

# AIR-PAK SCBA UPGRADE KIT

FOR NFPA 1981, 2007 EDITION - PRODUCT INFORMATION



**SCOTT**<sup>®</sup>  
HEALTH & SAFETY

## Q&A

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### Question

When will the upgrade kits be available?

### Answer

The schedule for release of upgrade kits is as follows:

October 2008:	NFPA 1981, 2002 compliant Air-Pak® 2.2/3.0/4.5/Fifty™ SCBA's
November 2008:	NFPA 1981, 1997 compliant Air-Pak® 2.2/3.0/4.5/Fifty™ SCBA's
Spring 2009:	NFPA 1981, 2002 compliant Air-Pak NxG2™ SCBA's

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### Question

How can I order the upgrade kits?

### Answer

An order configurator is available as part of this product launch package. It is based on a single questionnaire that walks you and your customer seamlessly through the process, so that the right kit is ordered.

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### Question

Who can perform an upgrade?

### Answer

Only Authorized Scott Service Centers are allowed to perform the upgrades.

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### Question

What if I just wanted to upgrade my PASS device to the new standard?

### Answer

Since the Scott Pak-Alert® PASS device and Pak-Tracker™ Firefighter Locator underwent extensive work for NFPA 1982, 2007, simply upgrading the PASS only at this time is not possible. Remember, the Heads-Up Display (HUD) electronics are built into the console, so it is not possible to simply upgrade the PASS device only.

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### Question

Do I have to upgrade my PASS as well?

### Answer

You do not need to upgrade your PASS device in order to maintain your certification. PASS devices are not required for NFPA 1981, 2007 compliance. However, if the SCBA is upgraded to the new standard, then the PASS has to be either upgraded or removed completely, as the electronics differ between older and newer model Air-Pak SCBA's.

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## Scott Air-Pak® SCBA Upgrade Kit

# ORDER GUIDE

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Follow the configurator order chart below to develop a part number for upgrading an NFPA 1981, 1997 or NFPA 1981, 2002 Edition Scott Air-Pak® SCBA. Note that purchase orders for Air-Pak® NxG2™ SCBA upgrade kits cannot be accepted at the present time (available in Spring 2009).

A – What edition of Air-Pak SCBA do you have? Choose from the following:

- 1 – NFPA 1981, 1997 Edition
- 2 – NFPA 1981, 1997 with CBRN Protection
- 3 – NFPA 1981, 2002 Edition
- 4 – NFPA 1981, 2002 with CBRN Protection

B – What style of Air-Pak SCBA do you have? Choose from the following:

- 1 – Wireframe unit
- 2 – Air-Pak Fifty™ SCBA
- 3 – Air-Pak NxG2™ SCBA (available in Spring 2009)

C – What pressure is your SCBA? Choose from the following:

- 2 – 2216 psig
- 3 – 3000 psig
- 4 – 4500 psig

D – Do you have a quick disconnect mask mounted regulator hose?

- 1 – No
- 2 – Yes

E – Do you have any accessory hoses (i.e. EBSS, dual EBSS, or extended duration airline)?

- 0 – No
- 1 – Yes, I have the over the shoulder EBSS
- 2 – Yes, I have a dual EBSS or extended duration airline installed

F – Choose what type of console/gauge you would like to upgrade to?

- 1 – Gauge/HUD only console
- 2 – PASS console with gauge & HUD
- 3 – Pak-Tracker™ Locator console with gauge & HUD

### Configurator Order Chart:

Select the appropriate number from the lettered sections above. Numbers in the grey sections must be included.							
<b>07UG</b>	A	B	C	<b>0</b>	D	E	F
<i>Example:</i> Upgrading from an NFPA 1981, 1997 Edition, Air-Pak Fifty™ SCBA with 4500 psig cylinder, no quick disconnect, over the shoulder EBSS to NFPA 1981, 2007 Edition with Pak-Tracker console with gauge and HUD.							
07UG	1	2	4	0	1	2	3

## **PRESS RELEASE**

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### **Upgrade Kits for Legacy Model Scott Air-Pak® SCBA Now Available**

Making older model Air-Pak SCBA's compliant with newest NFPA 1981, 2007 Standard is now possible with introduction of Scott's Upgrade Kits

**DATELINE (September 17, 2008)** – Scott Health & Safety announces the introduction of the Air-Pak® SCBA Upgrade Kit, developed to help bring fire departments using legacy model Scott Air-Pak SCBA's in line with the current NFPA 1981, 2007 Standard for Self Contained Breathing Apparatus. Applicable to any 1997 or 2002 compliant Air-Pak SCBA, the kit is the most economical and efficient way for a fire department to upgrade their entire SCBA inventory to the new standard. Simple electronics updates and/or the addition of new components is all that is required to upgrade an older model Air-Pak SCBA to the 2007 standard.

"We developed these kits in order to assist fire departments that want to use equipment that is approved to the latest NFPA standard," says Tom Korb, Scott Health & Safety's North America Fire Service Marketing Manager, "These upgrade kits provide that option to first responders without the added expense of purchasing completely new self-contained breathing apparatus."

The kits will be introduced in phases for each model Air-Pak SCBA over the next few months starting with the NFPA 1981, 2002 compliant Air-Pak® 2.2/3.0/4.5/Fifty™ SCBA's in October, followed by the NFPA 1981, 1997 compliant Air-Pak® 2.2/3.0/4.5/Fifty™ SCBA's in November. An upgrade kit for the NFPA 1981, 2002 compliant Air-Pak NxG2™ SCBA model will be available in Spring 2009.

