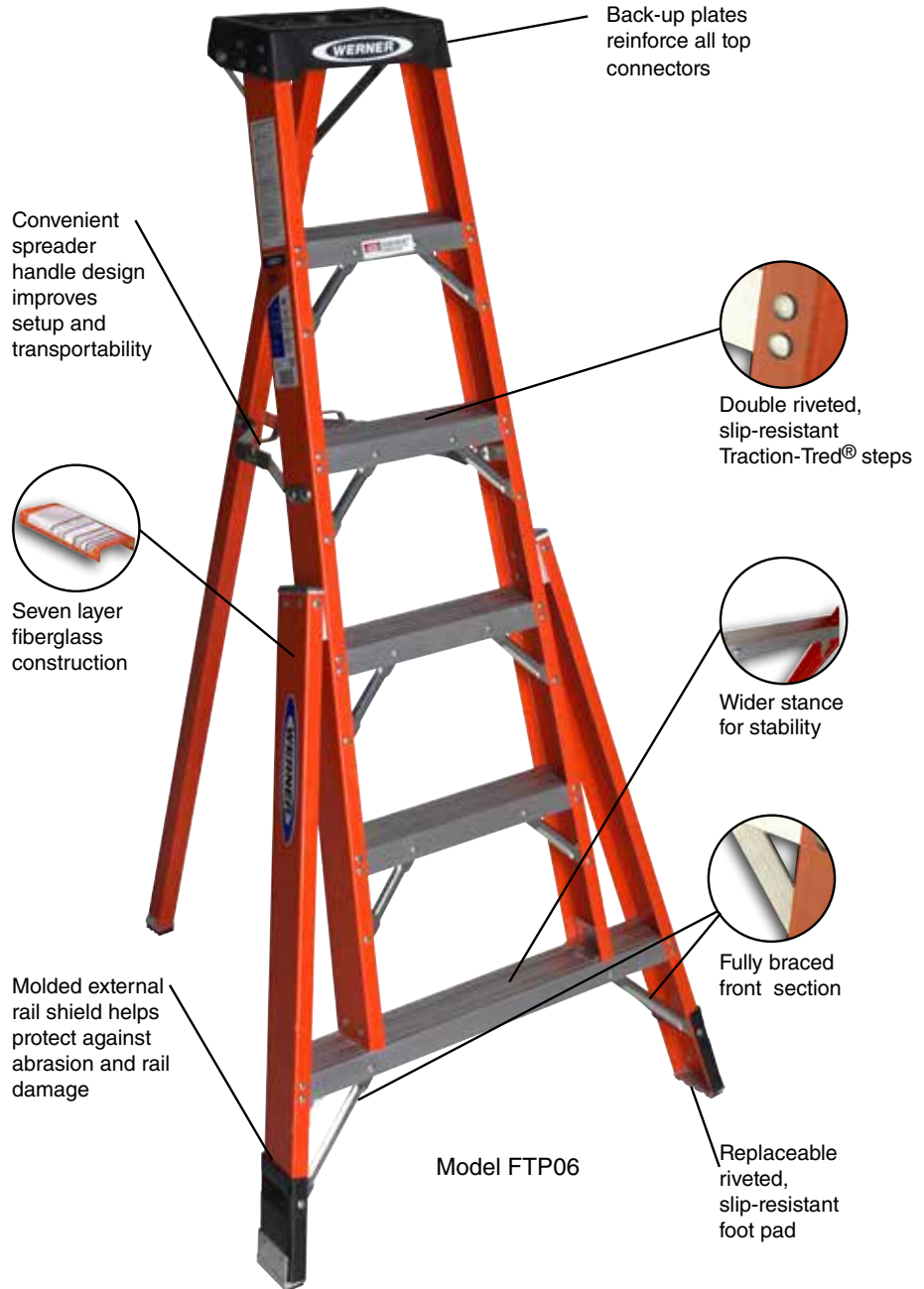
RESIDENTIAL



INDUSTRIAL



PLUMBING



FTPSERIES TRIPOD STEPLADDER

Model No.	Grainger No.	Size	Approx. Width	Approx. Spread	Approx. Shipping Wt. Lbs.
FTP6204	4ZY19	4'	31"	30-1/2"	17.0
FTP6206	4EB99	6'	36"	43-3/4"	23.0
FTP6208	4ZY20	8'	40"	57"	31.0
FTP6210	41D249	10'	51"	71"	42.0
FTP6212	41D250	12'	54"	77-3/4"	51.0



