



**3M**



**SCOTT**<sup>™</sup>  
Fire & Safety

**Enter**

# USAC Channel Toolkit

**Toolkit for 3M and Channel Partner Use**

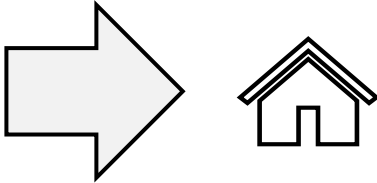
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## Channel Toolkit Navigation

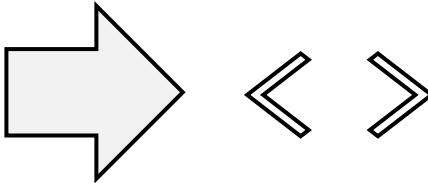
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# How To Navigate through this toolkit?

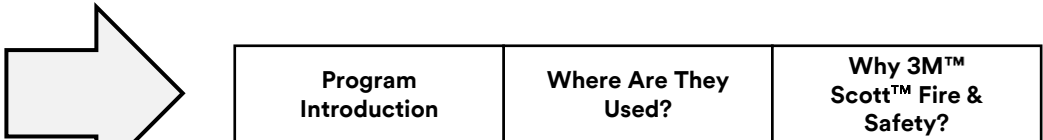
**Where can I click to go back to the content page?**  
Clicking on the 'home' icon will take you back to the content page.



**Where can I click to move to the next or previous page?**  
Click on the 'arrow' icons so you can move to the next or previous page.



**Where can I click to go to a specific section of this toolkit?**  
The titled 'boxes' at the bottom of each page are interactive and clicking the boxes will take you to the page related to specific content.



# Terms, Acronyms and Definitions\*

APR	Air-purifying respirator
APF	Assigned protection factor
DOT	Department of Transport
E-Z Flo	3M™ Scott™ Mask-Mounted Regulator
EEBD	Emergency Escape Breathing Device
EOSTI	End-of-Service-Time Indicator
IDLH	Immediately Dangerous to Life or Health
MMR	Mask-mounted regulator
NFPA	National Fire Protection Association
NIOSH	National Institute for Occupational Safety and Health

OSHA	Occupational Safety and Health Administration
PAPR	Powered air-purifying respirator
PASS	Personal Alert Safety System
PSIG	Pounds per square inch gauge
Regulator	Mask-mounted regulator
RIC	Rapid Intervention Crew
SAR	Supplied-Air Respirator
SCBA	Self-Contained Breathing Apparatus
UAC	Universal Air Connection
UEBSS	Universal Emergency Breathing Support System

Atmosphere-supplying respirator**	A respirator that supplies the respirator user with breathing air from a source independent of the ambient atmosphere, and includes supplied-air respirators (SARs) and self-contained breathing apparatus (SCBA) units.
Immediately Dangerous To Life Or Health (IDLH)**	An atmosphere that poses an immediate threat to life, would cause irreversible adverse health effects, or would impair an individual's ability to escape from a dangerous atmosphere.

\* All trade names stated in this document are the service marks, trademarks, or registered trademarks of their respective owners.

Source:  
 \*\* <https://www.osha.gov/laws-regs/regulations/standardnumber/1910/1910.134>



Introduction	Where Are They Used?	Why 3M™ Scott™ Fire & Safety?	Available Products	Selection Tools & Training	Selling Tips	Tools & Assets
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# Introduction

## USAC Channel Toolkit for 3M Scott Industrial SCBA Portfolio

### Who is it for?

This toolkit has been specifically developed for 3M Channel Partners across The United States and Canada.

### What is it for?

This toolkit equips you with the information and material related to 3M™ Scott™ Atmosphere-Supplying Respiratory solutions to enable a solution-based selling approach in the industrial segments.

### Why should I use it?

This toolkit enables you to learn more about the different business segments, workplace hazards, applications and the 3M Scott range of industrial Atmosphere-Supplying Respiratory solutions that are designed to help keep workers safe and enhance productivity. Additionally, it provides simplified tools to further support and train your teams.



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# Main Elements

What's in it for Channel Partners?



## Product Activation

List of products



## Marketing Assets

Drive awareness



## Training & Tools

Support in what and how to sell

For any additional information regarding the overall program, including any further training or customer identification and [support from 3M](#) or any questions regarding the content of this toolkit; please contact your 3M representative.

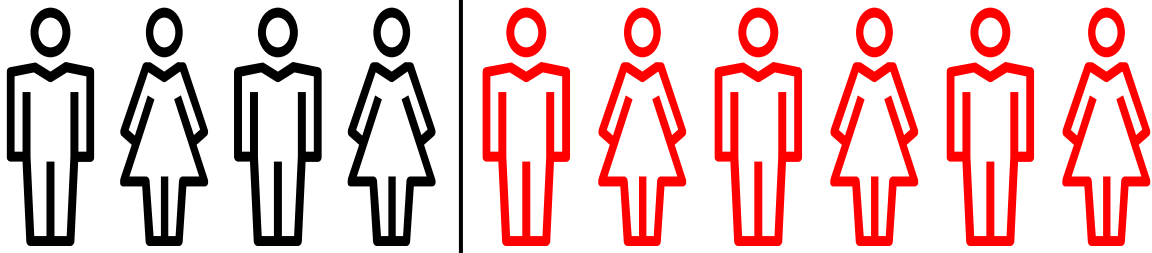
# Respiratory Protection

## Trends and Risks



In a review of multi-fatality incidents,

# 60%

of deaths are would-be rescuers.\*



**More people die attempting to rescue others than the initial workers in distress.**

	<b>Respiratory Protection is</b> <h1>#7</h1> <b>In OSHA's 2022 List of Most Violated Safety Standards**</b>
	<b>Occupational-related Respiratory Disorders result in</b> <h1>\$ 86,127</h1> <b>Total Direct and Indirect Costs per Injury***</b>

Sources:  
\* <https://ohsonline.com/articles/2018/08/01/we-must-change-the-statistics-of-confined-space-injuries-and-fatalities.aspx>  
An investigation into the rate and mechanism of incident of work-related confined space fatalities, Selman et al., Safety Science 109 (2018) 333.-343  
Bond, J., 1996. The Hazards of Life and All That: A Look at Some Accidents and Safety Curiosities, Past and Present. Institute of Physics Publishing, Bristol, United Kingdom.  
\*\* <https://www.osha.gov/top10citedstandards>  
\*\*\* <https://www.osha.gov/safetypays/estimator>



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# Where Are They Used?

## Focus Industries

 Oil & Gas	 Food, Beverage & Agriculture
 Fire & Rescue	 Heavy Manufacturing
 Chemical & Pharmaceutical	 Defence & Law Enforcement
 Mining	 Construction
 Energy & Utilities	 Transportation

## Focus Applications\*

 Confined Space
 Industrial Firefighting** & Emergency Response
 Shutdown
 HAZMAT Response
 Industrial Maintenance

## Focus Customers

	<b>Share Gain</b> Atmosphere-supplying competitive product users
	<b>Cross-selling</b> 3M existing customers

\* These focus applications could be classified as Immediately Dangerous to Life or Health (IDLH), or unknown atmosphere, or could potentially become an IDLH environment.

\*\* Non-interior or offensive firefighting per NFPA 600.

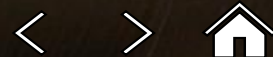
## Personas

 <p><b>Workforce</b> 3M™ Scott™ Atmosphere-Supplying Respirators are designed to protect whilst balancing comfort. Product awareness and trials are important.</p>	 <p><b>Health &amp; Safety Manager / Industrial Hygienist</b> Seeking high quality and very reliable Atmosphere-Supplying Respirators.</p>	 <p><b>Industrial Emergency Response Teams</b> Seeking high quality and very reliable respiratory equipment for industrial firefighting**.</p>
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# Why 3M™ Scott™ Fire & Safety?

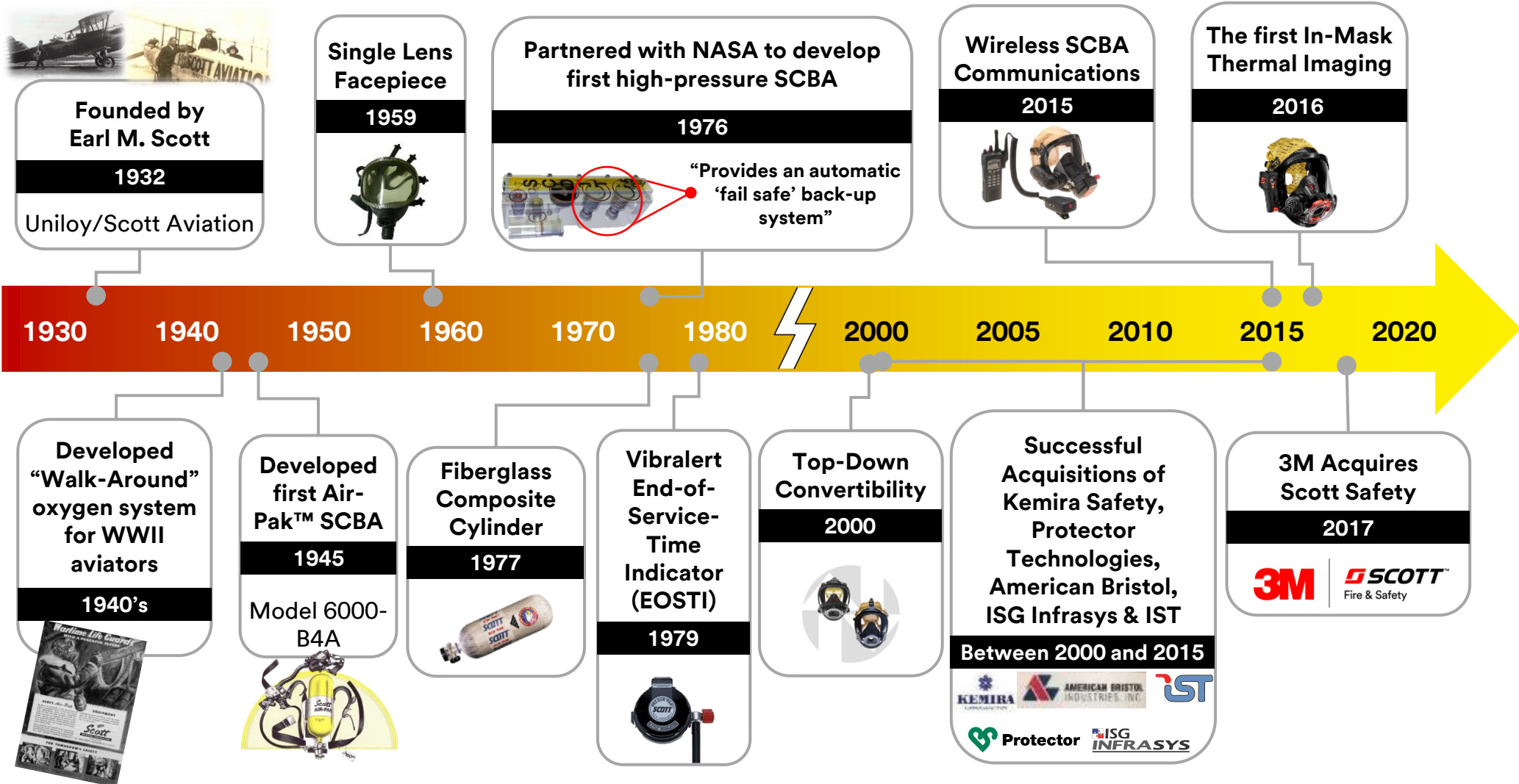
Choose With Confidence



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# History of Scott Safety

Comprehensive Life Safety Products Portfolio Built Through Innovation and Successful Acquisitions



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# 3M™ Scott™ Fire & Safety

3M™ Scott™ Fire & Safety offers comprehensive solutions, influenced by our vast industrial experience, to proactively address growing worker health and safety needs in our rapidly evolving world.



