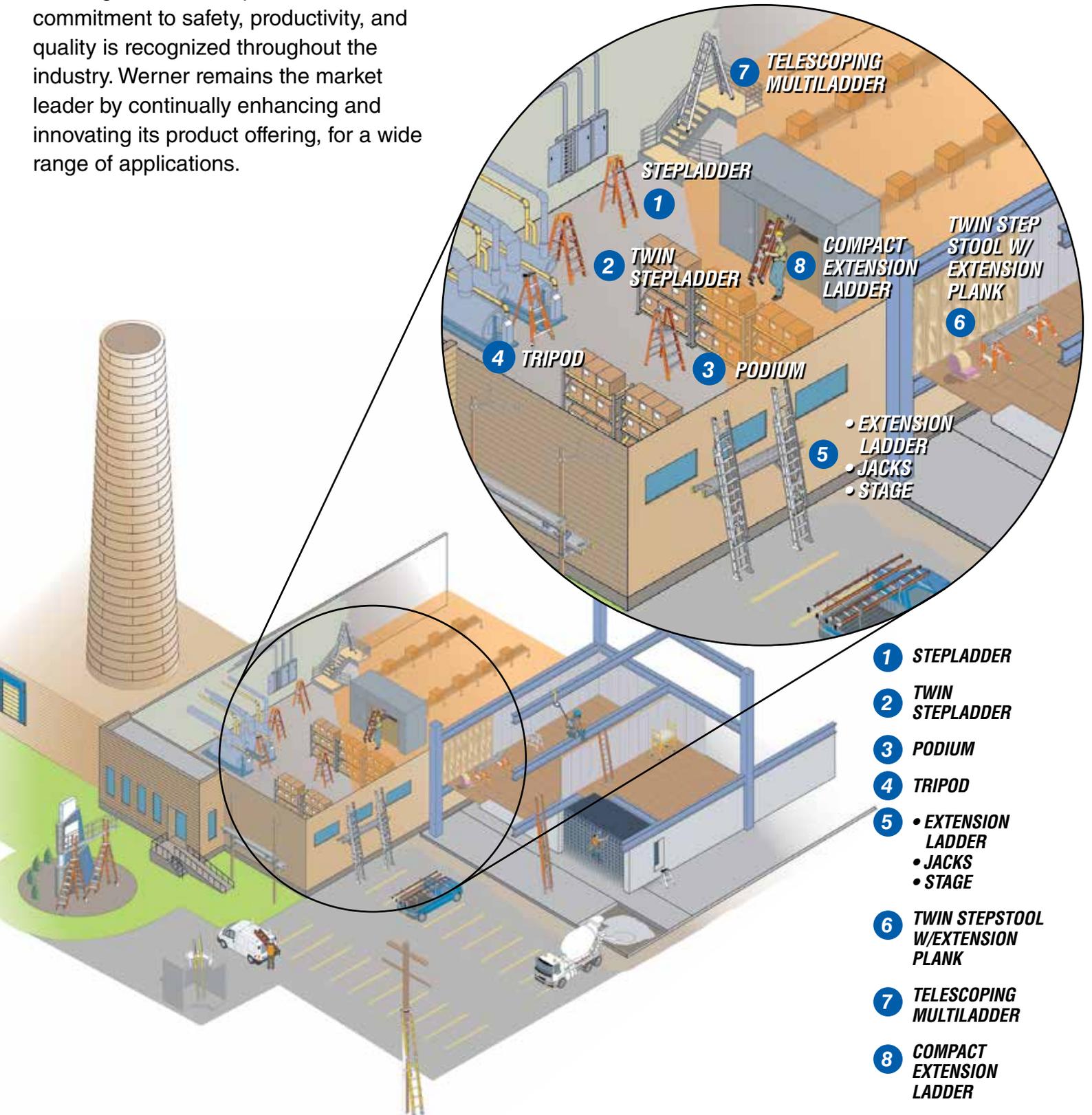




**SOLUTION SELLING GUIDE**

# 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

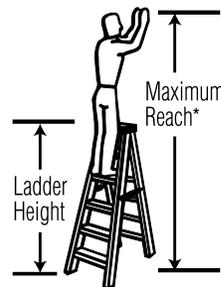


### 5 EXTENSION LADDERS

- 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

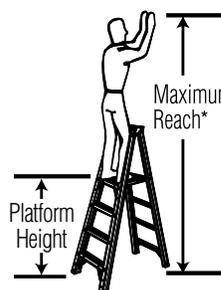
## LADDER HEIGHT

### STEPLADDERS



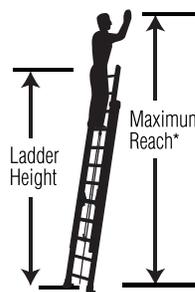
Ladder Height	Maximum Reach
3'	7'
4'	8'
5'	9'
6'	10'
7'	11'
8'	12'
10'	14'
12'	16'

### PODIUM & PLATFORM LADDERS



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

### EXTENSION LADDERS



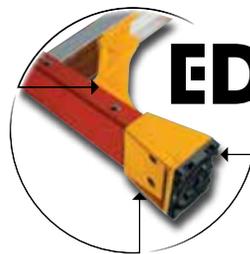
Ladder Height	Maximum Reach
16'	15'
20'	19'
24'	23'
28'	27'
32'	31'