#1 IN LADDERS™

OBEL00SERIES ELECTRICIAN'S JOBSTATION

Type IAA, 375 lb. Duty Rating

Available in 4', 6', 8', 10' and 12' sizes

Load capacity combined weight of user and materials



- Customized HolsterTop™ secures tools from falling
- Convenient conduit cutting system (not available on the 4 foot model)
- Built-In wire spool holders for both large and small spools
- Rugged professional grade bracing



OBEL00SERIES ELECTRICIAN'S JOBSTATION

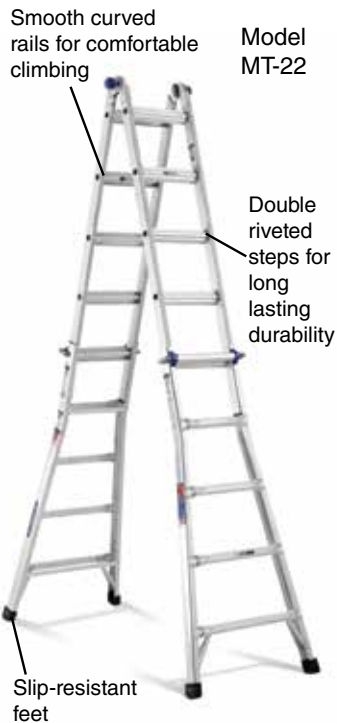
Model No.	Grainger No.	Size	Approx. Width	Approx. Spread	Approx. Shipping Wt. Lbs.
OBEL04	1FCF1	4'	19-7/8"	29"	16.0
OBEL06	1FCF2	6'	23-3/8"	41-1/4"	24.0
OBEL08	1FCF3	8'	26-7/8"	53-5/8"	32.0
OBEL10	1FCF4	10'	30-3/8"	65-7/8"	41.0
OBEL12	1FCF5	12'	33-7/8"	78-1/4"	51.5

MTSERIES TELESCOPING MULTILADDER

Type IA, 300 lb. Duty Rating
per side

Available in 3'-5', 4'-7', 5'-9' and 6'-11' stepladder sizes

Load capacity per side combined weight of user and materials



POSITION #1
Twin Stepladder



POSITION #2
Stairway Stepladder



POSITION #3
Extension Ladder



POSITION #4
Self-Supporting
2-Scaffold

MTSERIES TELESCOPING MULTILADDER

Model No.	Grainger No.	Stepladder Height	Extension Height	Stair Height	Scaffold Length	Approx. Shipping Wt. Lbs.
MT-13	2NKW6	3' to 5'	7' to 11'	3' to 5'	1' to 2'	31.5
MT-17	2NKW7	4' to 7'	9' to 15'	4' to 7'	1' to 3'	39.5
MT-22	2NKW8	5' to 9'	11' to 19'	5' to 9'	1' to 4'	47.0
MT-26	2NKW9	6' to 11'	13' to 23'	6' to 11'	1' to 5'	62.6



#1 IN LADDERS™

D6200-2SERIES EXTENSION LADDER

Available in 16', 20', 24', 28', 32' and 40' sizes

Type IA, 300 lb. Duty Rating

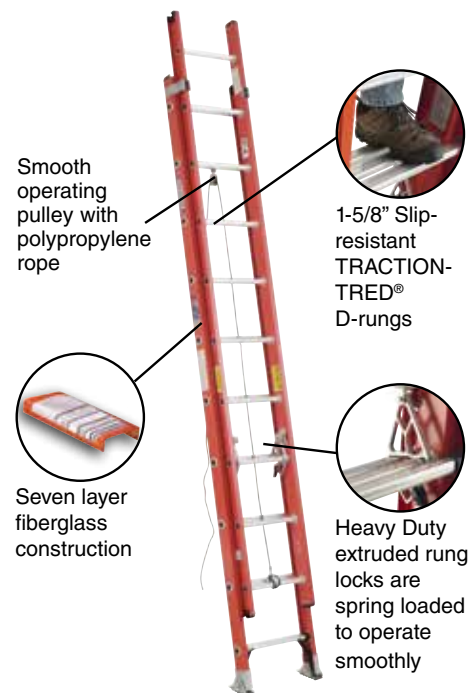
Load capacity combined weight of user and materials



