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| To:      | MSA Canada, End-Users  |
| Subject: | Fall Protection Recertification/Repair Price List with Spreadsheet |
| Date:    | December 15, 2016  |

**MSA North America  
Toronto Repair & Service**  
#23 - 100 Westmore Drive  
Toronto, Ontario M9V 5C3

T: 416.620.4225  
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Dear Valued End-User:

Please find included, our new Flat Fee Price List for Fall Protection Service on page 2 of this notification and takes effect January 1, 2017.

After examining our pricing structure for last year we felt it important to hold the prices. The prices quoted remain in CAD and we request that all units sent to us, regardless of Recertification or Repair, be accompanied with a Purchase Order, Credit Card Number or direction on how to charge for the work performed for at least the cost of a Recertification as this will speed up the process and help us return the product to you as quickly as possible. If our examination reveals that the unit has to be Repaired or Upgraded we will notify you and get your approval to complete the repair(s). There will be no itemized Estimates or Quotations provided for items with a Flat Fee price.

The Repair Centre will charge an Inspection fee of \$ 110.00 CAD per unit if a Customer elects not to proceed with a Repair or Upgrade.

Please feel free to call the MSA Edmonton Repair Centre at (888) 396-1067 or the Toronto Repair Centre at (800) 672-4678 with any questions.

We, the MSA Canada Repair Centre's, appreciate our business partnership with your organization and look forward to continuing efforts of servicing our customers.

Sincerely,  
Jim Clark

Manager Canada Repair Service NA

**MSA World Headquarters**  
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| PRODUCT                         | RECERTIFICATION<br>(INSPECT/TEST FEE)<br>\$ CAD | STANDARD REPAIR<br>\$ CAD |
|---------------------------------|---|---------------------------|
| Aptura LT30                     | \$ 110.00                                       | \$ 194.00                 |
| Horizontal Lifeline 20ft - 35ft | \$ 155.00                                       | \$ 220.00                 |
| Horizontal Lifeline 40ft - 60ft | \$ 201.00                                       | \$ 336.00                 |
| DynaLock 20ft Web & Backpacker  | \$ 291.00                                       | \$ 401.00                 |
| DynaLock 20ft Cable             | \$ 291.00                                       | \$ 401.00                 |
| DynaLock 30ft & 50ft Cable      | \$ 323.00                                       | \$ 569.00                 |
| DynaLock >50ft Cable            | \$ 323.00                                       | \$ 582.00                 |
| Workman 30ft Galv. Cable        | \$ 220.00                                       | \$ 362.00                 |
| Workman 50ft Galv. Cable        | \$ 291.00                                       | \$ 453.00                 |
| Workman 30ft SST Cable          | \$ 252.00                                       | \$ 382.00                 |
| Workman 50ft SST Cable          | \$ 336.00                                       | \$ 492.00                 |
| Workman Rescuer                 | \$ 388.00                                       | \$ 647.00                 |
| Lynx Rescuer & Dynevac II       | \$ 420.00                                       | \$ 711.00                 |
| Dynevac II Conversion           |   | \$ 1,203.00               |
| Repair Mounting Bracket         |   | \$ 110.00                 |
| Repair Tripod                   | \$ 194.00                                       | \$ 278.00                 |
| Dynescape Descender             | \$ 602.00                                       | \$ 1,261.00               |
| Lynx Hoist/Dynahoist            | \$ 479.00                                       | \$ 931.00                 |
| Surety Winch 50ft               | \$ 233.00                                       | \$ 453.00                 |
| Surety Winch 100ft - 120ft      | \$ 304.00                                       | \$ 401.00                 |
| Surety Winch 200ft              | \$ 304.00                                       | \$ 665.00                 |
| Workman Winch Galv. 65ft        | \$ 233.00                                       | \$ 466.00                 |
| Workman Winch SST 65ft          | \$ 233.00                                       | \$ 530.00                 |
| Inspection Charge               |   | \$ 110.00                 |

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