



## **MSA Promise Program**

To: The Blyth/North Huron Fire Department

In 2007, MSA developed a program called the 'Promise Program' with the intent of securing future sales for those owners of the 2002 edition of MSA SCBA, who upgraded to the 2007 NFPA edition M7 in preparation for the 2012 NFPA edition SCBA. The last phase of the program was to be given in 2012 as a \$2,012.00 credit toward the upgrade to meet the 2012 NFPA standards. The standards took much longer to come to fruition and so the 'Promise Program' was put on hold. MSA did not know at the time that in the creation of the new SCBA to meet the latest NFPA standard, it would not be feasible to upgrade the 2007 edition SCBA. MSA originally offered \$2,012.00 off their list price per SCBA upgrade, as at the time, all of your SCBA were purchased directly from MSA. Since then, A.J. Stone Company Limited has become the Prestige Fire Service Distributor for MSA products in Ontario and is re-visiting this program with a new solution for all 'Promise Program' Fire Departments.

**Your department has a total accrual of \$24,144.00 that was set aside for the purchase of new MSA SCBA under the 'Promise Program'.**

The following is a small list of products, as an example, that can be purchased with the 'Promise Program' accrual instead of purchasing new SCBA. These products are called '01 Parts & Accessories' that go with your current SCBA. Below is an example of the discount that A.J. Stone Co. and MSA is offering to the current 'Promise Program' Fire Departments.

<b><u>Part Number</u></b>	<b><u>Brief Description</u></b>	<b><u>Canadian List Price</u></b>	<b><u>AJ Stone Discount to FD</u></b>	<b><u>Net Price</u></b>
807586-SP	2216 Carbon Fibe Cylinder	\$1,739.44	18%	\$1,426.34
10084824	PTC Facepiece	\$612.00	18%	\$501.84
10111642	3' Hose & Pouch	\$1,202.24	18%	\$985.84
10091446	External HUD	\$524.96	18%	\$430.47

The '01 Parts and Accessories' list for your department will be unique to you and your SCBA, and shows you the opportunity you now have to save thousands of dollars of your taxpayer's money, and not be out of pocket any current capital funding. We thank you for your patience. An A. J. Stone Co. Sales representative will be more than happy to meet with you in person to discuss the upgrade.

Sincerely,

Mike Stone, VP Sales