2ND LEVEL ACCESS



OPTIONAL LEVELER PRODUCT FOR UNEVEN SURFACES. MODEL: D7100-2LV



D6200-2SERIES EXTENSION LADDER

Model No.	Grainger No.	Total Length of Sections	Max. Working Length	Approx. Shipping Wt. Lbs.
D6216-2	3W620	16'	13'	36.5
D6220-2	3W184	20'	17'	44.5
D6224-2	3W139	24'	21'	52.0
D6228-2	3W140	28'	25'	59.5
D6232-2	3W185	32'	29'	71.5
D6240-2	4XP10	40'	35'	88.5

D6200-3SERIES COMPACT EXTENSION LADDER

Available in 16', 20', 24', 28', and 32' sizes

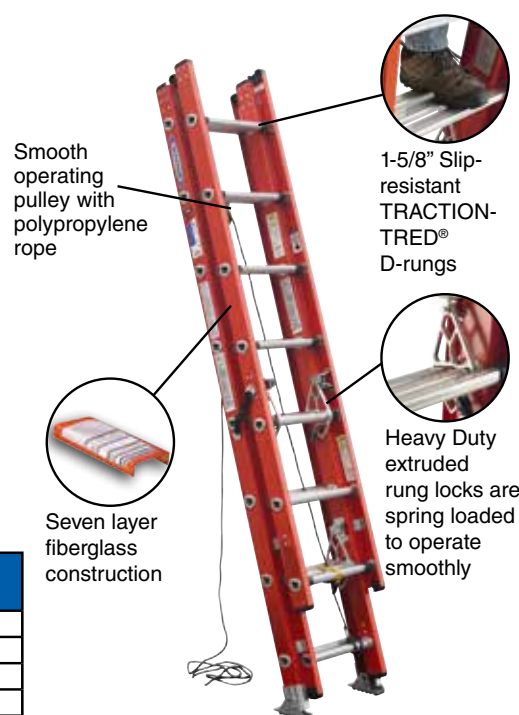
Type IA, 300 lb. Duty Rating

Load capacity combined weight of user and materials



COMPACT

- Innovative 3-section design allows for:
- Storing convenience and maneuverability
 - Ease of transport on compact vehicles
 - Versatility - use indoors or outdoors



D6200-3SERIES EXTENSION LADDER

Model No.	Grainger No.	Total Length of Sections	Max. Working Length	Approx. Shipping Wt. Lbs.
D6216-3	22E977	18'	13'	40.5
D6220-3	22E978	23'	17'	54.0
D6224-3	22E979	27'	21'	61.0
D6228-3	22E980	31'	25'	74.5
D6232-3	22E981	35'	29'	81.0



