

# Selling Guide for V-Gard® Accessory Face Protection Products



Enhanced for improved protection. Redesigned to meet your customers' needs.

Only the V-Gard Accessory face protection offers 55 products that are tested and approved as a fully-integrated system to work with MSA protective helmets.

## Where to Sell?

The V-Gard Accessory System offers products for these markets:

- Construction
- Railroads
- Oil/Gas/Petrochemical
- Steel / Smelting
- General manufacturing / Heavy industry
- Mining
- Forestry



## Why Sell V-Gard Accessory System Products?

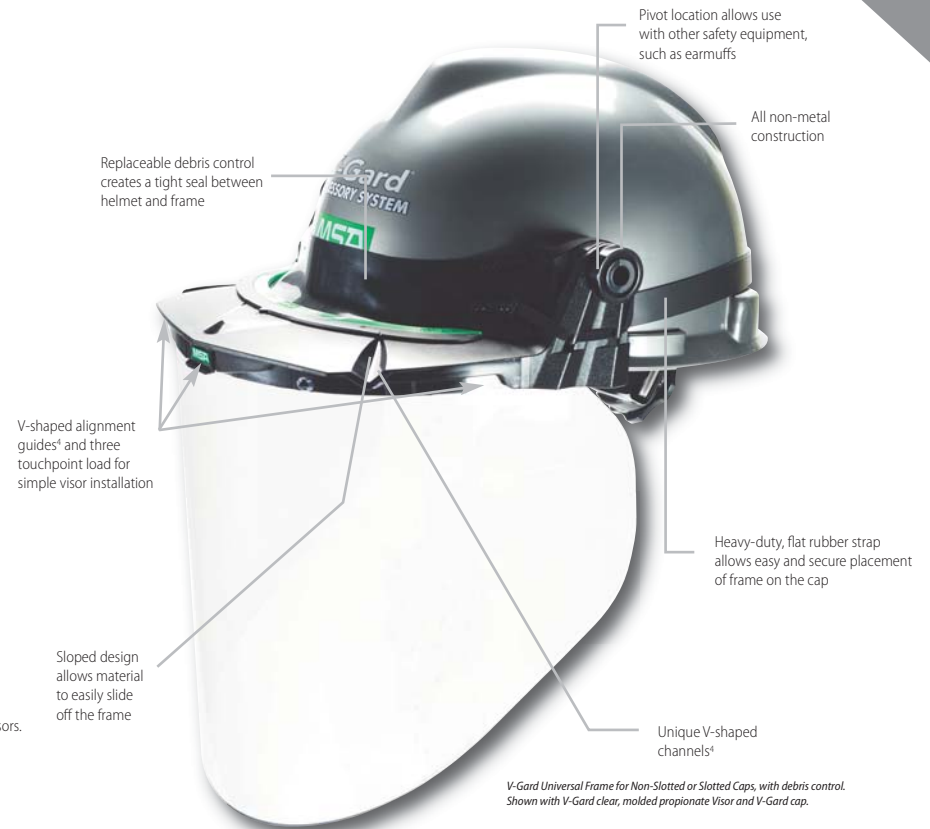
- 1 FACT:** On average, for each frame sold, 6 visors are sold! Sell 1 frame, and you've earned yourself an easy 6 additional sales. Our full line of visors does the rest of the work for you.
- MSA offers popular visors at very competitive prices—making repeat sales even easier.
- Our V-Gard Frames were redesigned "by our customers"! New features never before available in one frame: debris control, easy visor and frame installation/removal, and compatibility with earmuffs, half-mask respirators and other PPE.
- We've taken the guesswork out of replacement products: All V-Gard Visors work with all V-Gard Frames.<sup>2,3</sup>
- MSA's distinct frame design mirrors the V-Gard Helmet—the world's best-selling hard hat. Customers will easily recognize and ask for the V-Gard brand by name.
- One global part number per item! Serve worldwide customers with products that meet global standards—reducing inventory costs, improving turns and increasing efficiency.

<sup>1</sup> Desired features based on extensive voice of customer research conducted during the development of V-Gard Accessory System Products.

<sup>2</sup> MSA recommends the use of debris control on V-Gard frames when wearing both cap-mounted earmuffs and V-Gard molded visors.

<sup>3</sup> MSA does not recommend the use of the V-Gard Universal Frame with the MSA Smooth Dome cap when using cap-mounted earmuffs and V-Gard Molded visors. The MSA V-Gard Frame for Slotted Caps can be used for this particular combination.

<sup>4</sup> Patent pending.



## V-Gard Universal Frame: Key Features

## V-Gard Frame for Slotted Caps: Key Features



V-Gard Frame for Slotted Caps, with debris control. Shown with V-Gard clear polycarbonate visor and MSA left/RIGHT (HIGH), NRR 28 dB earmuffs and V-Gard cap.

For more information on MSA products check out these two great resources:



MSA-U is a feature-rich online training center offering programs on MSA products, product technologies and safety industry standards.

