STRENGTH

Brand Partners Products

31ST ANNUAL LEADERSHIP CONFERENCE

WELCOME

NEW LINE OF DETECTION

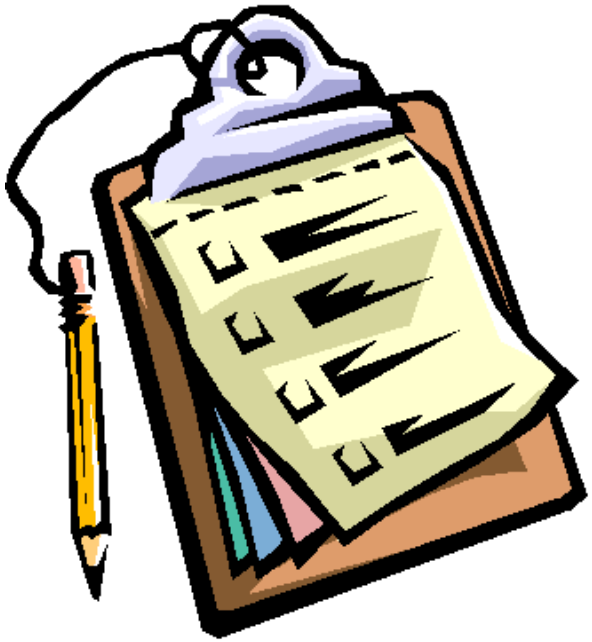
Kris Cahill

October 2017

NOTIFIER® by Honeywell

AGENDA

- UL 268th edition
- New Design
- Models
  - Core
  - Specialty
- Cost savings
- Timing
- Agency listings



Why do I want new detectors?

- Early compliance ensures **business continuity** during UL 268 7th Edition standards update
- Expanded color offering and modern design support contemporary **aesthetic needs**
- **Cost savings** through lower labor demands



BUSINESS CONTINUITY

UL 268 7th Edition

- Code changes
  - Normative annex
    - Canada still reviewing
  - Required compliance May 2020
  - Smoke test requirements
    - “Burger Test”
    - Polyurethane Tests





PRODUCT LINE

Aesthetics

- New streamlined look
- Standardized color across product lines
- Real color options



New Detector Design

6” Base with trim ring



4” Base (B501)



