

WERNERCO™

January 18, 2019

Dear Werner Co. Customer,

Effective September 24, 2018, the US Government began to impose a 10% tariff on over \$200 billion of China-produced products. In response, in October of 2018, WernerCo. communicated intent to impose a tariff surcharge on these specific products.

Since then, the US Government has decided to continue with the 10% tariff but has eliminated the previously communicated increase to 25%. **Based on this, effective February 1, 2019, WernerCo. will be imposing a surcharge on all products subject to the 10% tariff.** The final surcharge amount will be included on invoices as a separate line item and will clearly state the amount of the surcharge for any applicable products. Products produced in China include step stools, MT series multi-ladders, M1A Series multi-ladders, steel scaffold, aluminum work platforms, AH Series attic ladders, AA Series attic ladders, and select accessories. Other core climbing products including step ladders, extension ladders, stages, and pump jacks poles are not subject to these tariffs. [Follow this link for a list of the products that are affected.](#)

Of course, if this trade conflict is resolved and the tariffs are reduced or eliminated, we will reduce or eliminate the surcharge accordingly.

If you have any questions, please reach out to your Regional Vice President or myself.

Best regards,



Don Freeman

Sr. Vice President – Pro Channel

