



A Tyco International Company

May 19, 2011

To Operations Challenge Teams,

Scott Safety is pleased to be the official provider of multi-gas monitors to the Water Environmental Federation (WEF) Operations Challenge. The Scott Safety PROTÉGÉ will be used in the safety event at the local and national competitions. Transitioning to the PROTÉGÉ will ensure teams are utilizing the most up to date technology in portable gas detection.

The Operations Challenge is important in building teamwork and training personnel in a competitive, fun format. This creates a culture of safety and builds skills across multiple disciplines. Scott Safety supports this format of continuing training and competition.

Scott Safety now gives teams the opportunity to purchase PROTÉGÉ gas monitors direct from Scott. To help encourage the teams are training with the same equipment that will be used in the Operations Challenge, Scott Safety is offering a 50% discount off of list price on instruments, multi-chargers and docking stations as well as a 30% discount off list price on spare parts and accessories. Taking advantage of this program and using the PROTÉGÉ in your training will improve your competitiveness at the Challenge.

There are many configurations of the PROTÉGÉ available. Please visit our website at www.scottsafety.com to see collateral and more detailed information. We can also get you in contact with a local Regional Manager to give you a product demonstration and product training. Below is the process to set-up a new account so you can purchase the PROTÉGÉ. This program will be available to the Operations Challenge Teams through September 2012.

Good Luck and Have Fun,

Marty Lorkowski

Scott Safety

Global Marketing Manager, Industrial

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NEW ACCOUNT SET-UP
INDUSTRIAL SCHOOL

Before a new customer account may be established with SCOTT Safety, the following information should be provided to Customer Service at 800-247-7257. Once the following information is obtained, a request will be submitted to SCOTT Finance for the account to be established, which typically requires three to five (3 - 5) business days.

To establish an account for an Industrial School:

- **Proper Name and address**, both mail and physical, on letterhead or Purchase Order
- **Accounts Payable contact information**
 - o name, phone, fax and email address
- **Purchasing contact information**
 - o name, phone, fax and email address
- Estimated **annual sales volume** to be generated with SCOTT and/or credit limit request
- **Tax exempt form** if exempt from sales tax (otherwise sales tax will be charged where appropriate)

To establish credit terms:

- Bank reference 3 trade references
- Trade references from 3 organizations

*Industrial Schools are limited to the purchase of three (3) Industrial units (Protégé).

Two items currently used in the Operations Challenge regional events:	<u>2011 List Price</u>
Part Number PRO-312212 Protégé O2/LEL/H2S Gas Monitor Kit	\$ 520.00
Part Number 096-3271 Pump Kit	\$ 245.00

Thank you for choosing the Scott Safety PROTÉGÉ for use at the Operations Challenge.