Standardized Color





Now in **Bright White**



Colors/Protocol

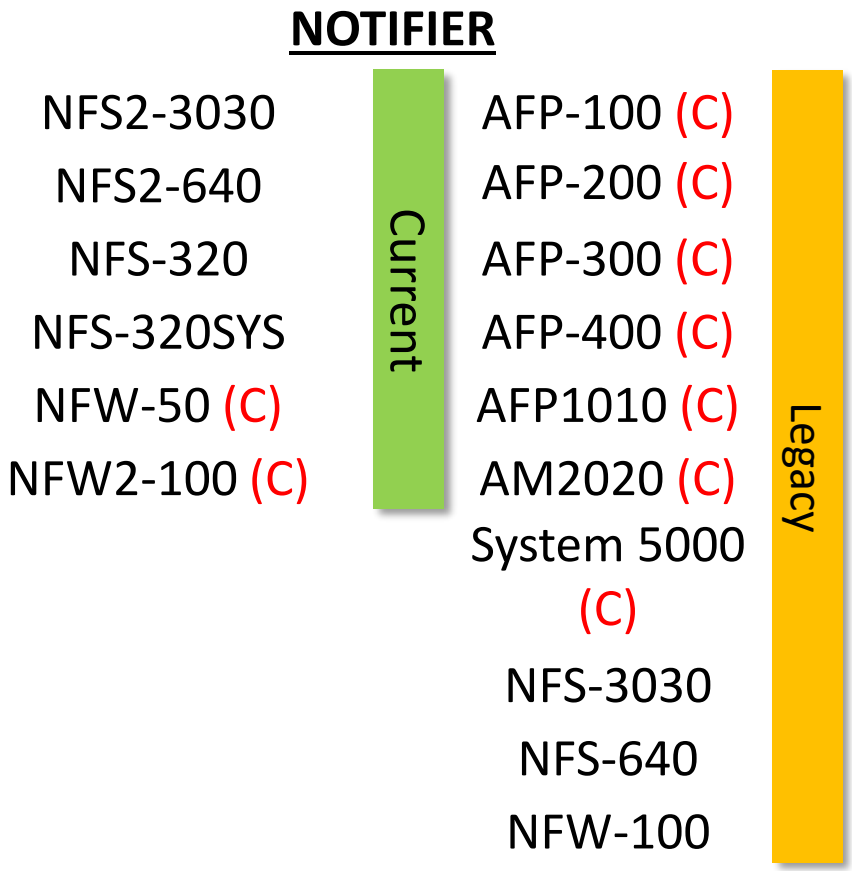
Device Colors

White (Flashscan) FSP-951	Ivory (Flashscan/CLIP) FSP-951-IV

Accessory Colors

White	Ivory	Black

Panel Compatibility



(C) Designates CLIP only panels
Require ivory, dual protocol device

Device Types

- Core (January)
  - Photo
  - Photo – remote test
  - Photo/Thermal
  - Heat
    - Fixed
    - ROR
    - High
  - 4” Base
  - 6” Base
  - Trim Ring
  - Color Kits
- Specialty (June)
  - PTIR (photo/thermal/infra-red)
  - High Sensitivity
  - Fire/CO



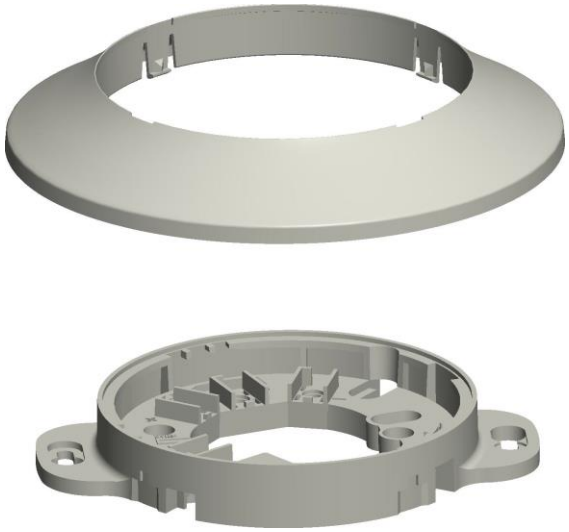
Old vs. New

TYPE	OLD SKU	NEW SKU	VARIATION
photo	FSP-851	FSP-951	WHITE
		FSP-951-IV	IVORY/DUAL PROTOCOL
photo remote test	FSP-851R	FSP-951R	WHITE
		FSP-951R-IV	IVORY/DUAL PROTOCOL
photo/thermal	FSP-851T	FSP-951T	WHITE
		FSP-951T-IV	IVORY/DUAL PROTOCOL
heat	FST-851	FST-951	WHITE
		FST-951-IV	IVORY/DUAL PROTOCOL
heat - high	FST-851H	FST-951H	WHITE
		FST-951H-IV	IVORY/DUAL PROTOCOL
heat - ROR	FST-851R	FST-951R	WHITE
		FST-951R-IV	IVORY/DUAL PROTOCOL

Bases

- 4” Base
  - B501 white - convert to new white as standard
  - B501-IV ivory
  - B501-BL black

- 6” Base
  - B600-6 white
  - B300-6-IV ivory





NEW DETECTION LINE BACKWARDS COMPATIBLE WITH B210LP

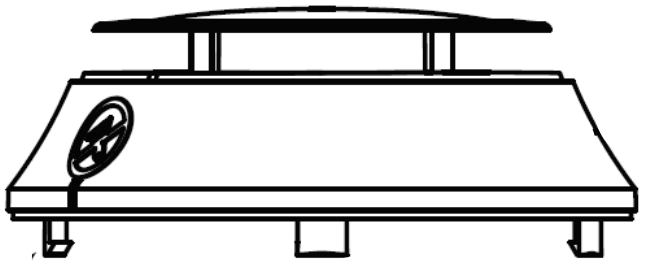
Other Bases

- Types
  - Sounder
  - Low Frequency
  - Relay
  - Isolator
- Colors
  - White
  - Ivory
- SKU nomenclature
  - B200S shifts to White
  - B200S-IV original ivory

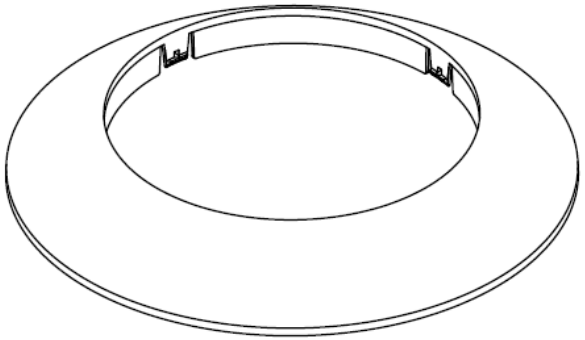


Color Kits/Trim Rings

- Color Kits: trim ring and housing
  - CK300 white
  - CK300-IV ivory
  - CK300-BL black
  - CK300-IR IR opening, white
  - CK300-IR-IV IR opening, ivory
  - CK300-IR-BL IR opening, black