# Productivity, Durability & Quality



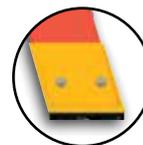
*Maximize your productivity and increase your work space.*

## **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**

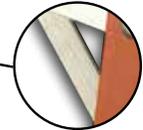


Customize your ladder top with multiple accessories



Back-up plates reinforce all top connectors

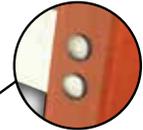
4 rivets attach top to each front rail



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

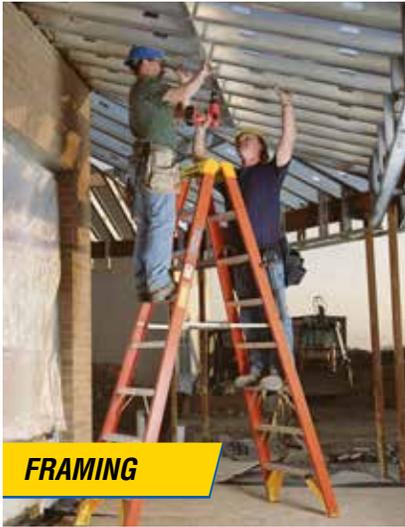


#1 IN LADDERS™

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

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

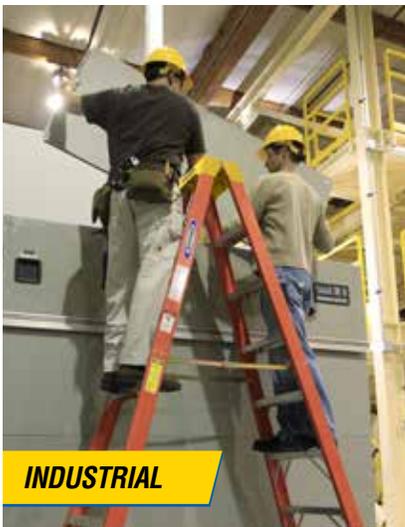
Load capacity per side combined weight of user and materials



