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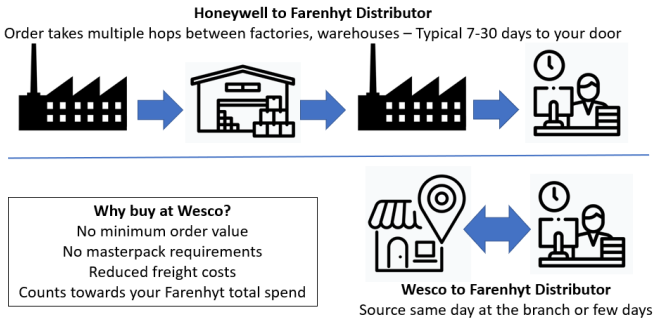
To: All Farenhyt Series Distributors

Farenhyt Series Products Now Available at Wesco

Expanding the Benefits of Wholesale Distribution with Farenhyt

With the improved product availability, wholesale distribution has proven valuable for our Farenhyt Engineered Systems Distributors (ESDs) to win more business. Honeywell is pleased to announce **Wesco** as the next authorized wholesale distribution partner to carry the Farenhyt Series product line. By offering Farenhyt through Wesco, ESDs now have more choices for obtaining Farenhyt products faster than ordering direct while enjoying the many benefits wholesale distribution offers including:

- Same-day pick-up for many products
- Free/low-cost shipping options
- No large minimum purchase order value requirements
- No need to purchase devices in specific quantities
- Additional credit lines and payment terms available
- Easy returns and product replacements
- Credit for purchases towards your catalyst Channel Partner Program (CPP) goals and tier (if an account was registered for the 2024 Ignite Loyalty Program)



All Farenhyt-specific parts (fire alarm control panels, detectors, modules, pull stations, annunciators, voice evacuation panels, etc.) will be available through Wesco, with pricing dependent on your Honeywell Catalyst CPP tier.

Farenhyt continues to be a limited-distribution ESD brand. In addition to being available directly from the factory, Farenhyt products can be purchased through ADI and Wesco for authorized Farenhyt ESDs only.

To receive catalyst CPP credit for Farenhyt purchases made at Wesco, your company must have registered your Wesco account(s) during the 2024 Ignite Loyalty Program enrollment period in December 2023. If your company failed to register for Ignite, your company will not receive catalyst CPP credit for Wesco purchases made in 2024. However, you can still email your Regional Sales Manager and provide your Wesco account number(s) to request access to the Farenhyt line through Wesco. If your company is a Dual ESD and your Ignite credit is registered to another brand, you will continue to see Farenhyt SKU sales count towards that brand.

Wesco can now accept orders for Farenhyt products online or at the local branch. Over the coming weeks, Wesco will start receiving Farenhyt stocking orders across its branches and hubs, allowing for immediate product availability nationwide.

By expanding Farenhyt to another wholesaler, we are excited for our Farenhyt partners to continue to leverage improved product availability, including same-day pickup for many items, as well as the added customer service and support that Wesco provides.

Please read the detailed FAQs on the following pages for additional information about this announcement.

Brian Carlson
Lead Channel Manager - Farenhyt
Honeywell Fire Systems

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Frequently Asked Questions - Farenhyt Series Products Available at Wesco

- **Is Farenhyt still available to order directly through Honeywell?**
  - Honeywell is allowing our partners to buy Farenhyt directly from Honeywell and/or to source it through our two approved wholesale partners - ADI and Wesco.

- **Will my price be different than what I pay directly from Honeywell? Is pricing at ADI and Wesco different?**
  - While wholesale distributors ultimately set their pricing, Honeywell has encouraged Wesco and ADI to provide similar out-the-door prices (net price plus freight costs) on Farenhyt products based on your Catalyst (CPP) tier.

- **Can I request Farenhyt project discounts at Wesco?**
  - We understand that project discounts may be needed for competitive situations on Farenhyt systems in certain circumstances. But continue to work directly with your Farenhyt Regional Sales Manager on these opportunities factory direct.

- **Will Wesco receive priority on products before my factory direct order?**
  - No, orders from Wesco are processed like orders placed directly from Farenhyt ESDs using FIFO (first-in, first-out) priority. Wesco will be investing in maintaining high levels of stock on hand to help if we do not have the product available directly from the factory.

