



ALTAIR® 5X, 5X PID

CONVERSION AND LOYALTY PROGRAM US Channel Partners 'Fall 2019'

Receive a Trade-in allowance on the purchase of ALTAIR 5X Gas Detectors* when you replace your old ALTAIR 5/5X, Sirius® or competitive gas detectors.

Level 1 – ALTAIR 5/5X & Competitive Instruments (includes PID units)

Instrument Purchased	Qty	Trade-In / Upgrade Allowance*
ALTAIR 5X*	1 - 4	\$ 200.00

Loyalty Bonus - Receive 50% on GALAXY GX2 Test Stands and Electronic Cylinder Holders. Receive a 116 liter cylinder of quad gas at no charge if an Electronic Cylinder holder is purchased.

Level 2 - ALTAIR 5/5X & Competitive Instruments

Instrument Purchased	Qty	Trade-In / Upgrade Allowance*
ALTAIR 5X*	5+	\$ 300.00

Loyalty Bonus – Upgrade GALAXY test stands to GALAXY GX2 when you replace a minimum quantity of (5) ALTAIR 5 gas detectors!

- First GALAXY GX2 Test Stand – No Charge
- First GALAXY GX2 Electronic Cylinder Holder – No Charge
- Receive Qty 1, 116L Quad Gas Cylinder - No Charge
- Receive 50% discount on additional GX2 Test Stands and Cylinder Holders.

Level 3 – ALTAIR 5X PID(ONLY), Sirius, & Competitive PID Instruments

Instrument Purchased	Qty	Trade-In / Upgrade Allowance*
ALTAIR 5X*	5+	\$ 500.00

PID Loyalty Bonus – Upgrade GALAXY test stands to GALAXY GX2 when you replace a minimum quantity of (5) ALTAIR 5 gas detectors!

- First GALAXY GX2 Test Stand – No Charge
- First (2) GALAXY GX2 Electronic Cylinder Holder – No Charge
- Receive Qty 1, 116L Quad Gas Cylinder for each Electronic Cylinder Purchased – No Charge
- Receive Qty 1, 100L Isobutylene Cylinder for each Electronic Cylinder Purchased – No Charge
- Receive 50% discount on additional GX2 Test Stands and Cylinder Holders.

***Applies to any Part Numbered or ATO configuration**

How it Works

- Channel Partner contacts their MSA Territory Sales Manager to provide opportunity details. (End User, Location, Quantity, Competitive or Upgraded Product Model)
- Channel Partner places an order referencing promotion code A84 and MSA Sales Rep Name.
- For the ALTAIR 5/5X Loyalty Bonus, channel partner may add a quantity of one (1) of any GX2 part numbers and 1 Electronic Cylinder holder as no charge if at least 5 instruments are purchased to replace ALTAIR 5/5X fleets.
- Promotion discounts are applied to the Channel Partner standard net price at local currency.

Terms and Conditions:

- Eligible to U.S Channel Partners. Valid from October 1, 2019 through December 13, 2019.
- Drop Shipments Only
- Trade-in Allowance must be requested at time of MSA order entry.
- POs must reference promotion code **A84** and provide the name of their MSA Sales Manager on the order - no exceptions.
- Allowance is per unit and will be deducted from the Pinnacle standard price and is not valid with other promotions or special pricing.
- Channel Partner agrees to remove and disable any ALTAIR 5, ALTAIR 5X or Sirius or competitive products upgraded or traded using this program on a one-to-one basis for the number of instruments purchased. Additionally, the Channel Partner agrees not to resell, rent, refurbish or otherwise use traded gas detectors for customer gas detection needs.
- MSA reserves the right to request return of traded product and to allow verification of trade out by an MSA Territory Sales Manager.
- MSA reserves the right to cancel or modify this offer at any time.