



*The Safety Company*

# ALTAIR® io360 Gas Detector

## Rental Guide



WE KNOW WHAT'S AT STAKE.



# Benefits



## Benefits of Renting the ALTAIR io360 for area monitoring



### Available to Rent in Pre-configured Networks

- Single, 4 pack, 8 pack, 16 pack, 32 pack or customize the quantity as needed
- Ready-to-go out of the box, requiring less time for training and setup
- Affordable option for part-time needs such as for turnarounds or special projects



### Rugged, Reliable Performance in a Compact Design

- **IP68 rated & fast-responding** sensors including MSA **XCell® Sensor** technology
- Full service and support from MSA if needed during the rental



### Monitor Along a Fenceline, Confined Space or Any High-Risk Area Where a Gas Hazard Might Occur

- Gas detection with local alarms
- The MSA HUB connects up to 32 ALTAIR io360 Gas Detectors on a network you can **manage locally via the Grid mobile app**



### The ALTAIR io360 Gas Detector Offers a Combination of Runtime and Sensor Performance Unmatched in the Industry

- Most area monitors have runtimes measured in hours or days.
- The ALTAIR io360 Gas Detector gives you **months of connected monitoring with a catalytic bead combustible sensor**

# Pricing

## 2021 ALTAIR io360 Gas Detector Rental Pricing **\$USD**

Part Number	Description	Suggested List Price
ZR-IO360-M	ALTAIR io360 4-Gas Monthly Rental	\$ 1,006.00
ZR-IO360-W	ALTAIR io360 4-Gas Weekly Rental	\$ 336.00
ZR-HUB-M	ALTAIR io360 HUB Monthly Rental	\$ 446.00
ZR-HUB-W	ALTAIR io360 HUB Weekly Rental	\$ 149.00
ZR-IO360PK4-M	ALTAIR io360 4-Pack & HUB Monthly Rental	\$ 4,459.00
ZR-IO360PK4-W	ALTAIR io360 4-Pack & HUB Weekly Rental	\$ 1,487.00
ZR-IO360PK8-M	ALTAIR io360 8-Pack & HUB Monthly Rental	\$ 8,473.00
ZR-IO360PK8-W	ALTAIR io360 8-Pack & HUB Weekly Rental	\$ 2,825.00
ZR-IO360PK16-M	ALTAIR io360 16-Pack & HUB Monthly Rental	\$ 16,052.00
ZR-IO360PK16-W	ALTAIR io360 16-Pack & HUB Weekly Rental	\$ 5,351.00
ZR-IO360PK32-M	Altair io360 32 Pack & HUB Monthly Rental	\$ 30,456.00
ZR-IO360PK32-W	Altair io360 32 Pack & HUB Weekly Rental	\$ 10,152.00
ZR-ECABLE-M	MSA HUB ENET Cable Monthly Rental	\$ 48.00
ZR-ECABLE-W	MSA HUB ENET Cable Weekly Rental	\$ 16.00
ZR-SUNSHIELD-M	ALTAIR io360 Sunshield Monthly Rental	\$ 19.00
ZR-SUNSHIELD-W	ALTAIR io360 Sunshield Weekly Rental	\$ 7.00

**PLEASE NOTE:** ALTAIR io360 rental units are shipped with fresh batteries. Batteries are a consumable item and replacements are not furnished during the rental period. MSA recommends using MSA part number 10201430 for replacements. Consult the operating manual for details.





# Rental Program

ALTAIR io360



1. Call or email to determine unit(s) availability and pricing. Contact our Service Center at 1-800-672-4678 option 2 then option 1 to determine unit(s) availability and pricing OR email to [Factory.Service@MSAsafety.com](mailto:Factory.Service@MSAsafety.com).



2. MSA will provide the rental agreement and rental price sheet (both, if needed).



3. Create a purchase order (PO) with the necessary information, such as sold to/ship to, part number, and rental duration. Refer to the price sheet for pricing and part numbers. Send the PO to MSA.



4. MSA will fill out the rental agreement (using the info provided in your PO) and will send the agreement back to you to obtain your signature. After signing the agreement, return it to MSA.



5. MSA will pay for the rental unit(s) to be shipped via ground. If you require another shipping method, MSA can prepay and add the cost to the invoice, or a UPS account number can be provided for MSA to utilize.



6. If a unit fails during the rental period, contact MSA and a replacement unit will be sent via next day shipping unless the request is received on a Saturday or Sunday. The failed unit is to be returned to MSA at renter's expense. Upon receipt, the unit will be inspected. If the failure was caused by abuse rather than a manufacturing defect, charges will be added to the invoice for shipping the replacement and for either a repair or a replacement.