**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

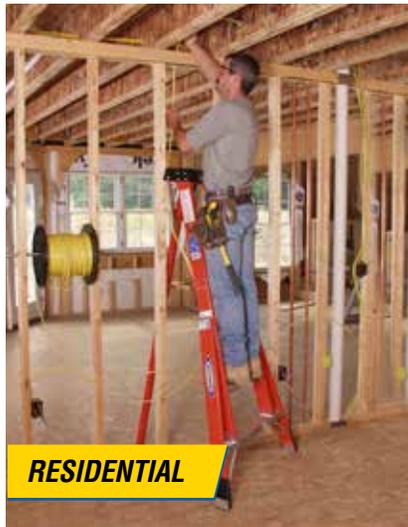
# FTP SERIES TRIPOD STEPLADDER

Type IA, 300 lb. Duty Rating

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

Load capacity combined weight of user and materials

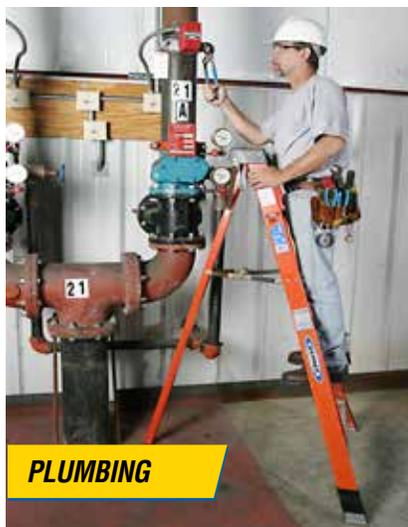
*The Tripod Stepladder provides ease of access to your work environment, with back rail maneuverability to fit through studs, into tight areas, around corners and uneven surfaces*



