

**3M™ VERSAFLO™ RESPIRATOR SYSTEMS TRADE-IN
OFFER TR-300 SERIES & TR-600 SERIES RESPIRATORS**

Valid through 12/31/18

PROGRAM DESCRIPTION

Continuing into 2018, qualifying customers in the United States can “trade-in” a NIOSH approved PAPR blower to 3M and receive a \$200 trade-in allowance on the purchase of a new 3M™ Versaflo™ TR-300 Series or TR-600 Series respirators. Minimum purchase requirement is ten (10) units.

PROCESS STEPS

STEP	ACTION	COMMENT
1	<ul style="list-style-type: none"> • Seller works with 3M rep to qualify customer & determine appropriate equipment 	
2	<ul style="list-style-type: none"> • Customer registers @ www.3M.com/UpgradeToVersaflo 	Customer must register to be eligible for trade-in allowance
3	<ul style="list-style-type: none"> • Seller submits CSP quote request in Salesforce <ul style="list-style-type: none"> ○ In the Notes section: “Customer has registered on 3M website for promotional pricing on Contract #C51168.” ○ In the Job Name section: “Price quoted reflects the \$200.00 trade-in allowance offered by 3M” 	Quote quantity should equal the number of PAPRs that customer will return to 3M (minimum of 10)
4	<ul style="list-style-type: none"> • Quote is returned to seller. Seller presents quote to customer. Customer is ready to order 	Quote presented to customer must state: "Price quoted reflects the \$200 trade in-allowance offered by 3M. Call 1-800-GRAINGER for assistance if needed.
5	<ul style="list-style-type: none"> • Product is shipped directly to customer from 3M 	

Customer qualifies for the promotional trade-in allowance by trading-in a NIOSH-approved PAPR blower unit and purchasing one of the 3M™ Versaflo™ products identified above. For example, if a customer trades-in to 3M ten (10) NIOSH-approved PAPR blower units and purchases ten (10) TR-600 Series respirator systems, they will receive a trade-in allowance of \$2,000 (\$200 x 10) off the purchase price.

Item #	3M Mfr #	Description
11V986	TR-300-HKL	Head Cover PAPR Kit (M/L)
11V987	TR-300-HKS	Head Cover PAPR Kit (S/M)
11W031	TR-305N	PAPR with Standard Belt and Economy Battery
11W032	TR-306N	PAPR with High Durability Belt and High Capacity Battery
11W033	TR-307N	PAPR with Easy Clean Belt and High Capacity Battery
11W052	TR-300-ECK	Easy Clean PAPR Kit
11W053	TR-300-HIK	Heavy Industry PAPR Kit
48TK31	TR-300-LIK	Light Industry PAPR Kit
38HX30	TR-600-ECK	Easy Clean PAPR Kit
38HX31	TR-600-HIK	Heavy Industry PAPR Kit
38HX33	TR-613N	PAPR with High Durability Belt and Standard Battery
38HX34	TR-614N	PAPR with Easy Clean Belt and Standard Battery
38HX35	TR-616N	PAPR with High Durability Belt and High Capacity Battery
38HX36	TR-617N	PAPR with Easy Clean Belt and High Capacity Battery
48TK34	TR-614-HK	PAPR with Easy Clean Belt and Standard Battery
48TK32	TR-600-HKS	Head Cover PAPR Kit (S/M)
48TK33	TR-600-HKL	Head Cover PAPR Kit (M/L)



TR-300 SERIES

TR-600 SERIES