- Trim Rings
  - TR300 white
  - TR300-IV ivory



PTIR - Photo, Thermal, Infra-Red

- Acclimate® replacement
- UL 268 and UL521 listed
- Application
  - Moderate nuisance conditions



Fire/CO (IntelliQuad™ PLUS)

- Life Safety Carbon Monoxide and smoke detection
- Best nuisance immunity – 4 sensors
- Smaller profile
- 10 year CO cell
- Improved IR design
  - Flicker detection
- Consolidate SKUs
  - Eliminate IntelliQuad



High Sensitivity

- Replaces current laser
- High sensitivity photo instead of laser design
- Very early warning detection
- Addressable point



Product Variations and Markings

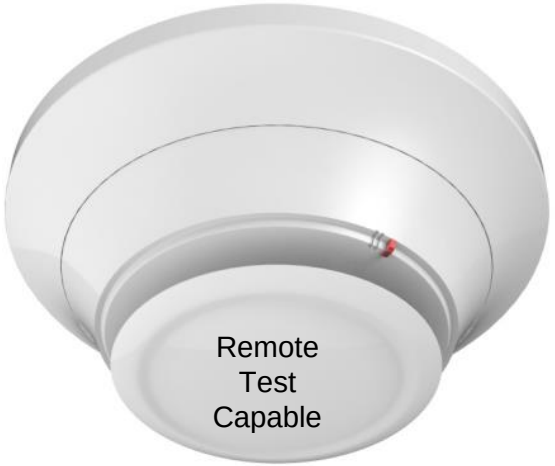
HEATS



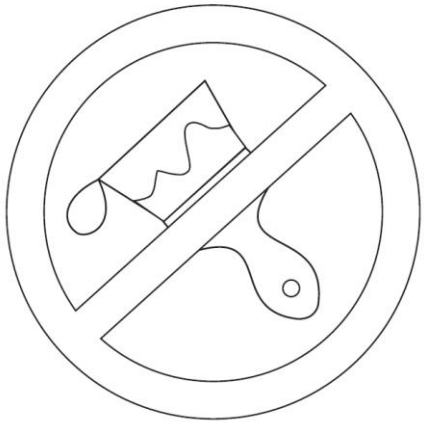
IR



REMOTE TEST



DO NOT PAINT



COST SAVINGS

Cost Savings - Photo Chamber

- Photoelectric chamber less prone to contaminants reducing maintenance
  - Resin
  - Chamber design



Cost Savings - Easier Changeover

- Detector housings are faster and easier to install
  - Color change
  - Cleaning



Cost Savings – Installation Efficiency

- Alignment marks and a quick drop connection between the base and detector create a more efficient installation method



