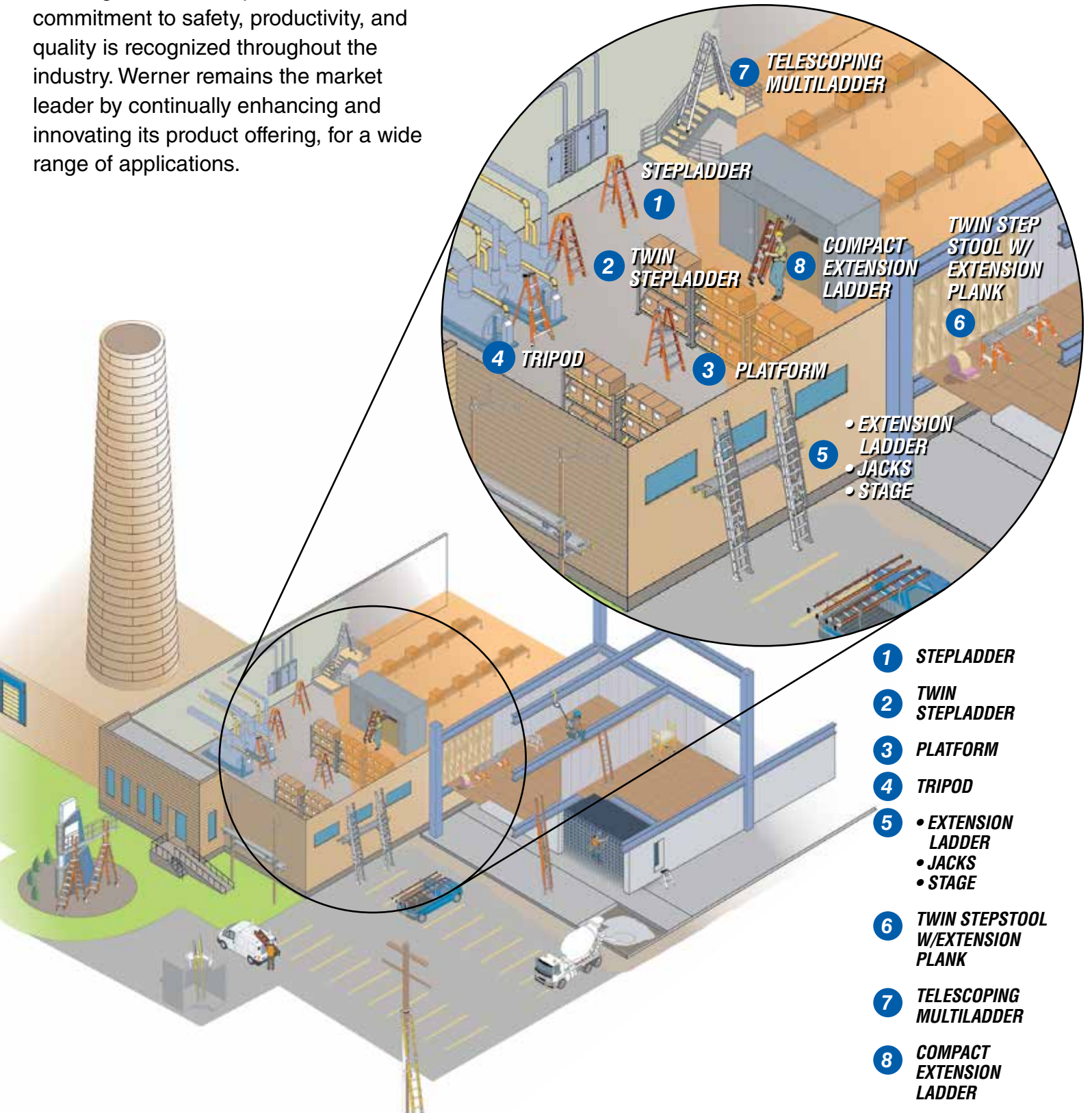




SOLUTION SELLING GUIDE

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 PLATFORM
- 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