### Heritage and Innovative technologies

3M™ Scott™ Fire & Safety is over 75 years in the making, continuously evolving as our legacy of innovation, research and dedication to protecting people advances safety and performance for workers globally.



### Commitment

A global leader in workplace safety, we take our commitment to protecting workers with quality, innovative safety solutions seriously. It's why we're continuously advancing our portfolio with products that meet—and often exceed—the needs of today's workers.



### Best-in-Class Service Training

We can provide specialized service and repair training courses for your internal staff. 3M Scott's SCBA Certified Technician training program supports basic repairs by the end user to return equipment to service sooner and reduce labor cost.



### Extensive Service Network

From factory service to authorized service centers to in-house repair centers, one of our top priorities is keeping your equipment fully operational and at the ready, day in and day out.



### Health and Safety specialists

From identifying hazards to providing education and training, our dedicated respiratory specialists are equipped with the right knowledge of local regulations, various industries, and applications, to help you select the right solution and protect your workers from the hazards they may face.



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# Industrial Solutions

## Available Products



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# 3M™ Scott™ Fire & Safety Range



- ▶ 3M™ Scott™ Fire & Safety offers a range of Industrial Breathing Apparatus solutions that are intertwined with our daily lives. Whether it's a Self-Contained Breathing Apparatus (SCBA), Supplied-Air Respirator (SAR) or an Emergency Escape Breathing Device (EEBD), these respirators are designed to function effectively in tough conditions. They are the gear you need when everything's on the line.
- ▶ Think about the:
  - Water treatment plants that deliver safe water to our homes,
  - Natural gas fields that energize our cities,
  - Power plants offering indispensable energy for our daily lives.
- ▶ These industries depend on workers to keep them functioning and 3M™ Scott™ Fire & Safety provides solutions to help keep them safe.



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# 3M™ Scott™ Fire & Safety Range

## Available Products

### 3M™ Scott™ ELSA EEBD-N



- ▶ Designed for simple use, training and maintenance
- ▶ Cost-effective
- ▶ One size fits all\*
- ▶ Easy to maintain
- ▶ Escape from atmospheric hazards

### 3M™ Scott™ E-Z Airline SAR



- ▶ Type C respirator for non-IDLH environments
- ▶ Long duration respiratory protection
- ▶ Available with a wide range of fittings and approved hoses
- ▶ Cost-effective
- ▶ Comfort and protection in a variety of industrial applications

### 3M™ Scott™ Ska-Pak SAR



- ▶ Combination Type C respirator with escape cylinder
- ▶ Lightweight, unpadded harness options
- ▶ Simplified training
- ▶ Lower purchase price
- ▶ For IDLH or potential IDLH conditions

### 3M™ Scott™ Ska-Pak Plus SAR



- ▶ Combination Type C respirator with escape cylinder
- ▶ Simplified training
- ▶ Padded harness options for worker comfort
- ▶ Simplified cylinder removal
- ▶ For IDLH or potential IDLH conditions

### 3M™ Scott™ Ska-Pak AT SAR



- ▶ Combination Type C respirator with escape cylinder
- ▶ Automatic Transfer capability
- ▶ Vibralert EOSTI alerts users of air transfer
- ▶ Padded harness options for worker comfort
- ▶ Simplified cylinder removal
- ▶ For IDLH or potential IDLH conditions

### 3M™ Scott™ Ska-Pak SAR with Full Body Harness



- ▶ Combines 3M's Fall Protection technology with 3M™ Scott™ Supplied-Air Respirator
- ▶ Accommodates either the 3M™ Scott™ Ska-Pak AT or the Ska-Pak Plus SAR
- ▶ For working at height, IDLH and confined space applications

\* per Zhuang & Bradtmiller (2005): Head-and-Face Anthropometric Survey of U.S. Respirator Users.



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# 3M™ Scott™ Fire & Safety Range

## Available Products

### 3M™ Scott™ ISCBA



- ▶ High-strength frame designed for durability and reliability
- ▶ Cost-effective
- ▶ Low-breathing resistance
- ▶ Minimal padding designed to simplify cleaning
- ▶ IDLH level respiratory protection in non-fire related environments

### 3M™ Scott™ ACSi SCBA



- ▶ Lightweight padded ThermoFlex™ backplate and harness designed for greater comfort, flexibility
- ▶ Cost-effective
- ▶ Low-breathing resistance
- ▶ IDLH level respiratory protection in non-fire related environments

### 3M™ Scott™ AP75i SCBA



- ▶ Premium industrial SCBA
- ▶ Durable and reliable
- ▶ Redundant safety features include Vibralert EOSTI and a dual redundant pressure reducer
- ▶ Low-breathing resistance
- ▶ For industrial firefighting\*

\* Non-interior or offensive firefighting per NFPA 600.

### 3M™ Scott™ AV-3000 SureSeal Facepiece



- ▶ Faceseal for excellent fit and comfort
- ▶ Fully open port for easy communication
- ▶ Dual voicemitters to optimize voice projection
- ▶ Top-Down Convertibility to reduce total cost of ownership

### 3M™ Scott™ Cylinders



- ▶ Aluminum cylinders for longer life
- ▶ Carbon-wrapped cylinders for daily use and lightweight
- ▶ Available in 2216, 4500, or 5500 psig
- ▶ CGA-threaded cylinder connection



Introduction	Where Are They Used?	Why 3M™ Scott™ Fire & Safety?	Available Products	Selection Tools & Training	Selling Tips	Tools & Assets
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# 3M™ Scott™ Fire & Safety

Protecting Workers in IDLH and non-IDLH Environments

## Self-Contained Breathing Apparatus



## Supplied-Air Respirators



## Emergency Escape Breathing Device



## Where do we make a difference?

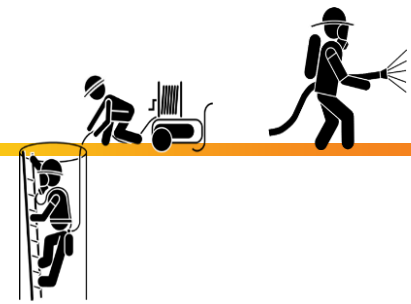
### 1. Emergency Response

- Emergency Escape
- Fire / Emergency response



### 2. IDLH

- Entry/Exit
- Confined Space
- Depleted O<sub>2</sub>



### 3. High Protection

- Higher Respiratory Protection



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# 3M™ Scott™ ELSA EEBD-N

## Emergency Escape Breathing Device

### Description:

The 3M™ Scott™ ELSA EEBD-N respirator is a cost-effective emergency escape breathing device designed for **simple use, training and maintenance**. The carry bag offers improved functionality while the redesigned hood fits all wearers (study available upon request).

### Key Features & Benefits:

- The respirator is available in 5- and 10-minutes durations to enable choices for different escape routes.
- The clear hood with patent-pending neck seal fits all wearers\*, and pulls on with no additional steps to secure, making it easy to train and use properly.
- Fully enclosed carry bag helps keep the respirator clean and free of insects and debris.
- Large 3" pull tab and one step pull-to-open aids in quick donning, even in low visibility conditions.
- Integrated handle and adjustable carry strap enables carrying in multiple ways.
- NIOSH approved. The 10-minute variant also meets SOLAS Chapter II-2, Part D requirements.
- 3-year warranty.

\* per Zhuang & Bradtmiller (2005): Head-and-Face Anthropometric Survey of U.S. Respirator Users.

### Segments and Applications:


- Marine and Ship-building
- Oil & Gas, Petrochemical or Chemical
- Utilities
- Food & Beverage
- Pharmaceutical
- Confined Spaces (for escape use only)

### Target Personas:










- Primary – Safety & Emergency Response teams
- Secondary – Purchasing & Workers



### Available Materials (English):

										
Brochure	Q&A	Donning Poster	Replacement Hood Flyer	Images	How to Sell Video	Features & Benefits Video	Donning Video	Cylinder Replacement Video	Hood Replacement Video	Product Website

### Available Materials (French):

								
Brochure	Q&A	Replacement Hood Flyer	Images	How to Sell Video	Features & Benefits Video	Donning Video	Cylinder Replacement Video	Hood Replacement Video



Introduction	Where Are They Used?	Why 3M™ Scott™ Fire & Safety?	Available Products	Selection Tools & Training	Selling Tips	Tools & Assets
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# 3M™ Scott™ E-Z Airline

## Type C Supplied-Air Respirator

### Description:

The 3M™ Scott™ E-Z Airline Supplied-Air Respirator offers ideal protection when extended wear times are required in non-IDLH environments. This supplied-air respirator provides **comfort** and **protection** in a variety of industrial applications.

### Key Features & Benefits:

- Type C pressure-demand respirator for non-IDLH environments.
- Ideal for use where extended wear times are needed in environments that are non-IDLH, such as painting, plant maintenance operations and welding.
- NIOSH approved with 3M Scott AV-series and Weld-O-Vista facepieces.
- Available with a wide range of fittings and approved hoses (up to 300 feet.).
- E-Z Flo Regulator with Modulair Quick Connect option enables easy removal when needed.

### Segments and Applications:








- Oil & Gas, Petrochemical or Chemical
- Marine and Ship-building
- Utilities
- Pharmaceutical
- Non-IDLH environments

### Target Personas:

- Primary – Safety & Emergency Response teams
- Secondary – Purchasing & Workers



### Available Materials (English):

						
Bid Spec	Q&A	Flyer	Selection Guide	Images	Selecting your SAR Video	Product Website



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# 3M™ Scott™ Ska-Pak Supplied-Air Respirator

## Entry-level Combination Supplied-Air Respirator

### Description:

The 3M™ Scott™ Ska-Pak Supplied-Air Respirator is designed for **easy use** and **versatility** for entry into or escape from hazardous, confined space, or IDLH environments.