As part of the upgrade, customers can choose to add the Scott Pak-Alert PASS device or the Pak-Tracker™ Firefighter Locator as an option, although not required by NFPA standards. Upgrade kits must be installed by a Scott Authorized Service Center.

## **PRODUCT RELEASES**

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### **50 Words**

The Scott Air-Pak® SCBA Upgrade Kit is the most economical and efficient way for fire departments to bring their 1997 or 2002 compliant Air-Pak SCBA in line with the current NFPA 1981, 2007 Standard for Self Contained Breathing Apparatus without the added expense of purchasing completely new self-contained breathing apparatus.

### **100 Words**

The Scott Air-Pak® SCBA Upgrade Kit is the most economical and efficient way for fire departments to bring their 1997 or 2002 compliant Air-Pak SCBA in line with the current NFPA 1981, 2007 Standard for Self Contained Breathing Apparatus without the added expense of purchasing completely new self-contained breathing apparatus. Electronic updates and/or the additional components will upgrade an older model Air-Pak to the 2007 standard. The addition of the Pak-Alert® PASS device or the Pak-Tracker™ Firefighter Locator is an option, although not required by NFPA standards. Upgrade kits must be installed by a Scott Authorized Service Center.

### **150 Words**

The Scott Air-Pak® SCBA Upgrade Kit helps bring fire departments using legacy model Scott Air-Pak SCBA's in line with the current NFPA 1981, 2007 Standard for Self Contained Breathing Apparatus. Applicable to any 1997 or 2002 compliant Air-Pak SCBA, the kit is the most economical and efficient way for a fire department to upgrade their entire SCBA inventory to the new standard without the added expense of purchasing completely new self-contained breathing apparatus. Simple electronics updates and/or the addition of new components is all that is required to upgrade an older model Air-Pak to the 2007 standard. As part of the upgrade, customers can choose to add the Pak-Alert® PASS device or the Pak-Tracker™ Firefighter Locator as an option, although not required by NFPA standards. Upgrade kits must be installed by a Scott Authorized Service Center.

## FEATURES & BENEFITS

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Feature	Benefit
Five year warranty on SCBA, three years on electronics	Extends current industry leading warranty on SCBA
Low cost upgrade option	Alternative to purchasing new SCBA; allows installed base of customers to remain NFPA compliant without the added expense of purchasing a complete new self-contained breathing apparatus
PASS or Pak-Tracker™ Firefighter Locator available	Provides more personal alert systems options than any other SCBA
Upgrade from NFPA 1981, 1997 or 2002 edition	Can upgrade all legacy Air-Pak® SCBA's (whether using 1997 and/or 2002 edition SCBA's) of a fire department at once to the latest standard
New components	Replaces old components that may be worn; updates Air-Pak SCBA to enhanced and current electronic components
Field upgradeable by a local Authorized Scott Service Center	End-user does not have to ship their SCBA's back to the factory for the upgrade

# Scott Air-Pak® SCBA Upgrade Kit

## PRESENTATION HELPER

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### Talking About the Upgrading Process

1. Explain the benefits of upgrading versus purchasing new – see Features & Benefits.
2. Have an older Air-Pak® SCBA available (ask for one of the department's existing units) and one that has been upgraded to show the changes that will be made.
3. Explain that the upgrade is required, by NFPA and NIOSH, to be performed at a Scott Authorized Service Center.
4. Explain as part of the upgrade, the department's facepieces will (most likely) have to be upgraded.
5. If asked, give a ball park estimate on the cost of the upgrade per SCBA using the examples below:

#### **Example #1**

A department has a 4.5 Air-Pak® Fifty™ CBRN SCBA (804935-0603) with integrated PASS (805796-02) and they want to upgrade to NFPA 1981, 2007 with integrated Pak-Tracker™ Locator.

CBRN Regulator Needed	Add	-
HUD/Gauge	Add	-
Integrated PASS	Add	-
Integrated Pak-Tracker Locator	Add	\$2,095
<i>Total Upgrade Pricing</i> .....		<i>\$2,095 (List Price)</i>

#### **Example #2**

A department has a 4.5 Air-Pak® NxG2™ SCBA (200310-08) with integrated PASS and they want to upgrade to NFPA 1981, 2007 with integrated PASS.

CBRN Regulator Needed	Add	\$725
HUD/Gauge	Add	-
Integrated PASS	Add	\$1,900
Integrated Pak-Tracker Locator	Add	-
<i>Total Upgrade Pricing</i> .....		<i>\$2,625 (List Price)</i>

### Tips to Remember

1. Always encourage the end user to wear the Air-Pak® SCBA and to breathe the unit. Talk about lightweight; hose management; ergonomics and comfort; and user friendliness.
2. Explain that the electronics used for the upgrade are the same used on the Air-Pak® 75™ and NxG7™ SCBA's that incorporated several new revolutionary features that has made Scott the industry leader.
3. Talk about how the design of the SCBA is the result of five years of gathering input and opinions of thousands (Voice of the Customer) of firefighters and end-users across North America.
4. Talk about how Scott's 3/5 year warranty will ultimately save money and maintenance time (stress the cost of ownership) -- three years for the electronics and five years on their existing SCBA (which runs concurrent with any pre-existing warranty in place).
5. Ask for the order!

### After the Demonstration

1. Extend all straps on both the Air-Pak® SCBA's for the next demonstration.
2. Clean the unit if necessary using soap and water.
3. Make sure the cylinder is fully charged and is turned off and all air has been purged from the system.
4. Store in case.

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