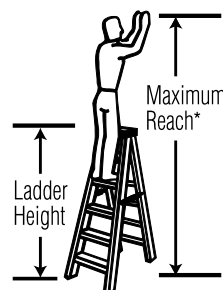


5 EXTENSION LADDERS

- 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

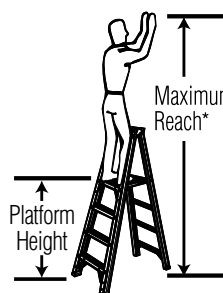
LADDER HEIGHT

STEPLADDERS



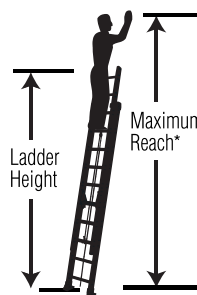
Ladder Height	Maximum Reach
3'	7'
4'	8'
5'	9'
6'	10'
7'	11'
8'	12'
10'	14'
12'	16'

PODIUM & PLATFORM LADDERS



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

EXTENSION LADDERS



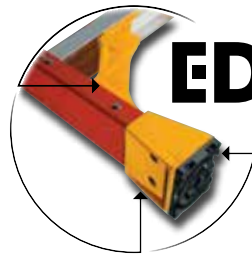
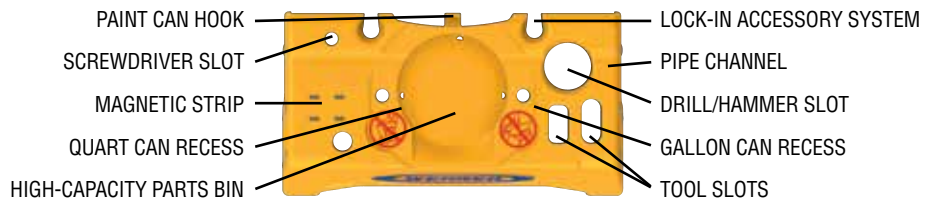
Ladder Height	Maximum Reach
16'	15'
20'	19'
24'	23'
28'	27'
32'	31'

Productivity, Durability & Quality



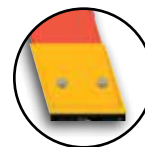
Maximize your productivity and increase your work space.

