



**Honeywell Commercial Automation  
Contractors Enjoy Business-Building  
Products, Training and Support**

# Designed With Your Success in Mind

Customers have choices, so finding ways to set your business apart improves your opportunities to be selected. The Honeywell Commercial Automation Contractor program differentiates your business not only through the designation, but also through the support and resources available to you as a CAC member.



## Growth-Oriented Support

Staying up to date on Honeywell's new products is a huge business advantage. Among the new products that are a cornerstone of the CAC program is the JADE economizer, a powerful controller that delivers big savings your customers will happily tell others about. The JADE economizer isn't just ventilation. It's a solution.

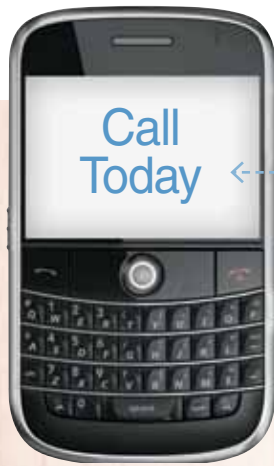


As a member of the Commercial Automation Contractor program, you'll have access to product information, special offers and training opportunities not available to the average contractor. Everything about the CAC program is designed to help you stand out and grow your business.

- Market Differentiation — Set your business apart when you use Honeywell's CAC graphic to enhance your brand value.
- Products — Create more sales by offering the latest technologies, including the JADE™ economizer, to your customers.
- Offers — Enjoy money-saving coupons and special deals exclusively for CAC members.
- Training — Become more valuable to your customers through online and classroom training.
- Ideas — Keep up on the latest industry news, products and sales tips through Honeywell networking events.

Presenting the JADE economizer to your customers:

- Sets your business apart.
- Lets them know you're offering the latest energy-efficiency technology that's also affordable.
- Helps them see you as a solutions-oriented partner.
- Positions you as an energy savings expert.
- Gives you the inside track for customers seeking more "green" solutions.
- Gives you a great lead-in for other energy-saving products, such as variable frequency drives, building automation through WebStat®, communication thermostats and WebVision®, dampers, actuators and more.



## Start Today

The sooner you become a Honeywell Commercial Automation Contractor, the sooner you can put the business-building CAC benefits to work for you.

**Call your Honeywell representative or local distributor about CAC registration today.**

## Support and Resources

Along with toll-free technical support — including the Commercial Components Hotline — CAC members can take advantage of a wide range of tools including:

- Product and Sales Tools — Through the Product Selection Tool, Take-Off Service and Savings Estimators, Honeywell gives you the resources you need to be successful.
- Beyond Innovation — Stay ahead of the curve. Discover more ways to promote and grow your business with the latest new product information at [beyondinnovation.honeywell.com](http://beyondinnovation.honeywell.com).
- Online Literature — As a Honeywell contractor, you'll receive up to 100 free packs of product literature and brochures to support your sales efforts annually. You can also add your logo to the literature at no additional charge.

## Exclusive Offers

Increase your profits simply by spending less for products. CAC members receive exclusive money-saving product coupons and offers. Enjoy even more rewards on every product purchase with automatic enrollment in the Contractor PRO™ program.

- \$50 off JADE Dry Bulb Kit
- \$50 off JADE Enthalpy Kit
- \$150 off \$1000 VFD job
- \$100 off 1 WebStat
- \$150 off 1 WebVision



## Training Opportunities

The more you know, the more your business can grow. Through Honeywell training opportunities at your local distributor, online and at the Honeywell Training Center, you'll not only increase your product knowledge, but you'll also learn time-saving installation tips and system solutions that can help increase your profits per job.

- Local distributor training
- Honeywell Buildings University
  - Online eLearning training modules
  - Variety of courses at the Honeywell Training Center

## Networking Opportunities

Along with the Buildings Forum — an online site that brings together distributors, contractors, and Honeywell sales and marketing executives — CAC members can take advantage of these additional networking opportunities:

- Exclusive Bi-monthly Webcasts — Stay engaged, stay ahead. These webcasts will give you an opportunity to learn more about Honeywell products directly from the source.
- CAC networking event — Be rewarded for your sales and meet the other top CAC members. This networking opportunity is available to top CAC members with the highest revenue logged in Contractor PRO by June 30, 2011.





join  
today

## Commercial Automation Contractors Enjoy What Ordinary Contractors Can't

- Access to the latest technology
- Special offers
- Training opportunities
- Customized sales tools
- Networking events

### **Automation and Control Solutions**

In the U.S.:

Honeywell

1985 Douglas Drive North  
Golden Valley, MN 55422-3992

In Canada:

Honeywell Limited

35 Dynamic Drive  
Toronto, Ontario M1V 4Z9

In Latin America:

Honeywell

9315 N.W. 112<sup>th</sup> Avenue

Miami, FL 33178

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