### Key Features & Benefits:

- Combination Type C positive pressure respirator with escape cylinder for entry into or escape from hazardous, confined space, or IDLH environments.
- Available with two harness styles: Fire resistant Kevlar® or polypropylene harness.
- The E-Z Flo regulator is designed for easy use with gloved hands, enables easy breathing, and has a two-step secure attachment and removal to help ensure worker confidence.
- Available in 2216 and 4500 psig and 5 or 15-minute rated-cylinder egress options for versatility based on job at hand.
- Hip-mounted cylinder with a durable, secure cylinder band retention system.
- NIOSH approved for use with 3M Scott AV-series facepieces that can also be used for APR, PAPR, SAR and SCBA applications.

### Segments and Applications:

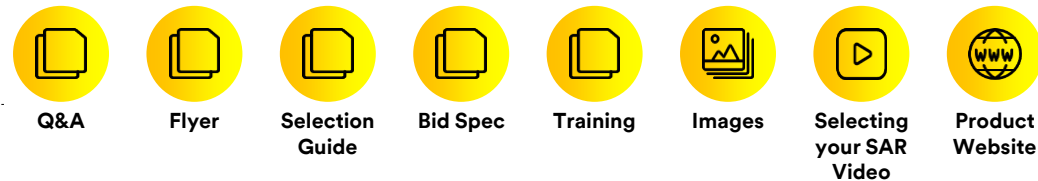
- Oil & Gas, Petrochemical or Chemical
- Marine and Ship-building
- Utilities
- Pharmaceutical
- Confined Space operations, hazardous materials handling, general maintenance tasks and IDLH environments

### Target Personas:

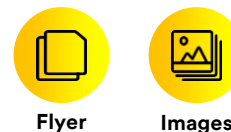
- Primary – Safety & Emergency Response teams
- Secondary – Purchasing & Workers



### Available Materials (English):



### Available Materials (French):



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# 3M™ Scott™ Ska-Pak Plus Supplied-Air Respirator

## Comfort-level Supplied-Air Respirator

### Description:

The 3M™ Scott™ Ska-Pak Plus Supplied-Air Respirator is a supplied-air respirator that utilizes an E-Z Klip cylinder retention system for **quick and easy cylinder change out.**

### Key Features & Benefits:

- Combination Type C positive pressure respirator with escape cylinder for entry into or escape from hazardous, confined space or IDLH environments.
- Available with two padded harness styles: Fire resistant Kevlar® or nylon harness either equipped with shoulder padding for worker comfort.
- E-Z Klip cylinder retention system for quick, easy cylinder change out.
- Available in 2216, 3000 and 4500 psig and 5, 10 or 15-minute rated-cylinder egress options for selection versatility based on job at hand.
- The E-Z Flo regulator is designed for easy use with gloved hands, enables easy breathing, and has a two-step secure attachment and removal to help ensure worker confidence.
- NIOSH approved for use with 3M Scott AV-series facepieces that can also be used for APR, PAPR, SAR and SCBA applications.

### Segments and Applications:

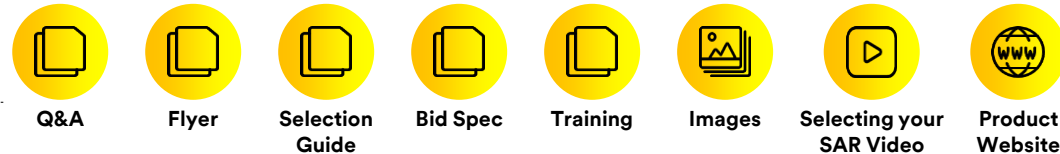
- Oil & Gas, Petrochemical or Chemical
- Marine and Ship-building
- Utilities
- Pharmaceutical
- Confined Space operations, hazardous materials handling, general maintenance tasks and IDLH environments

### Target Personas:

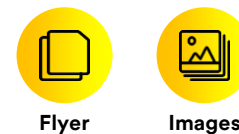
- Primary – Safety & Emergency Response teams
- Secondary – Purchasing & Workers



### Available Materials (English):



### Available Materials (French):



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# 3M™ Scott™ Ska-Pak AT Supplied-Air Respirator

## Premium, advanced-level Supplied-Air Respirator

### Description:

The 3M™ Scott™ Ska-Pak AT Supplied-Air Respirator is a supplied-air respirator with escape cylinder that has the added safety benefit of an **automatic, hands-free air transfer capability** to help reduce worker distress if primary air is interrupted.

### Key Features & Benefits:

- Combination Type C positive pressure respirator with escape cylinder for entry into and escape from hazardous, confined space or IDLH environments.
- Hands-free, automatic transfer from external air source to escape cylinder in the event of primary air source interruption.
- Personal, tactile and audible Vibralert End-of-Service-Time Indicator (EOSTI) alarm to warn users of transfer to cylinder air.
- Available with two padded harness styles: Fire resistant Kevlar® or nylon harness either equipped with shoulder padding for worker comfort.
- E-Z Klip cylinder retention system for quick, easy cylinder change out.
- Available in 2216, 3000 and 4500 psig and 3, 5, 10 or 15-minute egress cylinder with “onboard” cylinder low pressure indicator for added safety and awareness.
- The E-Z Flo regulator with Vibralert is designed for easy use with gloved hands, enables easy breathing, and has a two-step secure attachment and removal to help ensure worker confidence.
- NIOSH approved for use with 3M Scott AV-series facepieces that can also be used for APR, PAPR, SAR and SCBA applications.

### Segments and Applications:

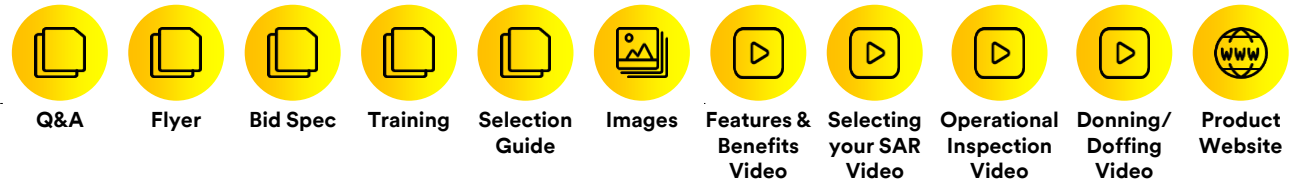
- Oil & Gas, Petrochemical or Chemical
- Marine and Ship-building
- Utilities
- Pharmaceutical
- Confined Space operations, hazardous materials handling, general maintenance tasks and IDLH environments



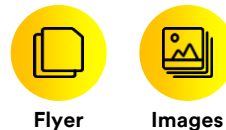
### Target Personas:

- Primary – Safety & Emergency Response teams
- Secondary – Purchasing & Workers

### Available Materials (English):



### Available Materials (French):



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# 3M™ Scott™ Ska-Pak Supplied-Air Respirator with Full Body

## Harness Respiratory + Fall Protection: Combined for Worker Safety

### Description:

The 3M™ Scott™ Integrated Full Body Harness combines 3M's Fall Protection technology with the 3M™ Scott™ Supplied-Air Respirator. This integrated solution is a **NIOSH-approved respirator** and **suitable for confined spaces and working at height applications**, providing workers with **fall and respiratory protection in hazardous conditions**. **This product will be available in the U.S. only.**

### Key Features & Benefits:

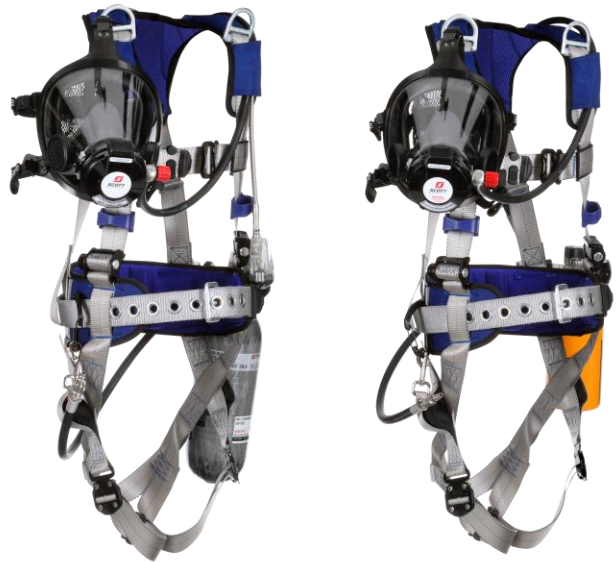
- Combination Type C positive pressure respirator with escape cylinder and fall protection harness.
- Available as an option on the 3M™ Scott™ Ska-Pak AT and Ska-Pak Plus Supplied-Air Respirator models.
- Automatic, hands-free air transfer (3M™ Scott™ Ska-Pak AT model only).
- Multiple cylinder pressure, duration and airline connection options.
- E-Z Flo Regulator with Vibralert EOSTI (Ska-Pak AT model only).
- Multiple comfort paddings: Hip, Shoulder, and a removable Back pad.
- Integrated SRL adapter allows you to quickly and easily connect and disconnect personal SRLs.
- Five distinct sizes: S, M, L, XL and 2XL.
- Equipped with anti-sliding dorsal D-ring pad to help greatly reduce dorsal D-ring slide.
- Revolving torso adjusters are fast and easy to adjust and lock webbing into place—maintaining a comfortable and safe harness fit.

### Segments and Applications:

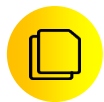
- Oil & Gas, Petrochemical or Chemical
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- Pharmaceutical
- Confined Space operations, hazardous materials handling, general maintenance tasks and IDLH environments

### Target Personas:

- Primary – Safety & Emergency Response teams
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### Available Materials (English):



Brochure



Q&A



Images



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# 3M™ Scott™ Industrial SCBA (ISCBA)

## Entry-level Heavy Duty SCBA

### Description:

The Industrial SCBA (ISCBA) is designed specifically to serve the needs of industrial users requiring NIOSH-approved SCBA for **non-fire related applications**. The ISCBA provides a **cost-effective solution** for providing IDLH-level respiratory protection for a wide range of industry and manufacturing processes, including petrochemical plants, chemical processing operations, foundries and steel mills, papermaking operations and printing plants.

### Key Features & Benefits:

- Durable sturdy wire-formed backframe for heavy duty use or applications.
- Wireframe allows for durability and quick and easy cleaning.
- Available with two harness styles: Nylon for chemical resistance or Kevlar for high heat environment or where there is potential for sparking.
- E-Z Flo regulator is designed for easy use with gloved hands, enables easy breathing, and has a two-step secure attachment to help ensure worker confidence.
- NIOSH approved for use with 3M Scott AV series facepieces that can also be used for APR, PAPR, SAR and SCBA applications.
- Available in 2216 or 4500 psig variants and 30-, 45- or 60-minute durations.
- Optional extended duration airline for added respirator versatility.