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

4 rivets attach top to each front rail



Full set of rear horizontals spaced one per foot



Heavy duty internal spreaders connected with solid rivets



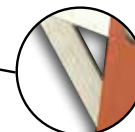
Seven layer fiberglass construction



Wider stance for stability



Back-up plates reinforce all top connectors



All steps and two rear horizontals* are knee-braced



Double riveted, slip-resistant Traction-Tred® steps

Model 6206



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

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

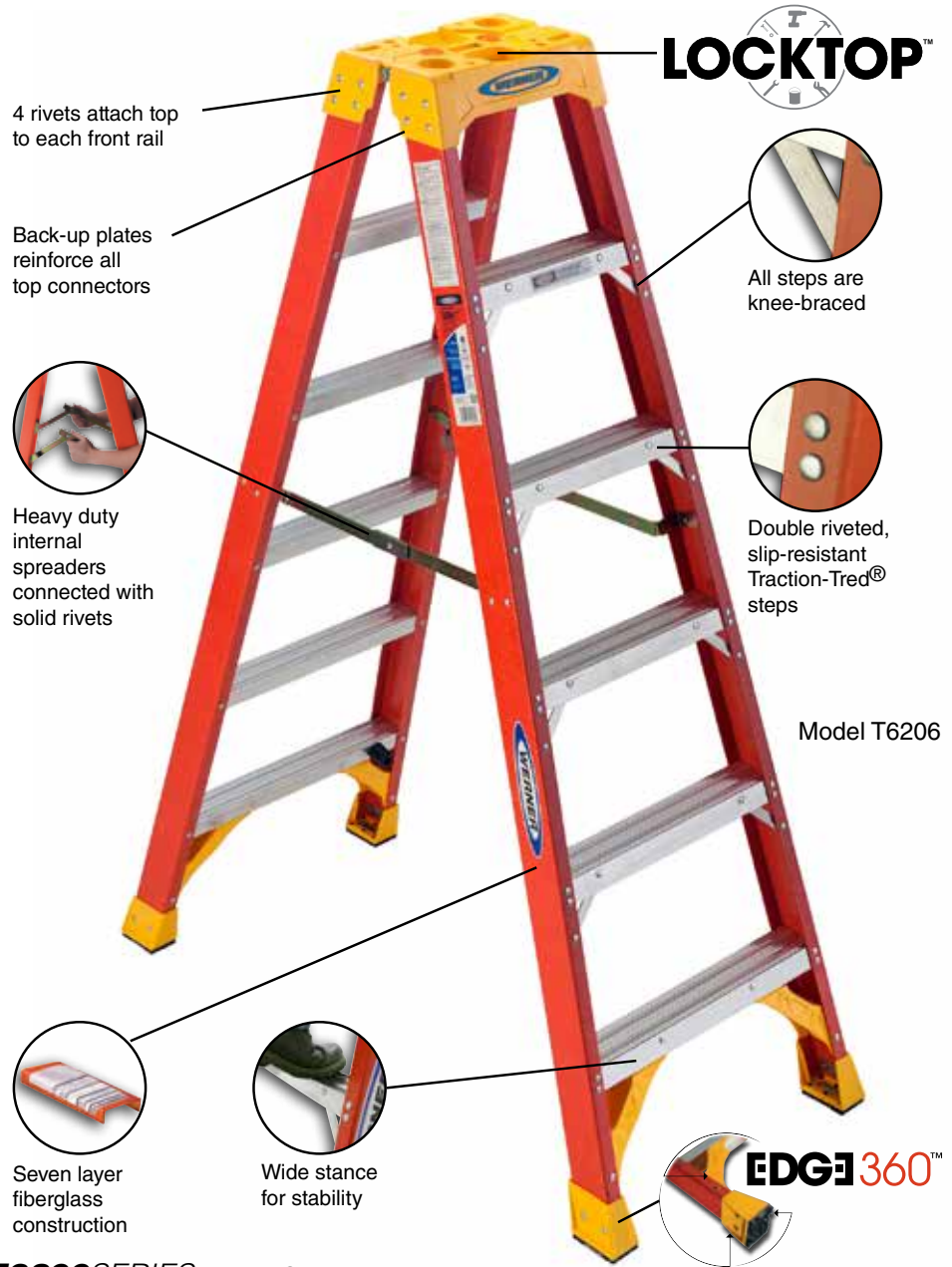


HVAC



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™

PD6200 SERIES PODIUM LADDER

Type IA, 300 lb. Duty Rating

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

Load capacity combined weight of user and materials



GENERAL



ELECTRICAL



FINISHING

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



Waist-High Guard Rail