7. At the end of the rental period, the channel partner or end user is responsible for the return of the unit(s).



8. The rental period ends on the same day the unit(s) are picked up and scanned for return. Rental is not considered complete until the unit(s) are returned to MSA Service Center.



9. After the unit(s) have been inspected, additional costs will be incurred for any missing/damaged accessories or meters, sticker/tape removal or cleaning.

# Rental Program

ALTAIR io360

## MSA Equipment Rental Agreement

THIS IS NOT AN INVOICE

EQUIPMENT RENTAL AGREEMENT					
SOLD TO			SHIP TO		
Company			Company		
Address			Address		
City			City		
ST/Prov.			ST/Prov.		
Postal			Postal		
Attention			Attention		

Contact	Phone	Cell	Email	Purchase Order	Notification

Rental Term (In Weeks, Mos.)	Date Wanted	Date Out	Shipped Via	Date Back	Actual Term (In Weeks, Mos.)

Qty.	Part Number	Description	# Weeks Or Mos.	Rental Price Per	Discount	Rental Total

Qty.	Part Number	Description	Price Per Unit	Cleaning Total
	Z0840110	FEE FOR LABEL REMOVAL & CLEANING: CHARGED IF UNITS ARE RETURNED DIRTY OR WITH EXTRA LABELS APPLIED	\$10.00	

NOTE: PREPARATION LABOR TIME WILL BE CHARGED FOR RENTALS CANCELLED WITHIN 24 HOURS OF REQUESTED SHIPPING DATE. SHIPPING COSTS AND APPLICABLE TAXES ARE ADDITIONAL		Sub Total

**Serial/Asset Numbers:**

Lessee and Lessor each agrees to all terms and conditions set forth on the following page and in witness whereof, each has had its duly authorized representative execute this Agreement.

**MSA SAFETY SALES, LLC**

**LESSEE**

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_



# Rental Program

## ALTAIR io360

This Equipment Rental Agreement ("Agreement") is made between MSA Safety Sales, LLC, a Pennsylvania corporation with a place of business at 1000 Cranberry Woods Drive, Cranberry Township, PA 16066 ("Lessor"), and Company (lessee") indicated above. In consideration of the mutual covenants contained herein, the parties agree as follows:

1. AGREEMENT. Lessee agrees to rent from Lessor, and Lessor agrees to rent to Lessee, on the terms and conditions contained in this Agreement, the equipment listed above ("Equipment").

2. TERM; RENTALS.

This Agreement is for the rental term indicated above. For that term, Lessee agrees to pay to Lessor all rental amounts indicated on the face of the agreement.

3. DESTRUCTION, LOSS, DAMAGE, MODIFICATION OR SUBSTITUTION OF EQUIPMENT. In the event of loss or destruction of the Equipment, Lessee shall pay the full replacement price of the lost or destroyed Equipment in addition to the rental fees incurred. In the event of damage or modification to the equipment, the Lessee shall pay for repairs to the equipment at prevailing repair rates in addition to the rental fees incurred. In the event that lessor substitutes or swaps any of the originally supplied equipment, accessories or components parts with other used, worn or otherwise non-originally supplied items, the lessor shall pay the full replacement price for all substituted or swapped items in addition to the rental fees incurred. Lessor shall not be obligated to undertake, by litigation or otherwise, the collection of any claim against any person for loss or damage of the Equipment. The total or partial loss of use or possession thereof to Lessee shall not release or relieve Lessee from the duty to pay the rental fees due under this Agreement.

4. CLEANING, SANITIZING & DECONTAMINATION OF EQUIPMENT. All rental equipment being returned must be cleaned, sanitized, or decontaminated as necessary to minimize the possibility of MSA employee exposure to health hazards in handling material. A Certificate of Decontamination must accompany any equipment being returned that has been exposed to a hazardous substance. All applicable laws and regulations shall apply. Lessee agrees to pay additional charges if required to clean, sanitize, remove added stickers or otherwise return the equipment to the same condition as it was when rented.