### Segments and Applications:

- Manufacturing plants
- Oil & Gas, Chemical or Petrochemical
- Marine
- Utilities
- Pharmaceutical
- Confined Space operations & IDLH environments

### Target Personas:

- Primary – Safety & Emergency response teams
- Secondary – Purchasing & Workers



### Available Materials (English):

						
Brochure	Q&A	Bid Spec	Training	Images	Features & Benefits Video	Product Website



Introduction	Where Are They Used?	Why 3M™ Scott™ Fire & Safety?	Available Products	Selection Tools & Training	Selling Tips	Tools & Assets
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# 3M™ Scott™ ACSi SCBA

## Comfort-level Industrial SCBA

### Description:

The 3M™ Scott™ ACSi SCBA features the innovative Advanced Carrying System (ACS) with a **padded Thermoflex® backplate** molded to fit the spine and back muscles for increased **comfort and flexibility**. The ACSi SCBA enables quick-turn-around and decon with **pneumatics that can be removed** from the back-plate with a simple 3M Scott "quarter-turn" – no tools required.

### Key Features & Benefits:

- Lightweight, flexible Thermoflex® backplate and adjustable padded shoulder and waistband straps for greater comfort and ease of donning and doffing.
- Pneumatics are easily removed for ease of maintenance, cleaning and turn-around.
- E-Z Flo regulator is designed for easy use with gloved hands, enables easy breathing, and has a two-step secure attachment to help ensure worker confidence.
- Shoulder mounted photoluminescent gauge with whistle EOSTI alarm for ease of use.
- NIOSH approved for use with 3M Scott AV series facepieces that can also be used for APR, PAPR, SAR and SCBA applications.
- Available in 2216 or 4500 psig variants and 30-, 45- or 60-minute durations.
- Optional extended duration airline for added respirator versatility.

### Segments and Applications:

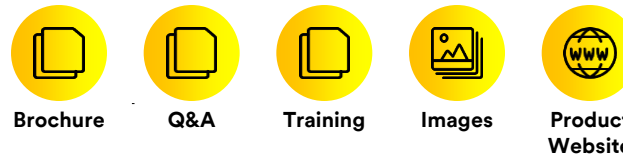
- Manufacturing plants
- Oil & Gas, Chemical or Petrochemical
- Marine
- Utilities
- Pharmaceutical
- Confined Space operations & IDLH environments

### Target Personas:

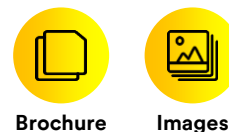
- Primary – Safety & Emergency Response teams
- Secondary – Purchasing & Workers



### Available Materials (English):



### Available Materials (French):



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# 3M™ Scott™ Air-Pak™ 75i SCBA

## Premium-level Industrial SCBA

### Description:

The 3M™ Scott™ Air-Pak 75i SCBA is **highly versatile**, offering the widest range of cylinders and options to meet a wide range of needs. Utilizing a similar design to the NFPA certified Air-Pak 75 SCBA, the Air-Pak 75i SCBA features a **streamlined backframe** and **comfortable fit** for rigorous activities. 3M Scott's unique **dual-redundant pressure reducer** and unique **Vibralert** end-of-service time indicator provide peace of mind protection in the most demanding environments.

### Key Features & Benefits:

- Redundant safety features include Vibralert EOSTI and a dual redundant pressure reducer for user peace of mind.
- Vibralert EOSTI provides an audible and tactile alert that warns the user of low pressure or a reduction in primary pressure by gently vibrating the user's facepiece.
- The E-Z Flo regulator is designed for easy use with gloved hands, enables easy breathing, and has a two-step secure attachment to help ensure worker confidence.
- Includes integrated drag rescue loop to assist in rescuing a downed worker.
- NIOSH approved for use with 3M Scott AV series facepieces that can also be used for APR, PAPR, SAR and SCBA applications.
- Available in 2216, 4500 or 5500 psig variants and 30-, 45-, 60- or 75-minute durations.
- Optional: Extended duration airline, Personal Alert Safety System (PASS), Rapid Intervention Crew / Universal Air Connection (RIC/UAC), Heads-Up Display (HUD), Emergency Breathing Support System (EBSS).

\* Non-interior or offensive firefighting per NFPA 600.

### Segments and Applications:

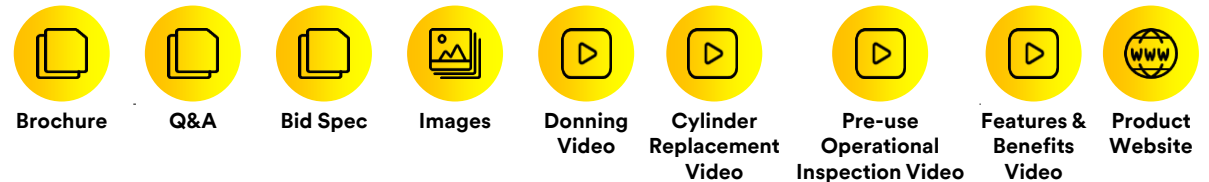
- Industrial firefighting\*
- Manufacturing plants
- Oil & Gas, Chemical or Petrochemical
- Marine, Utilities and Pharmaceutical
- Confined Space operations & IDLH environments



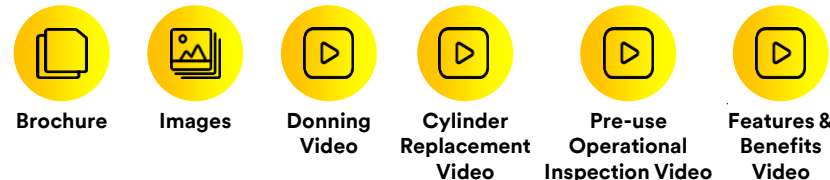
### Target Personas:

- Primary – Safety & Emergency Response teams
- Secondary – Purchasing & Workers

### Available Materials (English):



### Available Materials (French):



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# 3M™ Scott™ AV-3000 SureSeal Facepieces

## NIOSH approved with a wide range of 3M Scott respirators

### Description:

The 3M™ Scott™ AV-3000 SureSeal Facepiece builds on the success of the AV-2000 and AV-3000 through design enhancements for **better fit, added comfort, improved field of vision and enhanced communications**. The AV-3000 SureSeal facepiece uses SureSeal technology for enhanced comfort and fit and holds NIOSH approvals when used with a wide range of 3M Scott NIOSH respirators.

### Key Features & Benefits:

- Top-Down Convertibility - Single facepiece is approved across range of respirators from the lowest to highest level of protection (APR, PAPR, SAR and SCBA).
- Versatility of facepiece helps lower cost of ownership through reduced fit testing, simplified training and reduced inventory requirements.
- Available in 3 sizes and with Kevlar®, Rubber or Polyester Head Harness options to meet different customer needs.
- Fully open front port enables easy communication and breathing without any obstruction when in stand-by mode.
- Easy to maintain with no exhalation valve to clean or manipulate.
- Dual voicemitters allow easy communication with or without electronics.
- Compatible with EPIC 3 Communication Systems.

\* Non-interior or offensive firefighting per NFPA 600.

### Segments and Applications:









- Industrial firefighting\*
- Manufacturing plants
- Oil & Gas, Chemical or Petrochemical
- Marine, Utilities and Pharmaceutical
- Confined Space operations & IDLH environments

### Target Personas:





- Primary – Safety & Emergency Response teams
- Secondary – Purchasing & Workers



### Available Materials (English):

							
Brochure	Q&A	Donning Poster	Images	Donning Video	Features & Benefits Video	Inspection Video	Product Website

### Available Materials (French):

			
AV-Series Brochure	Donning Poster	Images	Donning Video



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# 3M™ Scott™ Cylinders

## Description:

3M™ Scott™ Cylinders are built to the Department of Transportation (DOT) and Transport Canada (TC) requirements. 3M Scott offers a complete assortment of cylinders to meet the needs and demands of all SCBA users – **aluminum cylinders for infrequently used SCBA to carbon-wrapped cylinders for daily use, including higher-pressure 5500 psig**. In addition, 3M Scott offers a variety of cylinders for its escape products. An optional, 30-year cylinder design provides the opportunity to extend service life beyond that of a traditional carbon cylinder (available in US only).

## Key Features & Benefits:

- Carbon fiber and aluminum cylinder designs.
- Available in 2216, 4500, or 5500 psig cylinder pressures with durations to meet a wide range of customer needs— from 3 to 75 minutes.
- CGA-threaded cylinder connection.
- 30-year-life cylinders provides a life expectancy up to 30 years\*, thus providing a lower cost of ownership —available only in the United States.
- Optional protective cylinder sleeves and end caps available.
- Optional custom-logo cylinder identification bands.

\* Cylinders are subject to qualification testing by the US Department of Transportation (DOT).

## Segments and Applications:

- Manufacturing plants
- Oil & Gas, Chemical or Petrochemical
- Marine, Utilities and Pharmaceutical
- Confined Space operations & IDLH environments