Customize your Ladder Top with Multiple Accessories



Podium Step with Toe Guard



Full Set of Rear Horizontals



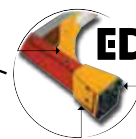
Full Aluminum Bracing



Seven-Layer Fiberglass Construction



Model PD6204



EDGE 360™



PD6200 SERIES 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



#1 IN LADDERS™

FTP SERIES 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



RESIDENTIAL

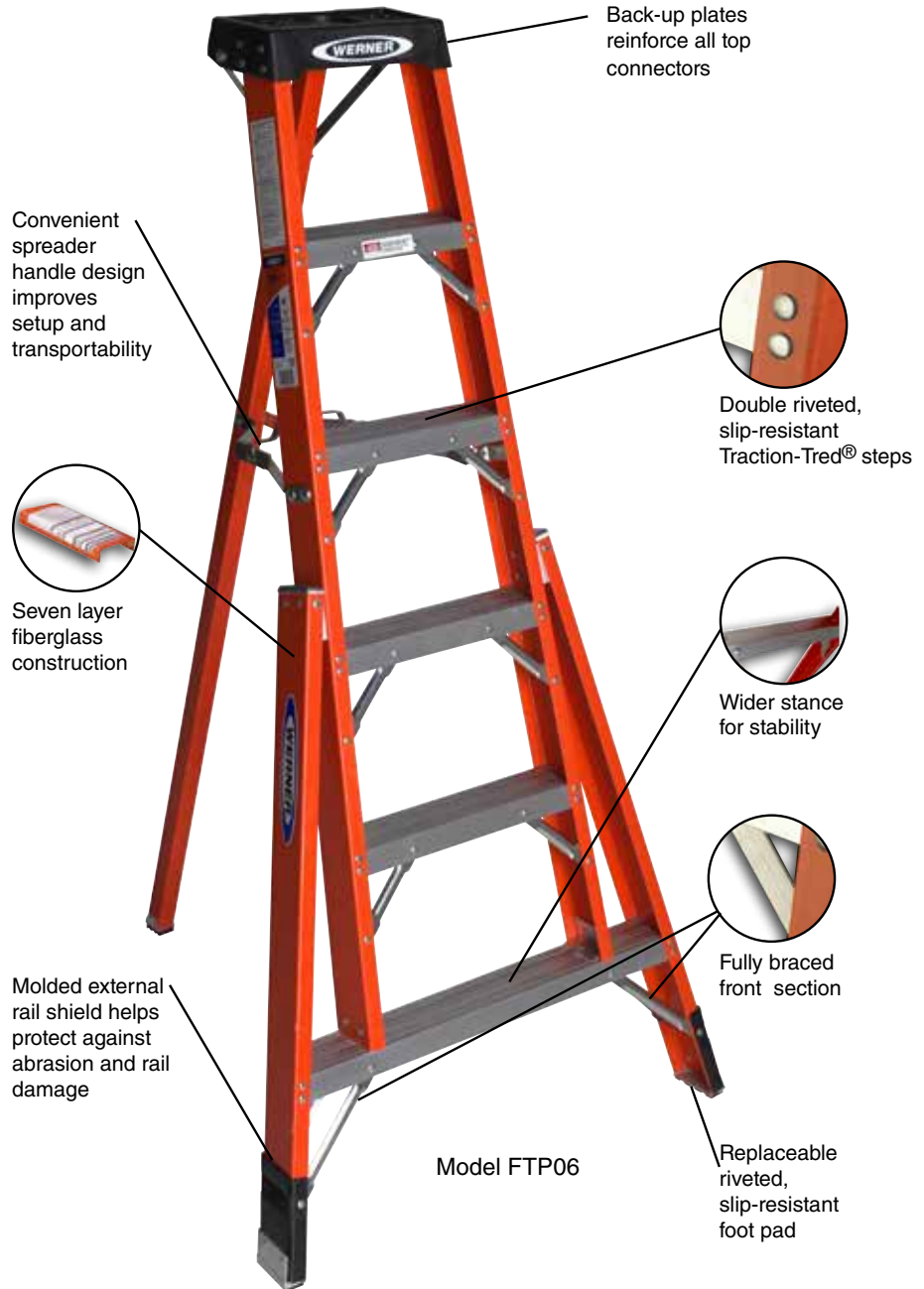
The Tripod Stepladder provides ease of access to your work environment, with back rail maneuverability to fit through studs, into tight areas, around corners and uneven surfaces



INDUSTRIAL



PLUMBING



FTP SERIES 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® with Lock-In Accessory System

Model OBEL06

Heavy duty internal spreaders



- 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

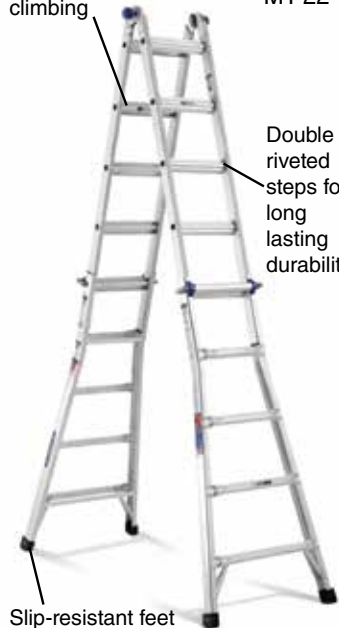
Available in 3'-5', 4'-7', 5'-9' and 6'-11' stepladder sizes