#1 IN LADDERS™

D6400-2SERIES LIGHTWEIGHT EXTENSION LADDER Type IA, 300 lb. Duty Rating

D7200-2SERIES LIGHTWEIGHT EXTENSION LADDER Type IAA, 375 lb. Duty Rating

Load capacity combined weight of user and materials

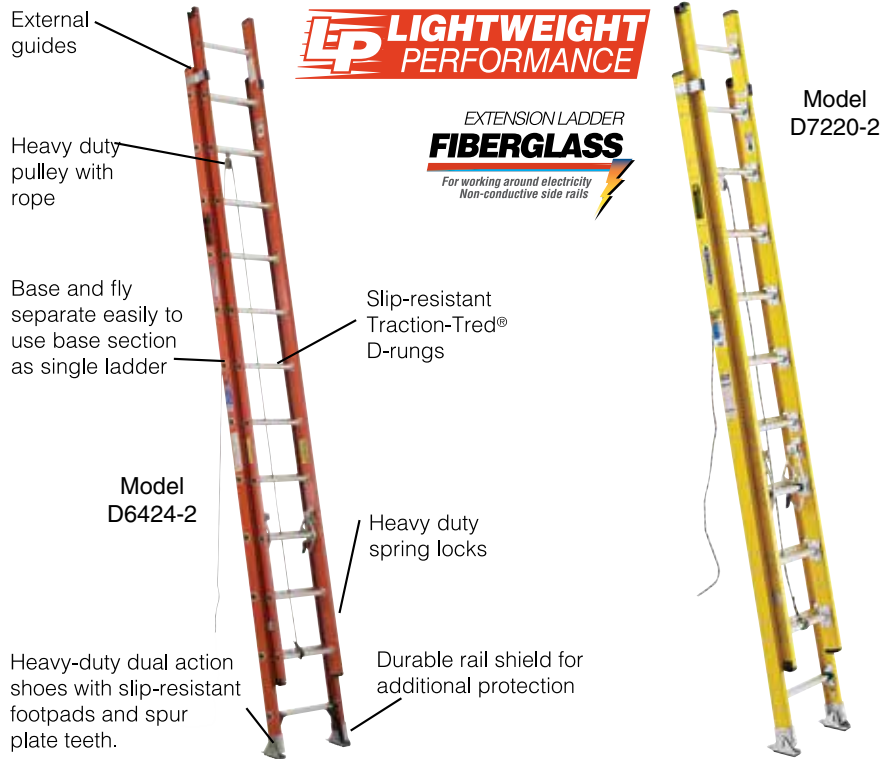


D6400-2SERIES LIGHTWEIGHT EXTENSION LADDER

Model No.	Grainger No.	Total Length of Sections	Max. Working Length	Approx. Shipping Wt. Lbs.
D6416-2	36FX54	16'	13'	32
D6420-2	36FX55	20'	17'	40
D6424-2	36FX56	24'	21'	46
D6428-2	36FX57	28'	25'	53

D7200-2SERIES LIGHTWEIGHT EXTENSION LADDER

Model No.	Grainger No.	Total Length of Sections	Max. Working Length	Approx. Shipping Wt. Lbs.
D7216-2	36FX58	16'	13'	36
D7220-2	36FX59	20'	17'	44
D7224-2	36FX60	24'	21'	51
D7228-2	36FX61	28'	25'	58



LADDER SAFETY AND INSPECTION GUIDE



LADDER SAFETY TRAINING KIT TRAINING MATERIALS

- Safety training manual
- Safety training DVD
- Ladder Safety Tips Brochures

- Written quiz
- Downloadable literature CD
- Downloadable Ladder Inspection Form
- 8S1241



<p><input type="checkbox"/> Stepladder Size _____ ft.</p> <p><input type="checkbox"/> Fiberglass <input type="checkbox"/> Aluminum <input type="checkbox"/> Wood</p> <p>Steps: Loose, Cracked, Bent or Missing <input type="checkbox"/> <input type="checkbox"/> Yes No</p> <p>Rails: Cracked, Bent, Split or Frayed <input type="checkbox"/> <input type="checkbox"/></p> <p> Rail Shields <input type="checkbox"/> <input type="checkbox"/></p> <p>Labels: Missing or Not Readable <input type="checkbox"/> <input type="checkbox"/></p> <p>Pail Shelf: Loose, Bent, Missing or Broken <input type="checkbox"/> <input type="checkbox"/></p> <p>Top: Cracked, Loose or Missing <input type="checkbox"/> <input type="checkbox"/></p> <p>Spreader: Loose, Bent or Broken <input type="checkbox"/> <input type="checkbox"/></p> <p>General: Rust, Corrosion or Loose <input type="checkbox"/> <input type="checkbox"/></p> <p>Other: Bracing, Shoes, Rivets <input type="checkbox"/> <input type="checkbox"/></p> <p>Actions: <input type="checkbox"/> Ladder tagged as damaged & removed from use</p> <p> <input type="checkbox"/> Ladder is in good condition</p>	<p><input type="checkbox"/> Extension Ladder Size _____ ft.</p> <p><input type="checkbox"/> Fiberglass <input type="checkbox"/> Aluminum</p> <p>Rungs: Loose, Cracked, Bent or Missing <input type="checkbox"/> <input type="checkbox"/></p> <p>Rails: Cracked, Bent, Split or Frayed <input type="checkbox"/> <input type="checkbox"/></p> <p>Labels: Missing or Not Readable <input type="checkbox"/> <input type="checkbox"/></p> <p>Rung Locks: Loose, Bent, Missing or Broken <input type="checkbox"/> <input type="checkbox"/></p> <p>Hardware: Missing, Loose or Broken <input type="checkbox"/> <input type="checkbox"/></p> <p>Shoes: Worn, Broken or Missing <input type="checkbox"/> <input type="checkbox"/></p> <p>Rope/Pulley: Loose, Bent or Broken <input type="checkbox"/> <input type="checkbox"/></p> <p>Other: Bracing Rivets <input type="checkbox"/> <input type="checkbox"/></p> <p>General: Rust, Corrosion or Loose <input type="checkbox"/> <input type="checkbox"/></p> <p>Actions: <input type="checkbox"/> Ladder tagged as damaged & removed from use</p> <p> <input type="checkbox"/> Ladder is in good condition</p>
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AVAILABLE THROUGH

GRAINGER[®]

||||| FOR THE ONES WHO GET IT DONE