## Target Personas:

- Primary – Safety & Emergency Response teams
- Secondary – Purchasing & Workers



## Available Materials (English):



Brochure



5.5 Cylinder  
Flyer



5.5 Cylinder  
Q&A



30-Year  
Cylinder  
Q&A



Images



Product  
Website

## Available Materials (French):



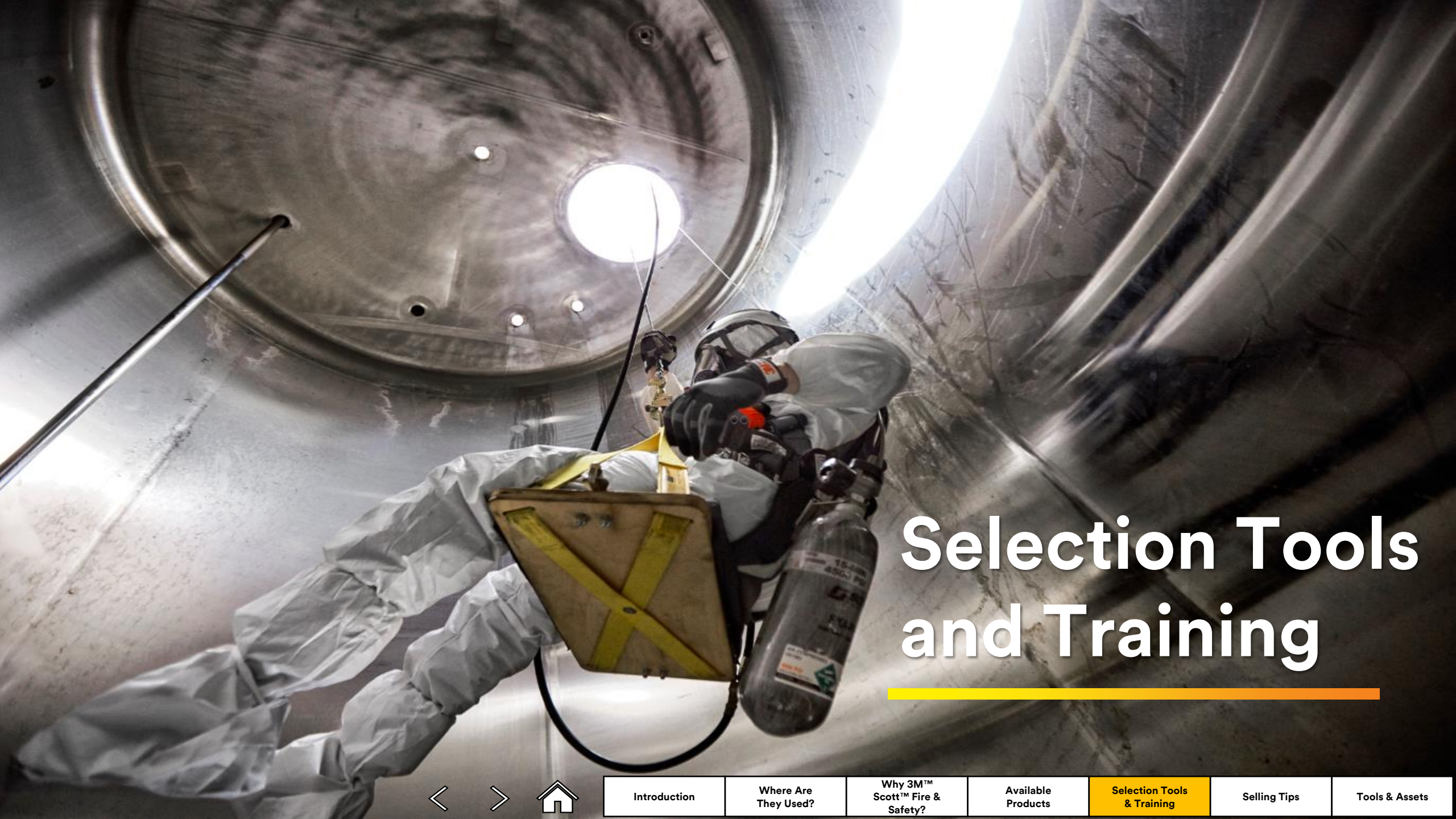
Brochure



Images



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# Selection Tools and Training



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[Where Are They Used?](#)

[Why 3M™ Scott™ Fire & Safety?](#)

[Available Products](#)

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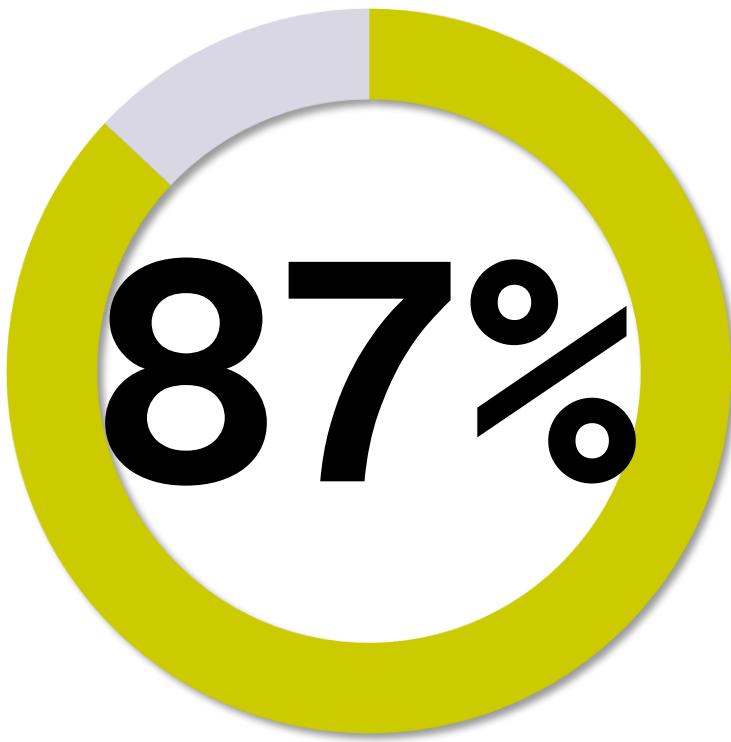
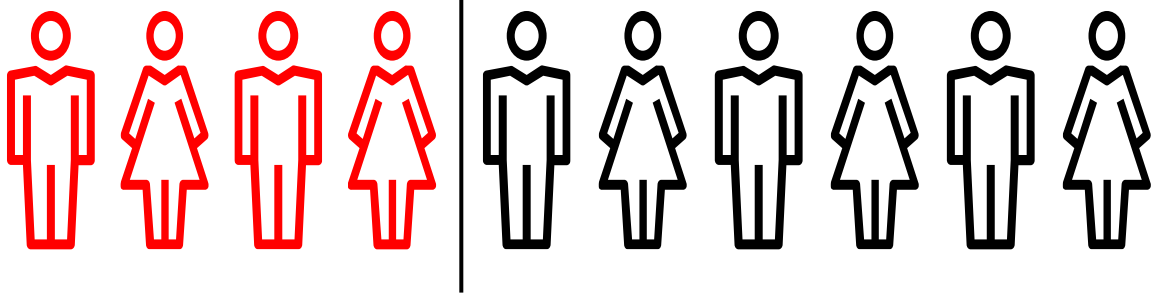
[Selling Tips](#)

[Tools & Assets](#)

# Selection and Training

# 40%

of employees select the wrong type of PPE.\*



of training information is lost after one month without reinforcement\*\*

Sources:  
\* [HSE Research Report RR720 'Real world use and performance of hearing protection']  
\*\* <https://www.forbes.com/sites/forbesbusinessdevelopmentcouncil/2023/07/14/how-to-drive-sales-productivity-through-sales-coaching/?sh=1515bc841f87>



Introduction	Where Are They Used?	Why 3M™ Scott™ Fire & Safety?	Available Products	<b>Selection Tools &amp; Training</b>	Selling Tips	Tools & Assets
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# Respiratory Protection

## Assigned Protection Factor (APF)



	Disposable Respirator	Reusable Half Face Respirator	Reusable Full Face Respirator	PAPR & Continuous Flow Supplied Air	SCBA & Pressure-Demand Supplied-Air Respirator with Escape SCBA
Respirator Type <sup>1,2</sup>					
Assigned Protection Factor <sup>4</sup>	Up to 10		50 <sup>4</sup>	25 or 1,000 <sup>3</sup>	10,000
Typical Use Duration	Minutes to hours			Typically, 2- 12 Hours per shift	30-75 minutes
Benefit	Convenience & maintenance-free	Low-cost solution for common industrial applications		Integrated personal protection equipment system designed for comfort and effectiveness	Highest form of respiratory protection - the default solution for the unknown

- Employers may select respirators assigned for use in higher workplace concentrations of a hazardous substance for use at lower concentrations of that substance, or when required respirator use is independent of concentration.
- The assigned protection factors in Table 1 are only effective when the employer implements a continuing, effective respirator program as required by the authority having jurisdiction, including training, fit testing, maintenance, and use requirements.
- The employer must have evidence provided by the respirator manufacturer that testing of these respirators demonstrates performance at a level of protection of 1,000 or greater to receive an APF of 1,000.
- Use the Assigned Protection Factors that are prescribed by the authorities having jurisdiction. APF of 10 if Qualitative fit test (QLFT), if Quantitative fit test (QNFT) APF per table above.

For More information: <https://multimedia.3m.com/mws/media/4186500/assigned-protection-factors-for-hoods-and-helmets-technical-data-bulletin.pdf>

### When should workers use a SCBA?

Unknown air quality

Airborne concentration unknown

Exposure varies significantly during task

Compressed air source not available

Reduce exposure as low as reasonably achievable

Contaminant cannot be filtered or adsorbed

Unusual and/or non-repeating task = uncharacterized exposure



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# SCBA Selection Guide

Choosing the right atmosphere-supplying respirator for your work environment is highly dependent upon your application, the duration of use, and the hazards you may encounter.

	3M™ Scott™ ISCBA	3M™ Scott™ ACSi SCBA	3M™ Scott™ Air-Pak 75i SCBA
Backframe Type	Wire/Carbon Steel	Flexible	Aluminum Alloy
Pressure (psig)	2216 or 4500	2216 or 4500	2216, 4500 or 5500
Cylinder duration (minutes)	30*, 45 or 60	30*, 45 or 60	30*, 45, 60 or 75
Harness Style option	Kevlar® or Nylon	Polyester	Kevlar® reflective material
Shoulder and Waist Padding	×	✓	✓
E-Z Flo Regulator with Quick-Disconnect	Optional	Optional	Optional
Heads-Up Display (HUD)	×	×	Optional
EOSTI Indicator Type	Bell	Whistle	Vibralert
Unique Cylinder Valve	×	90 Degree	×
Airline attachment	Optional	Optional	Optional
Dual Redundant Reducer	×	×	✓
Emergency Breathing Safety System (EBSS)	×	×	Optional
Rapid Intervention Crew (RIC)/ Universal Air Connection (UAC)	×	×	Optional
Drag Rescue Loop	×	×	✓
Approved with AV-3000 Series Facepieces	✓	✓	✓

\* 2216 pressures are restricted exclusively to 30-min cylinder duration.



# SAR Selection Guide

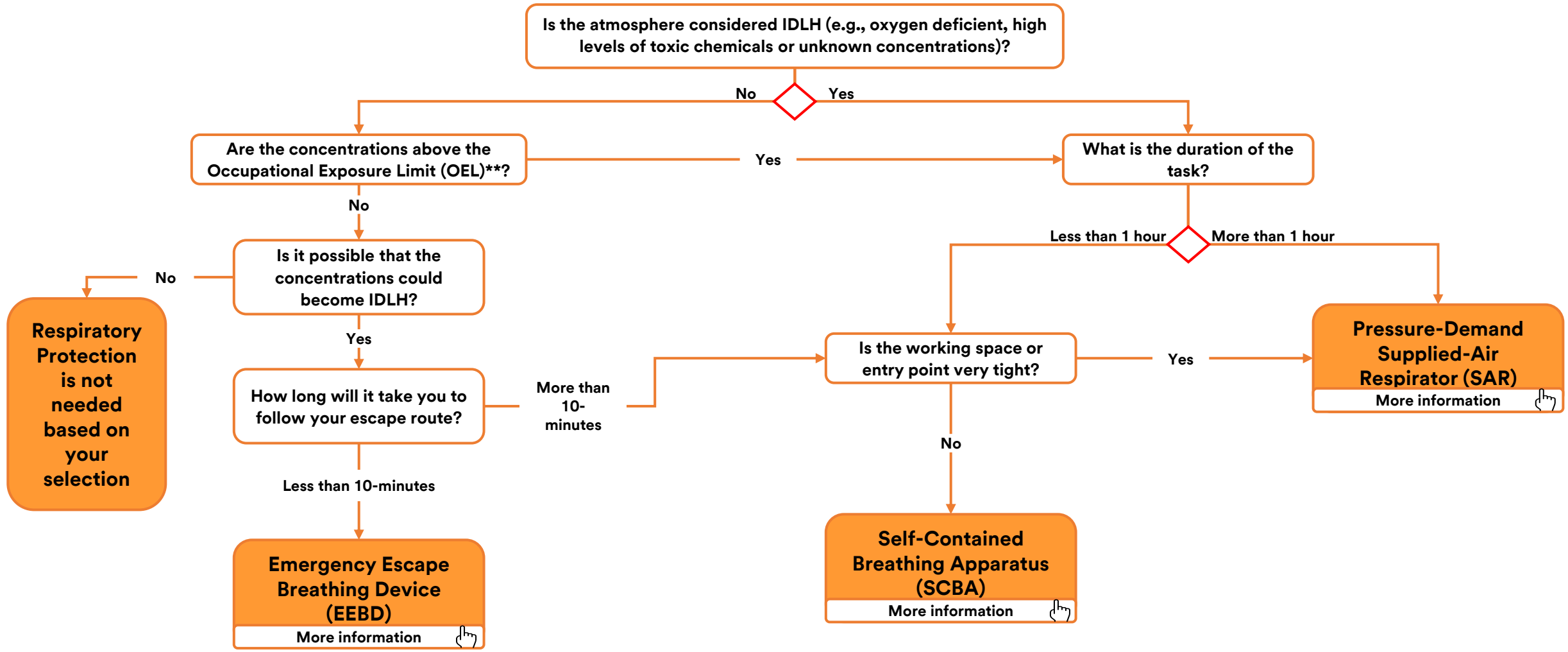
Choosing the right atmosphere-supplying respirator for your work environment is highly dependent upon your application, the duration of use, and the hazards you may encounter.

