



THE POWER OF **CONNECTED**

Honeywell First Responder Products

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Dayton, Ohio 45414
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April 19, 2019
Chief Mike Kennedy
City of Ann Arbor
Fire Department
111 North Fifth Avenue
Ann Arbor · MI · 48104-1405

Subject: ***Distribution Realignment***

Chief Kennedy,

As you know, the first responder market place is a dynamic space that is going through a period of realignment and adjustments. The industry, in response to changes in the economic climate, is consolidating as manufacturers and distributors seek ways to remain competitive.

Because of these changes, we at Honeywell First Responder Products are currently reviewing, on a case by case basis, our distribution network to ensure that we are properly aligned to weather the changes in the market as competitively as possible. To accomplish this business objective, it is, regrettably, necessary to discontinue our business relationship with certain distributors in specific areas. It is for this reason that I am writing you today.

We have decided to end our relationship with Phoenix Safety Outfitters. We have reached out to Douglas Safety and They are willing to take over the contract and continue to service your fire department. They are willing to honor the price of the current contract. This can and would be a seamless transition.

Should you have any questions or concerns, please feel free to contact me at 317-361-3570 or via email, Kevin.schultheis@honeywell.com. I will be glad to work with you to make this transition as smooth for you as possible.

Sincerely,
Honeywell First Responder Products

Kevin Schultheis

Kevin Schultheis
Midwest Regional Manager

CC: Jim Walter- Director of Sales
Heather Ramsey Customer Service Representative
Travis Mikalauskas Sr. National Account Manager