- **Can I return the product I purchased factory direct to Wesco?**
  - No, if you purchased the product directly from Honeywell, then you must return the product to Honeywell for credit. Likewise, products purchased at Wesco must be returned through Wesco, not Honeywell.

- **Due to my catalyst CPP tier, I currently receive an extended warranty on Farenhyt products. Will I get the same additional warranty coverage on purchases made through Wesco?**
  - No, all Farenhyt products purchased from Wesco will carry Honeywell's standard warranty regardless of a partner's CPP tier at the time of purchase.

- **I did not register my Wesco account in the 2024 Ignite Loyalty Program. Can I still receive credit for all purchases through Wesco?**
  - No, unfortunately, registering your Farenhyt account for the Ignite Loyalty Program was essential to receive credit for purchases made through Wesco. You must register your Farenhyt account during the 2025 Ignite open enrollment period.

- **I'm a "dual ESD" with both Farenhyt and Gamewell-FCI/NOTIFIER accounts and registered for Ignite with my non-Farenhyt account. Can I change the account previously registered to receive credit for Farenhyt purchases through Wesco?**
  - No, the account registered for Ignite during the 2024 open enrollment will receive credit for purchases this year and cannot be changed. If you wish to allocate Ignite credit to your Farenhyt account next year, you must register your Farenhyt account during the 2025 Ignite open enrollment period.

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- **How will you prevent unauthorized purchases of Farenhyt products at Wesco?**
  - Honeywell has provided a list of all authorized Farenhyt ESDs and their respective Wesco account numbers registered through the Ignite Loyalty Program so that Wesco can access the Farenhyt product line. Accounts not provided by Honeywell will be unable to purchase Farenhyt products from Wesco.

- **I tried to purchase at Wesco but my account number was not authorized to buy - why?**
  - Your company did not register your Wesco account during Ignite open enrollment period and we don't have record of it.
  - Work with your Regional Sales Manager to request access until next Ignite registration.

- **Are bulk packs available at Wesco?**
  - One of the benefits of purchasing through wholesale distribution is the ability to buy in single-unit quantities without paying premiums. Therefore, at this time, bulk packs of Farenhyt devices and System Sensor AV bulk packs will not be offered through ADI or Wesco.

- **Do I still need to be factory-trained if I only purchase Farenhyt through ADI or Wesco?**
  - Yes, to be an authorized Farenhyt ESD, regardless of where you purchase Farenhyt products, you must complete all Farenhyt training requirements, including re-certifications.

- **If I purchase exclusively from ADI or Wesco, will my direct account remain active?**
  - Honeywell will maintain your direct account number even if you shift all your Farenhyt business through ADI or Wesco. Your Honeywell account number is required for catalyst CPP tiering, training certifications, contract agreements, and authorization to purchase Farenhyt products from ADI or Wesco.

- **Does my quota or catalyst CPP tier target change if I purchase Farenhyt from ADI or Wesco?**
  - All Farenhyt accounts are measured against the same catalyst CPP program tiering based on revenue, growth, and payment history. Revenue and growth results will include purchases made directly with Honeywell and through wholesale distribution accounts registered through the Ignite Loyalty Program.

- **Will you make Farenhyt products available through other Honeywell Fire wholesale distributors?**
  - At this time, Farenhyt is only available through wholesale distribution at ADI and Wesco, but we may expand the Farenhyt line to additional wholesale distribution partners in the future. If additional partners are added, we will communicate with our Farenhyt ESD partners at that time.

- **Will Gamewell-FCI or NOTIFIER also be available through wholesale distribution?**
  - At this time, only the Farenhyt limited distribution brand is being offered through wholesale distribution as an exclusive benefit for our Farenhyt partners.

- **Will Farenhyt product availability changes and price adjustments occur simultaneously at wholesale distribution and Honeywell?**
  - Yes, new product availability and pricing changes will be coordinated between Honeywell and wholesale distribution.

If you have any other questions, please contact your Regional Sales Manager (RSM) or Brian Carlson, Lead Channel Manager, at brian.carlson@honeywell.com.