	3M™ Scott™ E-Z Airline SAR	3M™ Scott™ Ska-Pak SAR	3M™ Scott™ Ska-Pak Plus SAR	3M™ Scott™ Ska-Pak AT SAR
Used in IDLH	×	✓	✓	✓
2216 psig Aluminum (minutes)	×	5 minutes	5 minutes	3 minutes
3000 psig Carbon (minutes)	×	×	5 and 10-minutes	5 and 10-minutes
4500 psig Carbon (minutes)	×	15 minutes	15 minutes	15 minutes
Automatic Transfer Capability	×	×	×	✓
Cylinder Attachment System	×	Cylinder clamp	E-Z Klip cylinder retention system	E-Z Klip cylinder retention system
E-Z Flo Regulator	✓	✓	✓	✓
Regulator with Vibralert	×	×	×	✓
Regulator with Quick Disconnect	Optional	×	Optional	Optional
Harness Style option	Nylon	Polypropylene or Kevlar®	Padded Nylon, Padded Kevlar® or Full Body Harness	Padded Nylon, Padded Kevlar® or Full Body Harness
Approved with AV-3000 Series Facepieces	✓	✓	✓	✓
Optional “E-Z Fill” Cylinder Valve	×	4500 psig only	3000 and 4500 psig only	×
NIOSH 42 CFR Part 84 approved	✓	✓	✓	✓
EOSTI Indicator Type	×	×	×	Vibralert
Remote Pressure Gauge with Electronic Alarm	×	×	×	✓



# 3M™ Scott™ Decision Tree\*

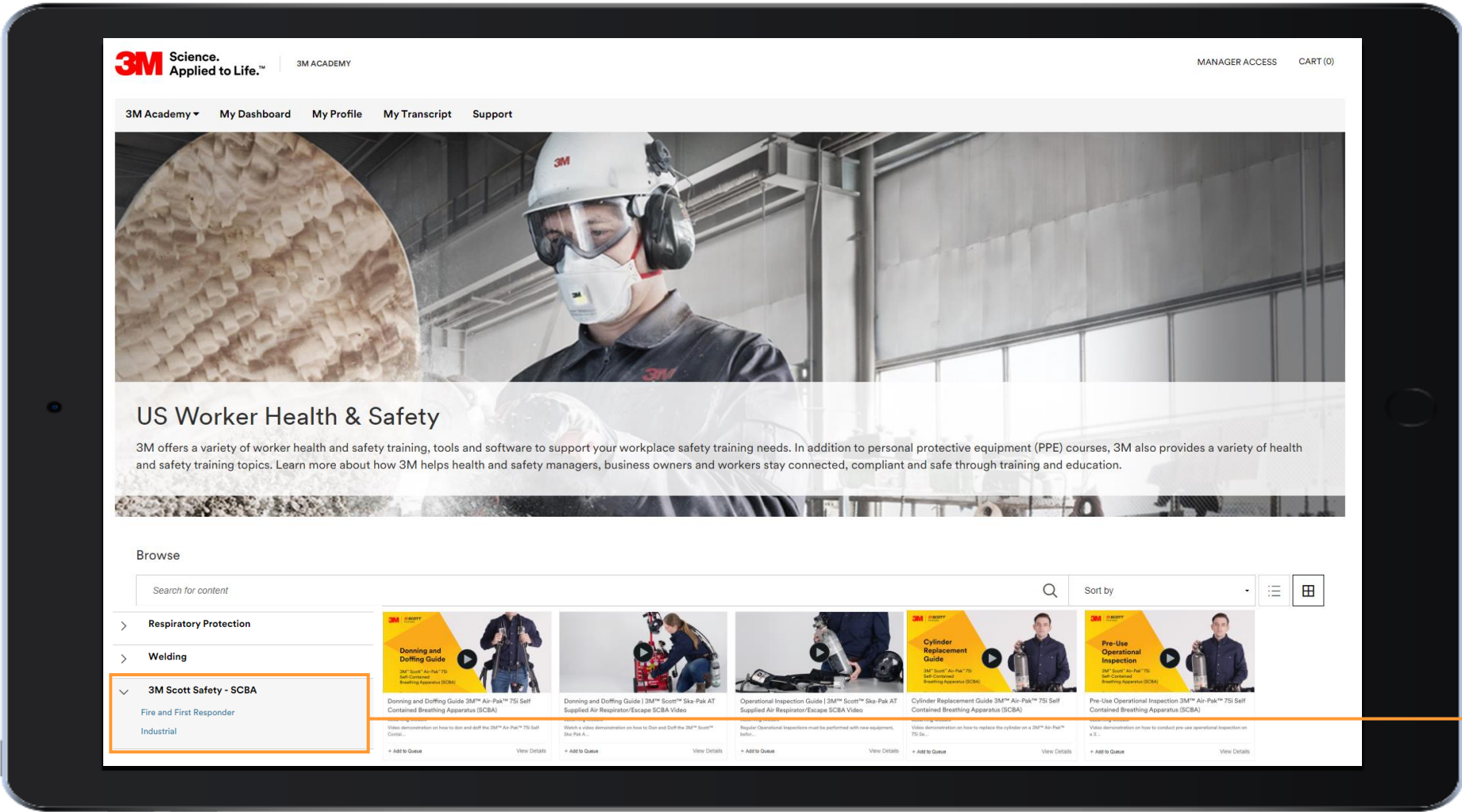
A quick guide to select your atmosphere-supplying respirator



\* These suggestions do not reflect all required PPE for a given application or hazard. Reference and follow all local regulations.  
 \*\* Occupational Exposure Limit (OEL) = TLV, PEL, REL, etc.



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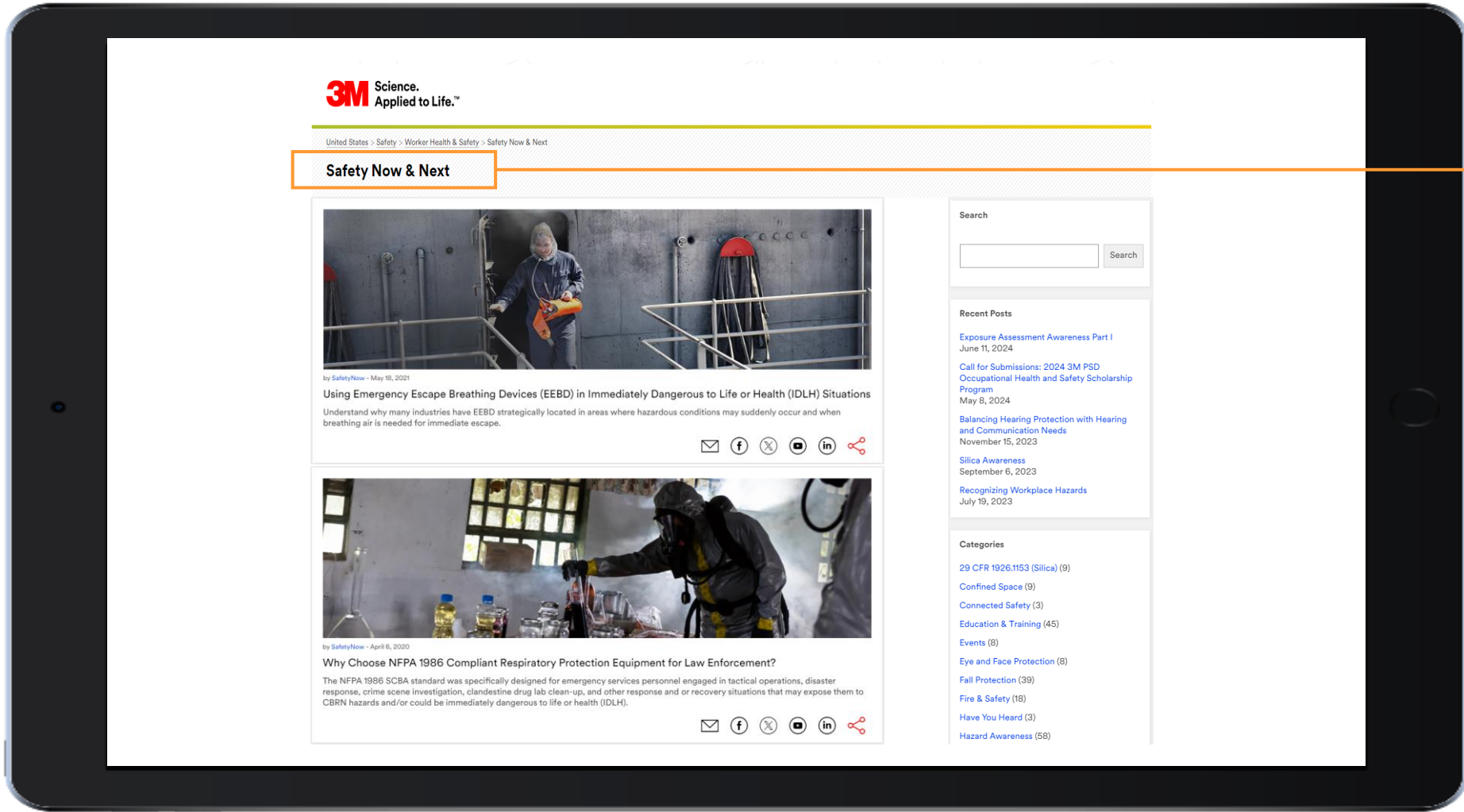


Increase your knowledge at your own pace and comfort with 3M Academy online courses

[More information](#)



# Safety Now & Next Blog



**Our Worker Health & Safety blog is one of the ways we hope to connect with our customers and the workers we strive to help to keep safe, and to offer better access to our technical resources and services**

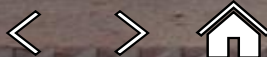
**More information** 





# Selling Tips

## Where? Who? How-to Sell?



Introduction	Where Are They Used?	Why 3M™ Scott™ Fire & Safety?	Available Products	Selection Tools & Training	<b>Selling Tips</b>	Tools & Assets
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# Sales calls: Targeting is key

## What business segments should I consider?

Prioritized **activities** with high potential success rate



### Chemical, Oil & Gas

- Upstream
- Midstream
- Downstream
- Chemical manufacturing



### Transportation

- Marine
- Shipbuilding



### Utilities & Energy

- Water & Wastewater
- Nuclear power plants
- Renewable
- Fossil fuel



### Fire & Rescue

- Industrial firefighting\*
- Emergency Response
- HAZMAT teams



### Confined Spaces

- Production / Operations team
- Maintenance team
- Contractors
- Rescuers



### General industry

- Pharmaceutical
- Food & Beverage
- Pulp & Paper
- Printing
- Furniture
- Wood products
- Others...



