

Werner Co Pty Ltd  
PO Box 197  
Browns Plains  
Queensland 4118  
ABN 88 151 127 061

28<sup>th</sup> April 2025

Dear Valued Customer,

In 2024, we experienced continued inflationary pressures in the domestic market. As we close Q1 of 2025, the volatility of the market conditions continue.

Inflationary rises in domestic operating costs, and the management of erratic movements in exchange rates have led us to the business decision to adjust pricing, effective 1<sup>st</sup> July 2025.

In doing so, we acknowledge the work we have achieved to get our mutual businesses to where we are. To reduce the impact to your business, we have tiered the price adjustment on Ladder and Fall Protection products as such:

- 2% on select Bailey Ladder ranges
- 4% on the remainder of Bailey Ladder and Fall Protection ranges
- Market realignment on Step Thru Safety Device

We understand that any price increase can be a concern and assure you our commitment remains the same: to deliver exceptional value to your business. We remain dedicated to finding ways to mitigate future price fluctuations, wherever possible.

We appreciate your understanding and continued support during these unstable economic times and will continue to maintain transparency on the impacts we are experiencing.

Should you have any questions or concerns regarding this adjustment, please do not hesitate to contact me on 0415 892 269.

Best Regards,

**Kylie Richards**

**National Business Manager**

