

# Fall Protection Trade-Out Program

Competitive Trade-Out (US & CA Only)



## Promotion Details

- Reduce conversion costs for customers currently using non-MSA Fall Protection.
- Convert a minimum of (25) V-SERIES™ PFLs or harnesses from a competitive brand to MSA and receive additional product at no charge!
- May also be used to convert legacy MSA harnesses—Workman®, EVOTECH® and Technacurv® products.

**B98**

## MSA Order Reason Code

Please reference the following code on any purchase order related to this promotion:

**ORDER REASON CODE: "B98"**



## How it works

Convert the minimum quantities of products listed below and receive additional like units at no charge. The form on pages 2–3 of this document must be completed in order to receive FREE units on the sales order. For example, if you convert (25) single-leg mini PFLs, the user will receive an additional (5) single-leg minis at no charge on the order.

QUANTITY PURCHASED	QUANTITY RECEIVED AT NO CHARGE
25	5
50	10
100	20



## Valid Promotion Dates

February 15 through June 30, 2019

WE KNOW WHAT'S AT STAKE.



## 2019 FP Trade-Out Verification Form

Instructions to MSA Channel Partner: **Email this form and purchase order for applicable Fall Protection order to Customer Service at [placeorder@msasafety.com](mailto:placeorder@msasafety.com).**

PART NO.	DESCRIPTION	QUANTITY PURCHASED	QUANTITY AT NO CHARGE
63011-00B	V-TEC™ Single-Leg Mini PFL, 36C		
63111-00A	V-TEC Twin-Leg Mini PFL, AL36CL Rebar		
63111-00C	V-TEC Twin-Leg Mini PFL, Aluminum Swivel Carabiner		
63111-00F	V-TEC Twin-Leg Mini PFL, 36CL Rebar		
63141-00A	V-TEC Twin-Leg Tieback Mini PFL, FP5K		
63013-00C	V-TEC 10 ft. Web PFL, Aluminum Swivel Carabiner		
64011-00A	V-SHOCK™ Single Leg Mini PFL, AL36CL		
3062-00A	V-EDGE™ Leading Edge Cable PFL, 8 ft. (2.4 m), Single Leg, AL36CL Snaphook, ANSI		
63062-00F	V-EDGE Leading Edge Cable PFL, 8 ft. (2.4 m), Single Leg, 36CL Snaphook, ANSI		
63162-00A	V-EDGE Leading Edge Cable PFL, 8 ft. (2.4 m), Twin Leg, AL36CL Snaphook, ANSI		
63162-00F	V-EDGE Leading Edge Cable PFL, 8 ft. (2.4 m), Twin Leg, 36CL Snaphook, ANSI		
10192006	V-EDGE Leading Edge Web PFL, 8 ft. (2.4 m), Single Leg, AL36CL Snaphook, ANSI		
10192039	V-EDGE Leading Edge Web PFL, 8 ft. (2.4 m), Single Leg, 36CS Swivel Snaphook, ANSI		
10192048	V-EDGE Leading Edge Web PFL, 8 ft. (2.4 m), Single Leg, 36CL Snaphook, ANSI		
10192009	V-EDGE Leading Edge Web PFL, 8 ft. (2.4 m), Twin Leg, AL36CL Snaphook, ANSI		
10192042	V-EDGE Leading Edge Web PFL, 8 ft. (2.4 m), Twin Leg, 36CS Swivel Snaphook, ANSI		
10192051	V-EDGE Leading Edge Web PFL, 8 ft. (2.4 m), Twin Leg, 36CL Snaphook, ANSI		
10192051	V-EDGE Leading Edge Web PFL, 8ft, (2.4m), Twin Leg, 36CL Snaphook, ANSI		
10196702	V-FORM™ Harness, Extra Small, Back D-Ring, Tongue Buckle Leg Straps		
10196642	V-FORM Harness, Standard, Back D-Ring, Tongue Buckle Leg Straps		
10197160	V-FORM Harness, Extra Large, Back D-Ring, Tongue Buckle Leg Straps		
10197201	V-FORM Harness, Super Extra Large, Back D-Ring, Tongue Buckle Leg Straps		
10197363	V-FORM Construction Harness, Extra Small, Back & Hip D-Ring, Tongue Buckle Leg Straps, Shoulder Padding		
10197364	V-FORM Construction Harness, Standard, Back & Hip D-Ring, Tongue Buckle Leg Straps, Shoulder Padding		
10197365	V-FORM Construction Harness, Extra Large, Back & Hip D-Ring, Tongue Buckle Leg Straps, Shoulder Padding		
10197366	V-FORM Construction Harness, Super Extra Large, Back & Hip D-Ring, Tongue Buckle Leg Straps, Shoulder Padding		
10194536	V-FIT™ Harness, Extra Small, Back D-Ring, Quick-Connect Leg Straps, Shoulder Padding		
10194630	V-FIT Harness, Standard, Back D-Ring, Quick-Connect Leg Straps, Shoulder Padding		
10194671	V-FIT Harness, Extra Large, Back D-Ring, Quick-Connect Leg Straps, Shoulder Padding		
10194672	V-FIT Harness, Super Extra Large, Back D-Ring, Quick-Connect Leg Straps, Shoulder Padding		
10195148	V-FIT Construction Harness, Extra Small, Back & Hip D-Rings, Tongue Buckle Leg Straps, Shoulder Padding		
10195149	V-FIT Construction Harness, Standard, Back & Hip D-Rings, Tongue Buckle Leg Straps, Shoulder Padding		
10195150	V-FIT Construction Harness, Extra Large, Back & Hip D-Rings, Tongue Buckle Leg Straps, Shoulder Padding		
10195151	V-FIT Construction Harness, Super Extra Large, Back & Hip D-Rings, Tongue Buckle Leg Straps, Shoulder Padding		
10195455	V-FLEX™ Harness, Extra Small, Back D-Ring, Quick Connect Leg Straps		
10196069	V-FLEX Harness, Standard, Back D-Ring, Quick Connect Leg Straps		
10196070	V-FLEX Harness, Extra Large, Back D-Ring, Quick Connect Leg Straps		
10196081	V-FLEX Harness, Super Extra Large, Back D-Ring, Tongue Buckle Leg Straps		