5. NO WARRANTIES BY LESSOR; MAINTENANCE COMPLIANCE WITH LAWS AND INSURANCE. Lessee will be deemed to have accepted the Equipment as soon as it has been delivered and is operational. LESSOR MAKES NO WARRANTY OR REPRESENTATION, EITHER EXPRESS OR IMPLIED, AS TO THE FITNESS, QUALITY, DESIGN, CONDITION, CAPACITY, SUITABILITY, MERCHANTABILITY OR PERFORMANCE OF THE EQUIPMENT OR OF THE MATERIAL OR WORKMANSHIP THEREOF. LESSEE ACCORDINGLY AGREES NOT TO ASSERT ANY CLAIM WHATSOEVER AGAINST THE LESSOR BASED THEREON. LESSEE FURTHER AGREES, REGARDLESS OF CAUSE, NOT TO ASSERT ANY CLAIM WHATSOEVER AGAINST THE LESSOR FOR LOSS OF ANTICIPATORY PROFITS OR CONSEQUENTIAL DAMAGES. No oral lease, guaranty, promise, condition, representation or warranty shall be binding upon Lessor; all prior conversations, leases or representation related hereto and/or to the Equipment are integrated herein, and no modification hereof shall be binding unless in writing signed by Lessor. Lessee agrees, at its own cost and expense, (a) to pay all charges and expenses in connection with the operation of each item of Equipment; (b) to comply with all governmental laws, ordinances, regulations, requirements and rules with respect to the use, maintenance and operation of each item of Equipment; (c) to maintain at all times general liability insurance (including products and completed operations), property damage, and all risk property coverage for the full replacement cost of the Equipment, in an amount (and with deductibles) reasonably satisfactory to Lessor, protecting Lessor's interest as it may appear, and naming Lessor as loss payee as to property insurance and additional insured as to liability insurance with subrogation waived and to deliver to Lessor evidence of such insurance coverage prior to the first day of the term of this Agreement and, thereafter, within 10 days of the expiration of any insurance; all insurance policies shall provide that no modification or cancellation thereof shall be effective as to Lessor without 30 days prior written notice to Lessor, and (d) to keep the Equipment in good condition, reasonable wear and tear excepted. If Lessee self-insures against any liability or property exposure, then Lessee agrees to fully indemnify Lessor against any loss pursuant to this Agreement.

6. TAXES. Sales Tax is additional. Lessee agrees to pay all applicable sales taxes due upon the rental fees and upon additional goods or services that may be sold as part of this agreement.

7. SHIPPING. Shipping charges are additional. Lessee agrees to pay applicable shipping charges for MSA to ship the rented equipment to the desired shipping address. Lessee also agrees to return rented equipment to the MSA rental center at Lessee's expense at end of the term of the agreement.

8. LESSOR'S TITLE, RIGHT OF INSPECTION AND IDENTIFICATION OF EQUIPMENT. Title to the Equipment shall at all times remain with the Lessor and Lessee will at all times protect and defend, at its own cost and expense, the title and interest of Lessor from and against all claims, liens and legal processes of creditors of the Lessee and keep all the Equipment, and Lessee's interest therein, free and clear from all such claims, liens and processes. Lessee shall not grant or permit any lien on the Equipment except in favor of Lessor. Upon the expiration or termination of this Agreement, the Lessee at Lessee's sole expense shall return the Equipment unencumbered to Lessor in the same condition as when received by Lessee, reasonable wear and tear resulting from use thereof alone excepted.

9. DEFAULT. An event of default shall occur if:

(a) Lessee fails to pay when due any installment of rent;

(b) Lessee ceases doing business as a going concern, makes an assignment for the benefit of creditors, admits in writing its inability to pay its debts as they become due, files a voluntary petition in bankruptcy, is adjudicated a bankrupt or an insolvent, files a petition seeking for itself any reorganization, arrangement, composition, readjustment, liquidation, dissolution or similar arrangement under any present or future statute, law or regulation or files an answer admitting the material allegations of a petition filed against it in any such proceeding, consents to or acquiesces in the appointment of a trustee, receiver, or liquidator of it or of all or any substantial part of its assets or properties, or if it or its shareholders shall take any action looking to its dissolution or liquidation;

(c) within 45 days after the commencement of any proceedings against Lessee seeking reorganization, arrangement, composition, readjustment, liquidation, dissolution, or similar relief under any present or future statute, law or regulation, such proceedings shall not have been dismissed, or if within 45 days after the appointment without Lessee's consent or acquiescence of any trustee, receiver or liquidator of it or of all or any substantial part of its assets and properties, such appointment shall not be vacated;

(d) any loss, theft, damage, destruction, sale, assignment, transfer, loss of possession, lien or encumbrances of or on the Equipment or any interest in this Agreement;

(e) any failure by Lessee to maintain insurance on the Equipment and supply evidence thereof as required in this Agreement;

(f) any levy against or seizure or attachment of, the Equipment or any interest in this Agreement;

(g) any use of the Equipment in violation of this Agreement; or

(h) any default by Lessee under any other obligation to, or agreement with Lessor, including without limitation, the Purchase Agreement or any termination or expiration of the Purchase Agreement.