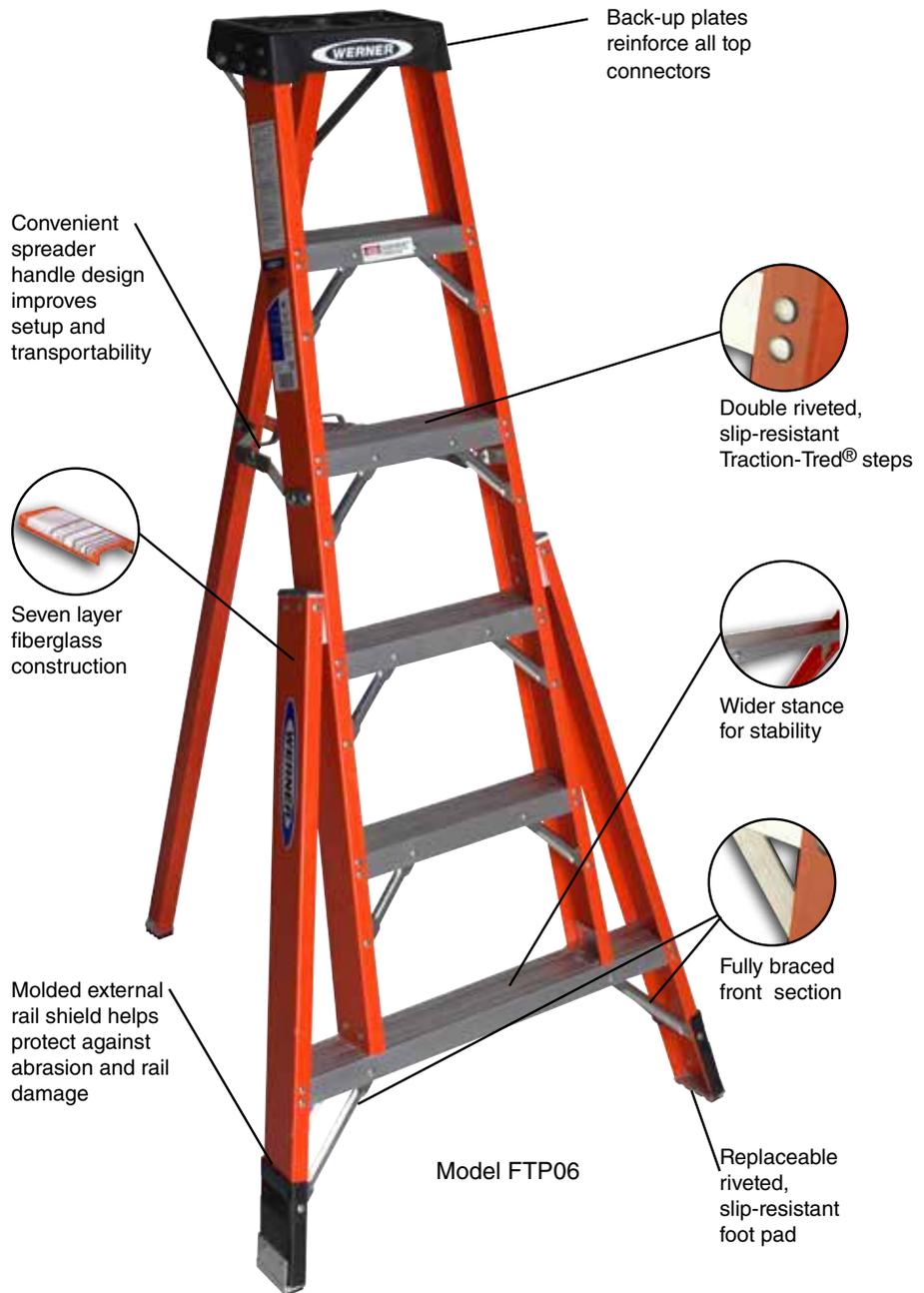
**RESIDENTIAL**



**INDUSTRIAL**



**PLUMBING**



## 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™ 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

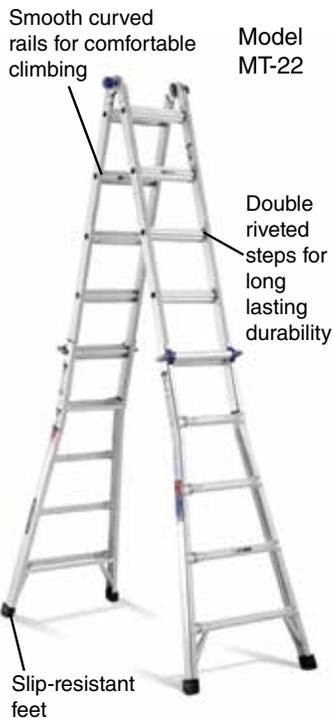
Model No.	Grainger No.	Size	Approx. Width	Approx. Spread	Approx. Shipping Wt. Lbs.
OBEL04	1FCF1	4'	19-7/8"	29"	16.0
OBEL06	1FCF2	6'	23-3/8"	41-1/4"	24.0
OBEL08	1FCF3	8'	26-7/8"	53-5/8"	32.0
OBEL10	1FCF4	10'	30-3/8"	65-7/8"	41.0
OBEL12	1FCF5	12'	33-7/8"	78-1/4"	51.5

