

## Honeywell Not Raising Prices with Recent Tariff Announcements

Another reason you **WILL WIN** with Honeywell!

Dear Valued Partner,

Over the last 12 months, the United States has experienced a tumultuous trade climate, specifically with products manufactured in China. Recognizing this, Honeywell took immediate actions to optimize our supply chain and relocate outside of China.

Given these proactive steps, we are pleased to announce that **Honeywell WILL NOT be making any changes to the list price** of our products as a result of the recent List 4 imposed tariffs announced by the USTR.

At a time when many other industry players are raising prices by as much as 10%, Honeywell is maintaining current pricing for our valued channel partners, enabling you to:

- Maintain current pricing for your customers
- Preserve your company's profitability
- Make more money selling Honeywell solutions

As a reminder, Honeywell has transitioned manufacturing from China to Mexico for a large number of products. Products manufactured in Mexico are denoted with an "N" in the part number. These products are identical to "the non-N" versions in all aspects including specifications and performance. The only difference is the manufacturing location.

If you have any questions, please reach out to your Honeywell sales representative.

We wish to take this opportunity to thank you for your business and look forward to winning more business opportunities through our partnership.

Regards,

Andrew D'Amelio  
GM/Vice President, North America

Taylor Smith  
Vice President, Marketing



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