Load capacity per side combined weight of user and materials

Smooth curved rails for comfortable climbing

Model MT-22

Double riveted steps for long lasting durability



Slip-resistant feet



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



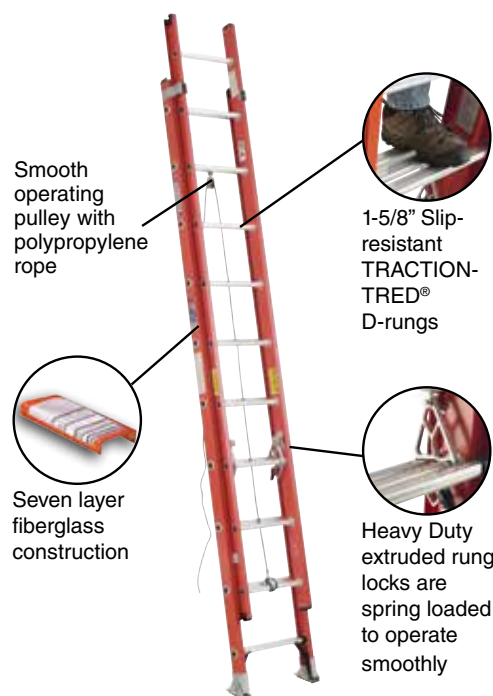
2ND LEVEL ACCESS



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



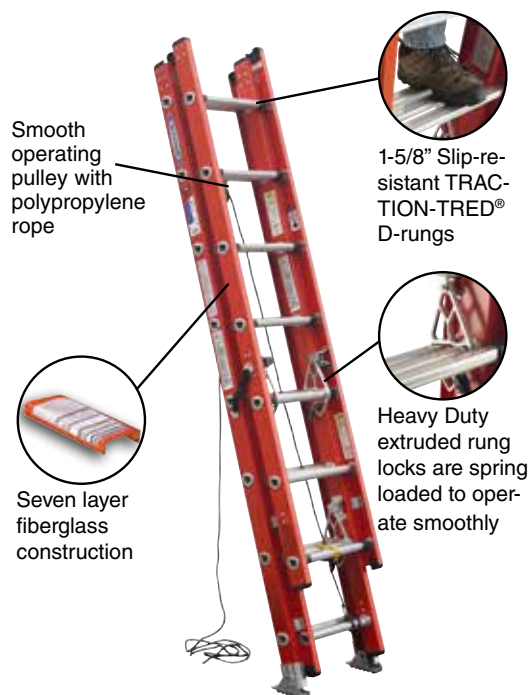
COMPACT

- 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™

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



Stepladder

Size _____ ft.

 Fiberglass

 Aluminum

 Wood


Circle Areas of Damage

Steps:

Loose, Cracked, Bent or Missing

Yes

No

Rails:

Cracked, Bent, Split or Frayed
Rail Shields

Labels:

Missing or Not Readable

Pail Shelf:

Loose, Bent, Missing or Broken

Top:

Cracked, Loose or Missing

Spreader:

Loose, Bent or Broken

General:

Rust, Corrosion or Loose

Other:

Bracing, Shoes, Rivets

Actions:

Ladder tagged as damaged & removed from use

Ladder is in good condition



Extension Ladder

Size _____ ft.

 Fiberglass

 Aluminum


Circle Areas of Damage

Rungs:

Loose, Cracked, Bent or Missing

Yes

No

Rails:

Cracked, Bent, Split or Frayed

Labels:

Missing or Not Readable

Rung Locks:

Loose, Bent, Missing or Broken

Hardware:

Missing, Loose or Broken

Shoes:

Worn, Broken or Missing

Rope/Pulley:

Loose, Bent or Broken

Other:

Bracing Rivets

General:

Rust, Corrosion or Loose

Actions:

Ladder tagged as damaged & removed from use

Ladder is in good condition



#1 IN LADDERS™



www.wernerco.com

For more information contact your Grainger
Representative or visit Grainger.com®

AVAILABLE THROUGH

GRAINGER®

////// FOR THE ONES WHO GET IT DONE