### Existing, previous & potential customers

\* Non-interior or offensive firefighting per NFPA 600.



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# Sales calls: Targeting is key

## Who should I talk to?

Prioritized **needs** with high potential success rate



### Health and Safety Officer and Manager / Industrial Hygienist

- Employee protection
- Ease of use
- Assurance
- Cost minimization



### Emergency Response Team Manager

- Employee protection
- Ease of use
- Assurance
- Cost minimization



### Production / Operations / Maintenance Manager

- Operations continuity
- Cost avoidance
- Risk management
- Employee protection



### Purchase Officer / Purchaser

- Cost of purchase
- Cost of use
- Cost of ownership
- Specification compliance



Introduction	Where Are They Used?	Why 3M™ Scott™ Fire & Safety?	Available Products	Selection Tools & Training	Selling Tips	Tools & Assets
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# Sales Guide for the EEBDs

## ! Customer challenge

- Workers can be in situations where respirable atmospheres can rapidly become toxic or IDLH.
- In the event of an emergency (for example, a portable gas detector going into alarm), the confined space entrant needs to immediately leave the space and requires breathable air to do so.
- It is very important that these workers are equipped with simple and easy-to-use breathing apparatus to enable them to evacuate to safety in critical moments, where every minute can make a crucial difference.
- It is very easy for things to go wrong and workers to panic.

## 👤 Key contacts

- Respirator Protective Equipment (RPE) program manager.
- Health and Safety Officer.
- Emergency Response Team.

## 🗨️ Open the conversation

- Do you have established procedures for evacuation in case of gas leaks or spills, where your workers may be at risk?
- What type of respiratory protection do you currently have available to address these possible emergencies?
- Do your escape respirators protect you from IDLH atmospheres?

Escape route should be determined by the customer to determine the EEBD duration needed:

	5 Minutes	10 Minutes
Approximate escape route	1760 ft (1/3 mile)*	3520 ft (2/3 mile)*

\* Estimating 4 mph walking speed on a flat surface.

## 🧐 3M Solution

- Intended for rapid escape from hazardous industrial environments, the 3M™ Scott™ ELSA™ Emergency Escape Breathing Device – N escape breathing apparatus is designed for simple use, training and maintenance.
- The respirator is available in 5- and 10-minutes durations to enable choices for different escape routes.
- The ELSA EEBD does not require fit testing. Unlike many other types of respirators, this type of EEBD can be used when the wearer has a beard and/or moustache, as long as they do not interfere with the neck seal. Workers do not need to be clean shaven, a major convenience when an unexpected IDLH situation arises, and workers need to get out of the area immediately.
- The ELSA hood is transparent, enabling a clear field of view in any direction. This helps the wearer don the hood quickly and helps them easily see their escape path, including any stairs or hazards that may be present above or beside them.
- The ELSA EEBD is relatively easy to implement. They can be placed in areas on a jobsite with convenient access and their distinct shape and bright orange covering makes them highly visible. A grab-handle and shoulder strap make them easy to carry and because they are so simple to operate, training for use is quick and easy.



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# Sales Guide for the SARs

## ! Customer challenge

- There is often a need for workers to carry out tasks in an IDLH or potentially IDLH atmosphere, which could include working in a tight space or for a prolonged period.
- In many cases, SCBA may not be a practical solution due to its limited cylinder duration and large size.
- It is very easy for things to go wrong and workers to panic.
- Continuous Flow SAR may supply air but may not be approved for use in IDLH and has no escape capabilities.
- In some cases, the continuous flow SAR (with a minimum flow of 170 liters per minute) is a challenge to use due to insufficient compressor capacity.

## 👤 Key contacts

- Respirator Protective Equipment (RPE) program manager.
- Health and Safety Officer.
- Emergency Response Team.

## 🗨️ Open the conversation

- Do you have teams required to work in IDLH environments or confined spaces?
- Do you have a Confined Space management program?
- Do you conduct shutdown/turnarounds?
- What PPE is worn during: Confined space entry, Spill/leak response, Maintenance and turnaround operations, Rescue?
- What are your biggest challenges related to PPE?
- Who do you involve in PPE selection?
- Do you have jobs that should use supplied-air respirators, but a source of breathing air is not conveniently nearby? Or you have insufficient compressor capacity?

## 🧰 3M Solutions

- If an atmospheric hazard is anticipated, workers should utilize supplied-air respirators with an escape cylinder, such as the 3M™ Scott™ Ska-Pak SARs that provides respiratory protection during entry into, while working in, and escape from atmospheres that could be Immediately Dangerous to Life or Health (IDLH) or could become IDLH.
- **For non-IDLH conditions:** Escape cylinder is not required. The 3M™ Scott™ E-Z Airline Supplied-Air Respirator is an option for use when extended wear times are required in non-IDLH environments.
- **For IDLH conditions:** Escape cylinder is required. The 3M™ Scott™ Ska-Pak Supplied-Air Respirator models are combination Type C positive pressure respirators with an emergency self-contained breathing apparatus (eSCBA) that provides respiratory protection during entry into, while working in, and escape from atmospheres that could be IDLH or could become IDLH.
- 3M™ Scott™ Ska-Pak AT SAR offers a solution that automatically activates the emergency escape cylinder in the event the supplied-airline is disrupted.
- 3M™ Scott™ Ska-Pak AT and Ska-Pak Plus SAR models are available with either a padded fire-resistant Kevlar®, a padded nylon harness or an integrated full-body harness for fall protection (**available in the U.S. only**). Ideal for confined space and hazmat applications.
- 3M™ Scott™ Ska-Pak SAR is available with either a fire-resistant Kevlar® or a lightweight polypropylene harness.
- Multiple cylinder pressures, durations, and airline connector options.



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# Sales Guide for the SCBA

## ! Customer challenge

- Workers may need to rapidly react to a range of issues such as fire, gas leaks or chemical spills that may expose workers to IDLH environments or unknown respiratory hazards. They may also need to perform rescues of other site workers if the need arises.
- Self-Contained Breathing Apparatus can be rapidly donned, giving the user a high level of breathing protection with the freedom to be mobile in their reaction to the hazard.
- It is important that these products are reliable and easy to use and train on as they will be used at critical moments, where every minute can make a crucial difference.

## 👤 Key contacts

- RPE program manager.
- Health and Safety Officer.
- Emergency Response Team.
- Fire Brigade Officer.
- Equipment Officer.

## 🗨️ Open the conversation

### For industrial customers:

- Do you have SCBA on site, perhaps used by a site fire brigade or emergency response team, used in your day-to-day work or as wall hangers for emergencies?
- Do you conduct shutdown/turnarounds?
- What are your biggest challenges related to PPE?
- Who do you involve in PPE selection?

## 🧰 3M Solutions

- The 3M™ Scott™ Fire & Safety SCBA are NIOSH approved for respiratory protection in IDLH environments and is suitable for use in industrial firefighting\* and similar IDLH applications.
- You can select between a variety of SCBAs based on cost and comfort level requirements:
  - The 3M™ Scott™ Industrial SCBA (ISCBA) is a cost-effective, durable SCBA for heavy duty use and for non-fire related, industrial environments.
  - The 3M™ Scott™ ACSi SCBA is a lightweight comfortable SCBA with adjustable padded shoulder and waistband straps for non-fire related, industrial environments.
  - The 3M™ Scott™ Air-Pak™ 75i SCBA is designed with durability, dependability and user-focus in mind featuring a streamlined backframe and comfortable fit for rigorous activities. 3M Scott's unique dual-redundant pressure reducer and unique Vibralert EOSTI provide respiratory protection in IDLH environments and is suitable for use in industrial firefighting\* and similar IDLH applications.

\* Non-interior or offensive firefighting per NFPA 600.



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## Why 3M?



Health and safety  
specialists

### Innovating to improve workers safety –

3M™ Scott™ Fire & Safety developed its first Air-Pak™ SCBA in 1945. 3M™ registers more than 4,000 patents every year across the company.

### Quality to Rely on –

Products tested & approved by US and Canada regulatory approval bodies. Our manufacturing plants are ISO 9001 (environmental management system) certified.

### On Hand Technical Support –

Operations in 70 countries, sales in more than 190 countries.

### Qualified Product Claims –

All 3M™ product claims have been through a vigorous claims' approval process.

### Global Expertise –

Delivering Training, Advice and Expertise across the globe.

### Local Presence –

Our NIOSH-approved SCBA and SAR are manufactured in the US. Local offices & teams are available to support.

### Doing Business the Right way –

Listed World's Most Ethical Company for 10 years in succession.

### Sustainability Commitment –

Innovating to decarbonize industry, accelerating climate solutions, and improving our environmental footprint.



Introduction	Where Are They Used?	Why 3M™ Scott™ Fire & Safety?	Available Products	Selection Tools & Training	Selling Tips	Tools & Assets
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# Tools and Assets

All assets and tools, including the links of the technical datasheets in different languages, have been combined in the following tables



Introduction

Where Are They Used?

Why 3M™ Scott™ Fire & Safety?

