

# 2022 Advantage<sup>®</sup> Respirator Industrial Competitive Trade-Out Program



US and Canada



**Program effective January 1, 2022 – December 31, 2022**

## Reduce conversion costs to **MSA ADVANTAGE RESPIRATORS!**

- Convert customers to the MSA Advantage 200LS, 420 Half Masks or 3200 Full-Face Respirators at no charge.

### Here's how the program works:

- Convert a minimum of 20 half-mask or 10 full-face respirators.
- Register the conversion opportunity with the relevant customer information at <https://us.msasafety.com/apr-trade-out-program>
- You will be contacted by an MSA representative to review and authorize the conversion.
- Order instructions will then be provided. All POs must include order code **A62**.



Advantage 200LS Respirator



Advantage 420 Respirator



Advantage 3200 Respirator

| Trade-out respirators available at NO charge | Cartridge purchase required per facepiece. Flexi filters in parentheses. |
|--|--|
| Advantage 200LS Respirator                   | 1 Pair (5)   |
| Advantage 420 Respirator                     | 3 Pair (12)  |
| Advantage 3200 Respirator                    | 5 Pair (20)  |

- Program only valid when replacing competitive (non-MSA) respirators.
- All required trade-out information must be complete and is subject to verification.
- Program valid January 1, 2022 – December 31, 2022.
- Not valid with any other promotion or special pricing.
- Valid only for industrial and construction applications in which ongoing cartridge and filter use is anticipated.
- First responder, law enforcement, government, healthcare, military and other non-industrial applications are not eligible for this program.

**Non-compliance or improper use of this promotion for purposes other than competitive conversion will result in Channel Partner restriction from participation. MSA reserves the right to cancel or modify this program at any time.**

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

## 2022 ADVANTAGE® RESPIRATOR COMPETITIVE TRADE-OUT ORDER/CONVERSION VERIFICATION

| Half-Mask Respirators |   |          |           |   |
|-----------------------|---|----------|-----------|---|
| PART NO.              | Description                                 | Quantity | Net Price | # of Cartridges (Flexi) purchased per facepiece |
| 815696                | Advantage 200 LS, Small, 2-Piece Neckstrap  |          | No Charge | 1 (5)   |
| 815692                | Advantage 200 LS, Medium, 2-Piece Neckstrap |          | No Charge | 1 (5)   |
| 815700                | Advantage 200 LS, Large, 2-Piece Neckstrap  |          | No Charge | 1 (5)   |
| 815448                | Advantage 200 LS, Small, 1-Piece Neckstrap  |          | No Charge | 1 (5)   |
| 815444                | Advantage 200 LS, Medium, 1-Piece Neckstrap |          | No Charge | 1 (5)   |
| 815452                | Advantage 200 LS, Large, 1-Piece Neckstrap  |          | No Charge | 1 (5)   |
| 10102182              | Advantage 420, Small                        |          | No Charge | 3 (12)  |
| 10102183              | Advantage 420, Medium                       |          | No Charge | 3 (12)  |
| 10102184              | Advantage 420, Large                        |          | No Charge | 3 (12)  |
| Full-Face Respirators |   |          |           |   |
| PART NO.              | Description                                 | Quantity | Net Price | # of Cartridges (Flexi) purchased per facepiece |
| 10028996              | Advantage 3200, Small, Rubber Head Harness  |          | No Charge | 5 (20)  |
| 10028995              | Advantage 3200, Medium, Rubber Head Harness |          | No Charge | 5 (20)  |
| 10028997              | Advantage 3200, Large, Rubber Head Harness  |          | No Charge | 5 (20)  |

In order to participate in this program. Please click the below link and complete the conversion verification form in its entirety with details of the opportunity as requested. You will be contacted by an MSA Business Development Team Member to confirm and process the conversion order.

<https://us.msasafety.com/apr-trade-out-program>

Program valid January 1, 2022 through December 31, 2022. Not valid with any other promotion or special pricing. All trade-ins are subject to verification. Non-compliance or improper use of this promotion for purposes other than competitive conversion will result in Channel Partner restriction from participation. MSA reserves the right to cancel or modify this program at any time. Distributor PO must include Promo Code **A62**, no exceptions.

### MSA Internal Instructions

1. Business Development team verifies and authorizes conversion order and confirms cartridge and respirator quantities and provides channel partner with PO instructions.
2. Customer Service Team enters the channel partner order and enters the no charge items as **TANN**. Cartridges are at standard pricing.
3. Enter order reason code **A62**.
4. Any trade that includes 40 or more half masks or 20 or more full facepieces requires approval by MSA Business Development Representative.
5. Any trade-out that includes 100 or more half masks or 50 or more full facepieces requires Industrial Marketing Manager approval prior to processing.