Upon the occurrence of an event of default, Lessor shall have all the rights and remedies provided by applicable law and by this Agreement. Notwithstanding that this is a rental agreement and title to the Equipment is at all times in Lessor, Lessor may nevertheless at its option elect to exercise those rights and remedies of a secured party under the Uniform Commercial Code. In addition, Lessor, at its option, may: (a) declare all unpaid rentals and other sums due and to become due hereunder immediately due and payable; (b) proceed by appropriate court action or actions or other proceedings either at law or in equity to enforce performance by Lessee of any and all covenants of this Agreement and to recover damages for the breach thereof; (c) demand that Lessee deliver the Equipment immediately to Lessor at Lessee's expense at such place as Lessor may designate; and (d) without notice, liability or legal process, enter by itself and/or its agents into any premises of or under control or jurisdiction of Lessee or any agent of Lessee where the Equipment may be or is believed to be, and repossess all or any item thereof, disconnecting and separating all thereof from any other property and using all force necessary or permitted by applicable law so to do, Lessee hereby expressly waiving all further rights to possession of the Equipment and all claims for injuries suffered through or loss caused by such repossession. Lessee shall be responsible for all expenses of retaking, repairing, holding or the like, including, without limitation, Lessor's reasonable attorney's fees and expenses. The provisions of this paragraph shall be without prejudice to any rights given to the Lessor by such statute to prove any amounts allowed thereby.

10. INDEMNITY. Lessor shall not be liable to Lessee for and Lessee shall indemnify and save Lessor harmless from and against any and all liability, loss, damage, expense, causes of action, suits, claims or judgments (including attorneys' fees) arising from or caused directly or indirectly by: (a) Lessee's failure to promptly perform any of its obligations under this Agreement, or (b) injury to person or property resulting from or based upon the actual or alleged use or operation of any or all of the Equipment, or (c) inadequacy of the Equipment, or any part thereof, for any purpose or any deficiency or defect therein or the use or maintenance thereof or any repairs, servicing or adjustments thereto or any delay in providing or failure to provide any thereof or any interruption or loss of service or use thereof for any loss of business.

11. ASSIGNMENT, NOTICES, REMEDIES AND WAIVERS. Without the prior written consent of Lessor, in its absolute discretion, the Lessee shall not assign this Agreement or its interests hereunder. All notices shall be delivered in person to an officer of the Lessor or Lessee, shall be mailed certified mail, or sent by recognized overnight mail service to Lessor or Lessee at its respective address above shown or at such other address as Lessor or Lessee shall designate in writing for its receipt of notices. No remedy of Lessor under this Agreement shall be exclusive of any other remedy under this Agreement or by law or in equity provided, but each shall be cumulative and in addition to every other remedy. A waiver of a default shall not be a waiver of any other or a subsequent default.

12. FURTHER ASSURANCES. Lessee shall execute and deliver to Lessor, upon Lessor's request, such other instruments and assurances as Lessor deems necessary or advisable for the confirmation or perfection of this Agreement and Lessor's rights under this Agreement.

13. GOVERNING LAW. This Agreement shall be governed by and construed in accordance with, the laws of the Commonwealth of Pennsylvania, regardless of the conflict of laws principles thereof. Any legal action, suit, or other proceeding arising out of or in any way connected with, this Agreement shall be brought in the courts of the United States courts for the Western District of Pennsylvania.

14. AGREEMENT IRREVOCABILITY. This Agreement is irrevocable for its full term and for the aggregate rent described above and the rent shall not abate by reason of termination of Lessee's right of possession and/or the taking of possession by the Lessor or for any other reason.

# MSA—The Safety Company

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*Our business is safety. We've been the world's leading manufacturer of high-quality safety products since 1914. MSA products may be simple to use and maintain, but they're also highly sophisticated devices and protective gear—the result of countless R&D hours, relentless testing and an unwavering commitment to quality that saves lives and protects millions of hard working men and women each and every day. Many of our most popular products integrate multiple combinations of electronics, mechanical systems and advanced materials to help ensure that users around the world remain protected in even the most hazardous of situations.*

## Our Mission

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MSA's mission is to see to it that men and women may work in safety and that they, their families and their communities may live in health throughout the world.

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

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.MSA.com/offices).