Honeywell

Date: April 2023 Marketing Bulletin HW23.3

To: All Engineered System Distributors (ESD)

NEW MASTER PACKS

IMPORTANT ORDERING REQUIREMENTS

As part of our continued effort to improve delivery performance and increase supply chain efficiencies, we've analyzed customer ordering patterns and our manufacturing capabilities to identify a subset of products that will now be offered exclusively in master pack quantities (or multiples thereof).

A **master pack** refers to a package of individually boxed items that are shrink-wrapped or placed in an additional outer carton (also called an over-pack). The quantity of each master pack varies by product/SKU due to the size and shape of the product and packaging. Master packs reduce shipping and handling costs as well as the potential for shipping damage and loss, making them a more sustainable and cost-effective solution than ordering in non-master pack quantities.

Therefore, **Honeywell will implement master pack quantity ordering on a subset of products effective May 15, 2023.** Products offered exclusively in master pack quantities are indicated in the latest Price Books along with the specific master pack quantity for each.

Please note that both the product packaging and pricing have not changed as a result of this initiative. Pricing/unit remains the same as before, with the only change being that products offered in master packs must now be ordered in exact master pack quantities (or multiples thereof). For example, if a product has a master pack quantity of 12, the minimum order quantity will be 12, with additional quantities available in increments of 12 (24, 36, 48, etc.). After the effective date, Honeywell's order management system will no longer accept orders for these parts if ordered in non-master pack quantities.

The latest Price Books have been shared with your designated pricing contact. Please contact your Regional Sales Manager or Customer Service Representative with any questions or concerns regarding this announcement.

Thank you for your business and continued support of Honeywell Fire products.

Sincerely,

Ahmad Althwabteh
Sr Offering Manager