[www.MSAafety.com/msau](http://www.MSAafety.com/msau)



MSA TV offers a wide variety of informative videos on our products. So log in, lean back and learn!

[www.MSAafety.com/VGardSystemVideo](http://www.MSAafety.com/VGardSystemVideo)

Got to [www.MSAafety.com](http://www.MSAafety.com) Keyword: VGardSystem or call Customer Service 1.800.MSA.2222 for more information on V-Gard Accessory System Products.



**MSA Corporate Center**  
1000 Cranberry Woods Drive  
Cranberry Township, PA 16066  
Phone 724-776-8600  
[www.MSAafety.com](http://www.MSAafety.com)  
**U.S. Customer Service Center**  
Phone 1-800-MSA-2222  
Fax 1-800-967-0398

**MSA Canada**  
Phone 1-800-672-2222  
Fax 1-800-967-0398  
**MSA Mexico**  
Phone 01 800 672 7222  
Fax 52-44 2227 3943  
**MSA International**  
Phone 724-776-8626  
Toll-Free 1-800-672-7777  
Fax 724-741-1559

## What to Sell?

There are 55 products in the V-Gard Accessory System of face protection products. The following are among our best-sellers.

V-GARD VISORS AND NITROMETERS <sup>2</sup>				
	P/N	Description	Product Size L x W x H (inches)	Qty/ Case
	10115836	VISOR, V-Gard, PC, CLR, SH x STD x LTW (contoured)	8 x 17 x 0.04	10
	10115863	VISOR, V-Gard, PC, CLR, MED x STD x LTW (contoured)	9.5 x 17 x 0.04	10
	10115840	VISOR, V-Gard, PC, CLR, SH x STD x THK (contoured)	8 x 17 x 0.06	10
	10115839	VISOR, V-Gard, PC, CLR, AFAS, SH x STD x THK (contoured)	8 x 17 x 0.06	5
	10115842	VISOR, V-Gard, PC, GN, AFAS, SH x STD x THK (contoured)	8 x 17 x 0.06	5
	10116557	VISOR, V-Gard, MESH, PLST, SH x STD	8 x 17 x 0.1	10
	10115861	VISOR, V-Gard, PC, SH5, SH x STD x THK	8 x 17.25 x 0.07	5
	10115862	NITROMETER, V-Gard, PC, SH5, SH x STD x THK <sup>3</sup>	8 x 17.25 x 0.07	5
	10115855	VISOR, V-Gard, PROP, CLR, SH x STD x XTHK	8 x 17 x 0.098	5
	10115856	NITROMETER, V-Gard, PROP, CLR, SH x STD x XTHK <sup>3</sup>	8 x 17 x 0.098	5
V-GARD FRAMES				
	10115730	FRAME, V-Gard, FOR SLOTTED MSA CAPS, with debris control	6.5 x 9.72 x 2.56	10
	10121266	FRAME, V-Gard, FOR SLOTTED MSA CAPS, w/o debris control		
	10115821	FRAME, V-Gard, ET, FOR SLOTTED MSA CAPS, with debris control	6.5 x 9.72 x 2.56	10
	10121267	FRAME, V-Gard, ET, FOR SLOTTED MSA CAPS, w/o debris control		
	10115822	FRAME, V-Gard, UNIVERSAL, FOR CAPS, with debris control	6.5 x 9.72 x 2.56	10
	10121268	FRAME, V-Gard, UNIVERSAL, FOR CAPS, w/o debris control		
	10116627	FRAME, V-Gard, FOR HATS	5.5 x 11.3 x 3.25	10
	10116628	FRAME, V-Gard, ET, FOR HATS	5.5 x 11.3 x 3.25	10
V-GARD CHIN PROTECTORS				
	10115828	CHIN PROTECTOR, V-Gard, RETRACTABLE	8.68 x 4 x 3.82	5
	10115827	CHIN PROTECTOR, V-Gard, STD	8.63 x 3.02 x 2.86	5
V-GARD ACCESSORY SYSTEM KIT				
	10118695	KIT, V-Gard FRAME FOR SLOTTED CAPS with DEBRIS CONTROL, CLEAR PC VISOR, and WHITE V-GARD CAP	Not Applicable	1

<sup>1</sup> Patent pending

<sup>2</sup> For additional product listings, refer to MSA's "V-Gard Accessory System" bulletin (ID 0670-006-MC / October 2012) or visit our website.

<sup>3</sup> For use with V-Gard Chin Protectors ONLY.

**Note:** This bulletin contains only a general description of the products shown. While uses and performance capabilities are described, under no circumstances shall the products be used by untrained or unqualified individuals and not until the product instructions including any warnings or cautions provided have been thoroughly read and understood. Only they contain the complete and detailed information concerning proper use and care of these products.

ID 0670-009-MC / Oct 2012

© MSA 2012 Printed in U.S.A.

