

# 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 forms 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

January 1 through September 30, 2020

**WE KNOW WHAT'S AT STAKE.**



## Limited Time Offer

**Limited Time Offer: June 1 – September 30, 2020**

To continuously support construction crews as they get back to work, the trade-out program has been extended with the below offer. When a minimum of 25 Twin-leg Leading Edge units is purchased, you can get 25 V-FORM Harnesses at no charge to help complete your Fall Protection system.

BUY	GET
25 Twin-leg V-EDGE PFLs	25 V-FORM Harnesses at no charge
50 Twin-leg V-EDGE PFLs	50 V-FORM Harnesses at no charge
100 Twin-leg V-EDGE PFLs	100 V-FORM+ Harnesses at no charge
All standard Terms and Conditions for the Trade-Out Program apply. Product may be shipped to any location (end user or distributor location) for this limited offer.	



## 2020 FP Trade-Out Verification Form

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

To see product configurations and corresponding part numbers, click on desired harness, PFL, or SRL.

V-FORM Harnesses	V-FORM+ Harnesses	V-FIT™ Harnesses	V-FLEX™ Harnesses
V-EDGE™ Leading Edge PFLs	V-EDGE Leading Edge SRLs	V-TEC™ Mini PFLs	V-TEC SRLs
 web      cable			

**1** Product Selections

Product Part No.	Qty. Purchased	Qty. At No Charge	Product Part No.	Qty. Purchased	Qty. At No Charge

**2** Contact Information

**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

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- 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 and product families listed in this promotion.
- This promotion is for a limited time and is offered through December 31, 2020.
- 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.
- Product purchased under this program is not eligible for return.

Note: This Bulletin contains only a general description of the products shown. While product uses and performance capabilities are generally described, the products shall not, under any circumstances, be used by untrained or unqualified individuals. The products shall not be used until the product instructions/user manual, which contains detailed information concerning the proper use and care of the products, including any warnings or cautions, have been thoroughly read and understood. Specifications are subject to change without prior notice.

MSA operates in over 40 countries worldwide. To find an MSA office near you, please visit [MSAsafety.com/offices](https://www.msasafety.com/offices).