## 2019 FP Trade-Out Verification Form

**The following information MUST be completed. Incomplete forms will be returned unprocessed.**

Channel Partner Name:  PO #

Ship to Address:

Phone:  Contact:

*The Fall Protection PPE ordered above will be used to trade-out competitive Fall Protection Equipment at the following customer account:*

End-User Company:

Contact Name:  Title:

Phone:  Fax:

E-mail:

Type of Industry:  Total Number of FP users at this facility:

Competitive Fall Protection Brand:

Number of SRLs traded in:  MSA TSM:

### MSA Customer Service Instructions

1. Verify Fall Protection quantities and obtain program minimum approvals if required. Orders exceeding 100 units must be approved by Anne Osbourn.
2. Enter the No Charge items as TANN. Purchased items will be priced at standing pricing. Ensure all items are drop shipped to end user.
3. Send copy of order/verification form to [placeorder@msasafety.com](mailto:placeorder@msasafety.com).
4. Enter order reason code B98.



## Terms & Conditions

- Promotion open to all US and Canadian Industrial Channel Partners.
- Promotion is not valid with any other promotion, or special pricing.
- All trade-ins are subject to verification. Non-compliance or improper use of the promotion for purposes other than competitive conversion will result in Channel Partner restriction from participation.
- All orders must have conversion form filled out, along with a PO with **Order Reason Code B98** to qualify.
- All orders must be drop shipped to the end-user location.
- Participating Channel Partners must be in good credit standing to receive special discount terms.
- This program is only valid on part numbers listed in this promotion.
- This promotion is for a limited time and is offered through June 30, 2019.
- All orders and verification forms must be sent to: [placeorder@msasafety.com](mailto:placeorder@msasafety.com).
- MSA reserves the right to limit the quantity of units purchased under this program.
- MSA reserves the right to modify or cancel this program at any time.



Part No. 10197364  
V-FORM Harness



Part No. 10197364  
V-FIT Harness



Part No. 10196069  
V-FLEX Harness



Part No. 10192009  
V-EDGE PFL



Part No. 63111-00A  
V-TEC Mini PFL



Part No. 64111-00A  
V-SHOCK Mini PFL

Note: This Bulletin contains only a general description of the products shown. While uses and performance capabilities are described, under no circumstances shall the products be used by untrained or unqualified individuals and not until the product instructions including any warnings or cautions provided have been thoroughly read and understood. Only they contain the complete and detailed information concerning proper use and care of these products.



**MSA – The Safety Company**  
1000 Cranberry Woods Drive  
Cranberry Township, PA 16066 USA  
Phone 724-776-8600  
[www.MSAsafety.com](http://www.MSAsafety.com)

**U.S. Customer Service Center**  
Phone 1-800-MSA-2222  
Fax 1-800-967-0398

**MSA Canada**  
Phone 1-800-672-2222  
Fax 1-800-967-0398

**MSA Mexico**  
Phone 01 800 672 7222