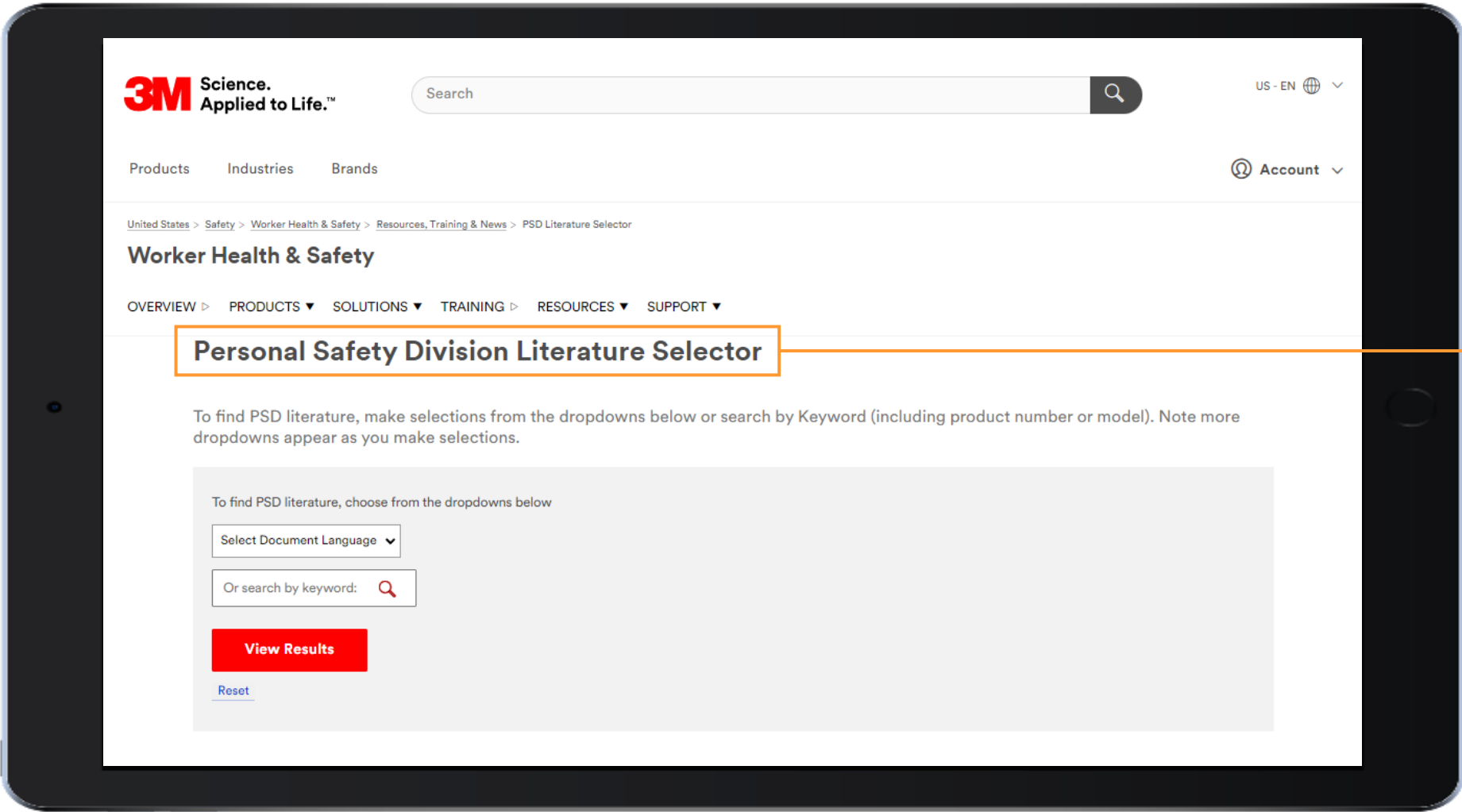
Available Products

Selection Tools & Training

Selling Tips

Tools & Assets

# Document Library



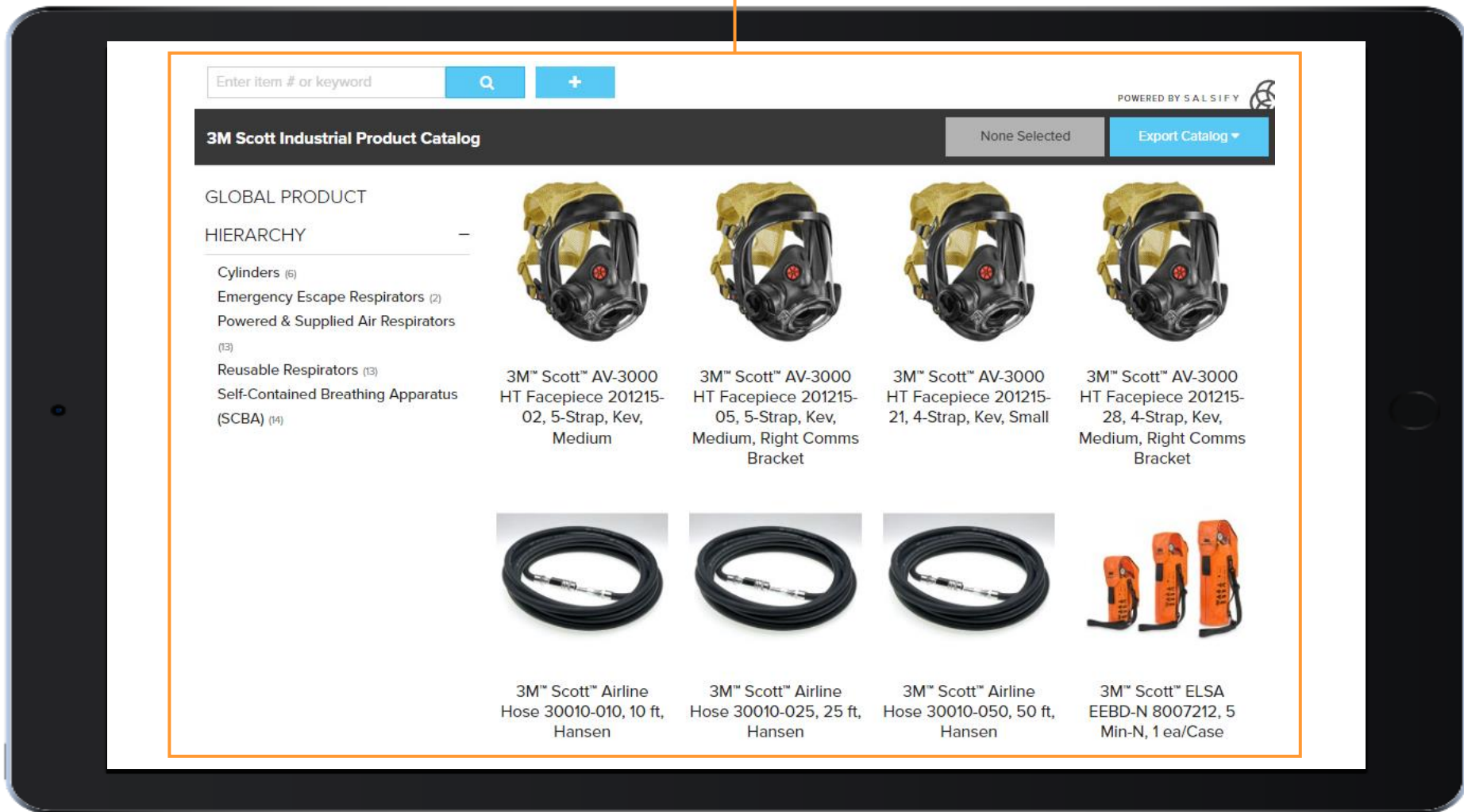
Find product brochures, flyers, posters, user instructions, tech data, bulletins and more

More information 



# Product Data

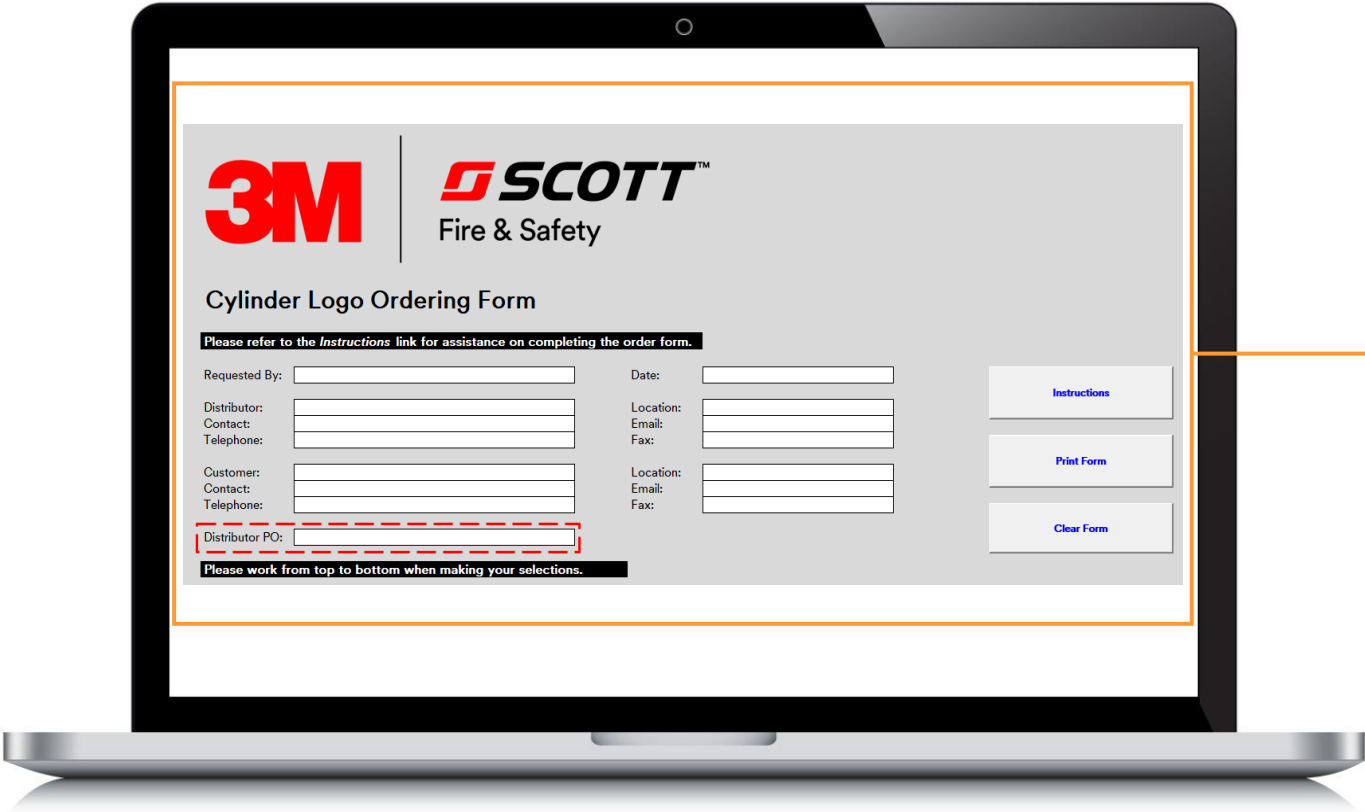
## 3M Scott Industrial Salsify Catalogue



**The 3M Scott Industrial Salsify catalog is your go to solutions for simple filtering and selection of 3M Scott Industrial products for the purpose of exporting either full data packages and/or product images. The tool allows for category filtering or product searches by 3M part #, SAP ID, or description**

**More information** 

# Cylinder Logo Ordering Form



Cylinder Logo Ordering Form used to customize and order personalized logos for your cylinders

[More information](#) 

## Need Help? Contact us.



### 3M US support:

1-800-243-4630 (US Technical Assistance)

### 3M Canada support:

1-800-267-4414 (Canada Technical Assistance)



### Send us a message.

Our technical service team members located in US and Canada are happy to answer your questions.

[scotttechsupport@mmm.com](mailto:scotttechsupport@mmm.com)



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**3M** Science.  
Applied to Life.™

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**Thank you.**

