

MEMORANDUM

TO: Owner, Example Safety Supply
FROM: Connor Marsley, Decanlys
DATE: October 12, 2026
RE: MSA 2026 price increase and your item costs

SAMPLE REPORT. The MSA price file is real and public. Example Safety Supply and all of its items, costs and sales are invented.

MSA raised its list prices on January 1, 2026. I compared the MSA 2026 price file with your item file. Your system still has an old cost on 175 MSA items that sold in the last 90 days. You pay MSA the new cost on each invoice, but your quotes and margin reports still use the old cost.

The attached workbook has the import file for Prophet 21 and a list of the 58 items that need your decision.

Summary

Cost increases not passed on, last 90 days	\$2,731
Cost increases not passed on since January 1 (estimate)	\$8,501
Last 90 days, if your sell prices are cost plus a markup	\$3,804
Items selling on an old cost	175
Items with a cost last updated in 2024 or earlier	24

By Product Group

Product Group	Items	Last 90 Days
Fall Protection	57	\$1,196.54
Air Purifying Respirators	17	\$414.97
Portable Instruments	27	\$396.55
Industrial Helmets	45	\$351.74
Supplied Air Respirators	12	\$193.77
Eye and Face Protection	10	\$144.02
Hearing Protection	7	\$33.91
Total	175	\$2,731.49

Status of the MSA Price File

Ready to load into Prophet 21	325
Already at the 2026 cost	122
Need your decision	58
Part dropped or renumbered by MSA	29
Possible wrong part, or two items on one part	13
Pack size not set (cost would be too high)	4
Increase over 15%, or a decrease	10
No 2026 price in the MSA file	2
Part numbers corrected to match MSA	127

Ten Largest Items

Item	Description	Old Cost	2026 Cost	Sold (90 Days)	Not Passed On
MSA10120601SP	PCBA,GX2,PKGD,1V,W/O PRES,MCU,NO CHRGR	\$934.91	\$972.16	3	\$111.75
SF-105722	ADAPTER ASSY.,ADVANTAGE FIT TEST	\$43.25	\$47.60	21	\$91.26
SF-104056	MSA WINCH,20M,GALV CABLE,TRIPOD,ANSI	\$886.41	\$974.98	1	\$88.57
MSAB20040001	KIT,BATTERY, PAPR, C420, RECHARGEABLE	\$704.88	\$787.36	1	\$82.48
MSA1508045	P05-153-006 AIO VALVE BLANK PLATE	\$270.20	\$283.04	6	\$77.01
SF-104087	THLL, CABLE, 18.3M, 2 MAN, NON-KIT, EN	\$788.63	\$825.34	2	\$73.43
MSA10149723SP	HANDWHEEL ASSY,G1, REMOTE, QC, 4500	\$806.01	\$874.80	1	\$68.79
MSA10238917SP	CABLE,SUBASSY,V-SHOCK SRL,20',ANSI,QTY4	\$683.50	\$747.62	1	\$64.12
SF-104435	FIXED 900MM STRAIGHT ASSY POLISHED	\$73.34	\$77.72	14	\$61.31
MSA10051189	VALVE:CHECK,IN-LINE,125"INLET,125"OUTL	\$10.35	\$11.16	74	\$59.64

Notes

The 2026 cost is the 2026 list price times your discount multiplier, divided by the units in each supplier pack. The amount not passed on is the 2026 cost minus the cost in your system, times the units sold in the last 90 days. The cost-plus figure assumes each sell price is your system cost plus your current markup on that item. Items with a possible wrong part, a missing pack size, or no 2026 price are not in the dollar figures. The estimate since January 1 assumes the same sales rate for all 284 days.