# 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

# 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



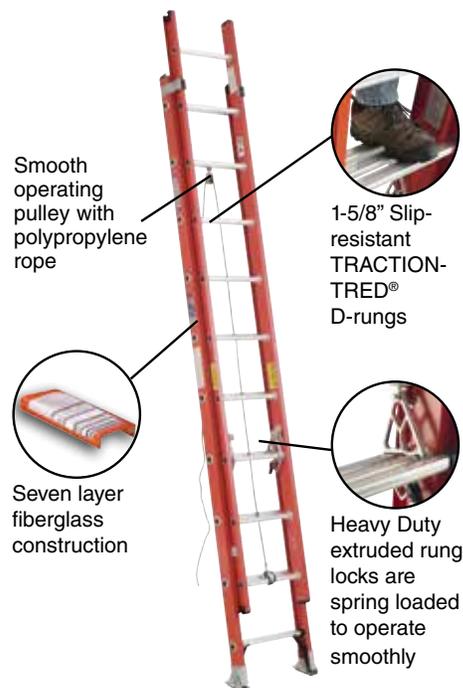
**2ND LEVEL ACCESS**



**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



Smooth operating pulley with polypropylene rope

1-5/8" Slip-resistant TRACTION-TRED® D-rungs

Seven layer fiberglass construction

Heavy Duty extruded rung locks are spring loaded to operate smoothly

# D6200-3SERIES COMPACT EXTENSION LADDER

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

Type IA, 300 lb. Duty Rating

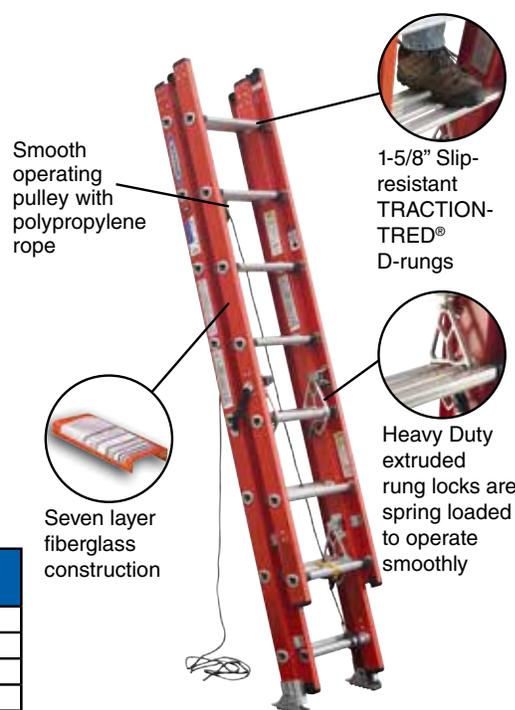
Load capacity combined weight of user and materials



**COMPACT**

Innovative 3-section design allows for:

- Storing convenience and maneuverability
- Ease of transport on compact vehicles
- Versatility - use indoors or outdoors



Smooth operating pulley with polypropylene rope

1-5/8" Slip-resistant TRACTION-TRED® D-rungs

Seven layer fiberglass construction

Heavy Duty extruded rung locks are spring loaded to operate smoothly

## 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

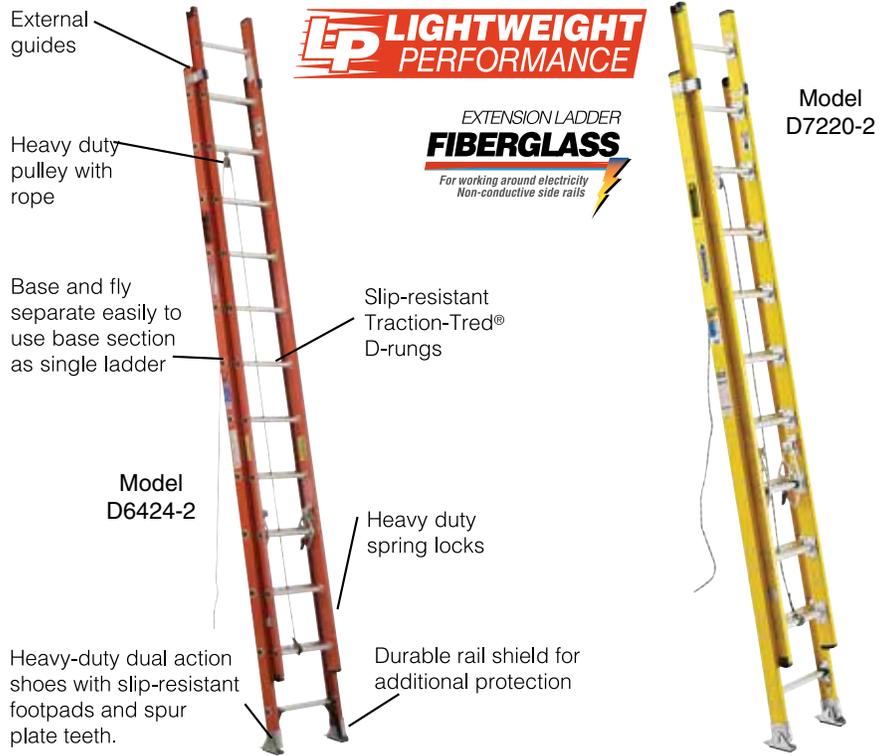


**D6400-2SERIES LIGHTWEIGHT EXTENSION LADDER**

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



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



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Representative or visit [Grainger.com](http://Grainger.com)<sup>®</sup>

AVAILABLE THROUGH

**GRAINGER**<sup>®</sup>

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