Cost Savings – Longer Life

- 10 year CO cell extends replacement cycle



Cost Savings - Testing

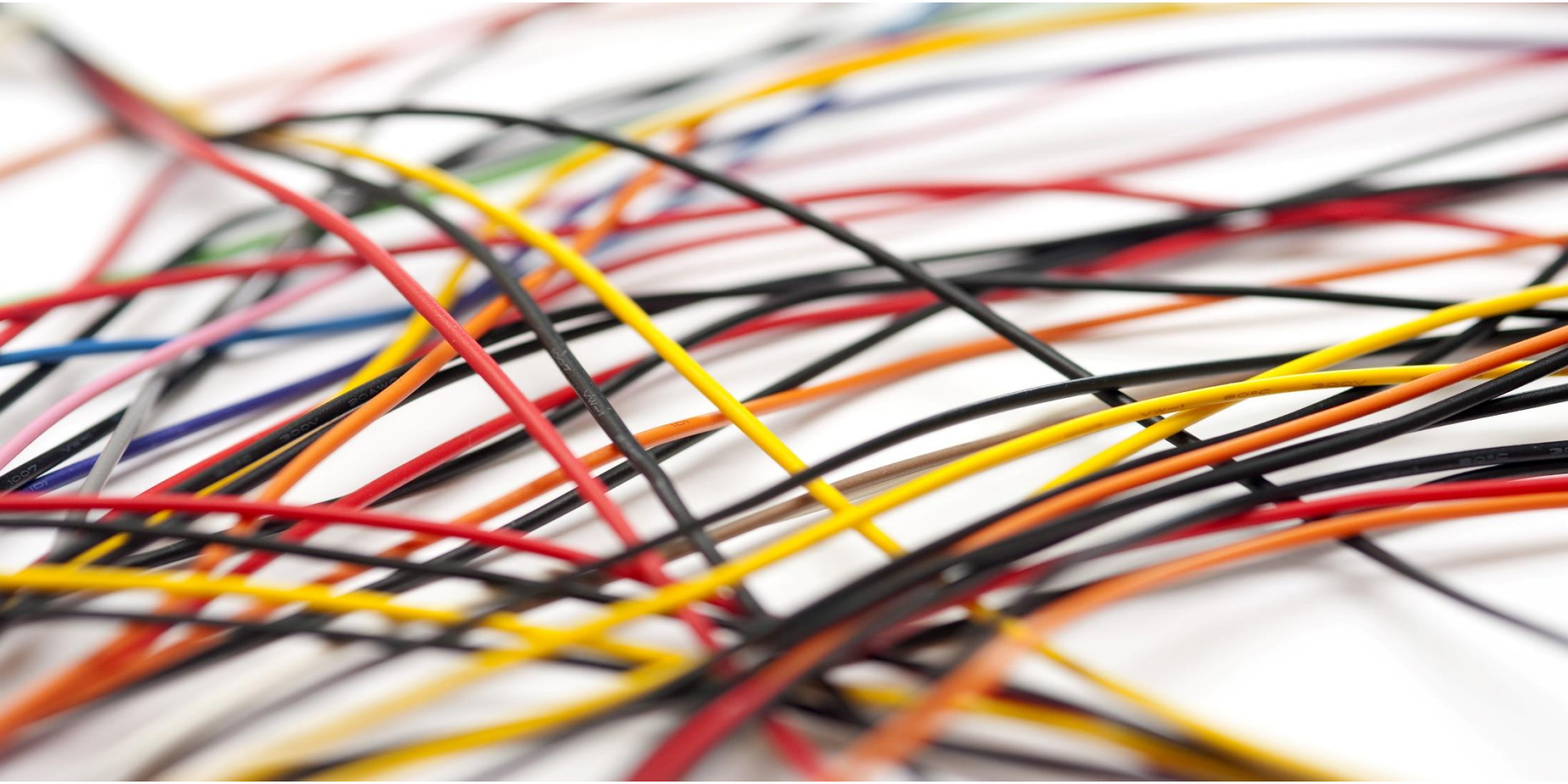
- Magnet test mark easier to locate, and responds faster





Cost Savings – Backwards Compatibility

- Backwards compatible to B210LP (6” base) eliminates re-wiring



Transition plan

- Phases
  - Notifier core models – January 2018
  - White sounder/relay/isolator base line – Q1 2018
  - Fire Warden core models – February 2018
  - Specialty models – June 2018
- Offer new, but keep old through 2018



Agency

- UL/ULC
  - Notifier and Fire Warden UL/ULC listed
  - UL 268 7th Edition listing pending
  - All heats UL 521
  - Consolidated many bases cULus dual listing
- FM, CSFM
  - In process

Pricing Strategy

- White standard models – similar to current price
- Ivory service retrofit models +$5
- Price increase to 200 series during transition



Why do I want new detectors?

- Maintain **business continuity** with UL 268, 7th edition guided performance enhancements
- Support contemporary **aesthetic needs** with our new modern profile and expanded
- Generate **cost savings** through lower labor demands from practical design updates



White Modules

- Product line conversion October
  - Ivory to white
- Same SKUs
  - Identified with red, circular label
  - Maintains branding format
- New bulk packs – plain, unbranded





Faceplate Bulk Packs

Model Number	Model Description
FP-WHITE-BP	UNMARKED WHITE FACEPLATE 10-PACK
FP-IVORY-BP	UNMARKED IVORY FACEPLATE 10-PACK
FP-WHITE-2-BP	UNMARKED WHITE FACEPLATE 2 IN/2 OUT 10-PACK
FP-WHITE-SWIFT-BP	UNMARKED WHITE FACEPLATE SWIFT 10-PACK
SMB500-WH	UNMARKED WHITE BACK BOX




Q&A

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THANK YOU

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