

# Security Wholesaler/Wholesaler+ Application Form

**Honeywell**

## Wholesaler details (to be completed by customer)

**Company name**

**Account no.**

**Address**

**Post code**

**Telephone**

**Fax**

**Email address**

**Website**

\* Please delete as appropriate:

As a Honeywell Security Wholesaler (HSW)/Honeywell Security Wholesaler+ (HSW+\*), I agree to a £20,000/£30,000\* annual spend on Honeywell Security Group products

I agree to Honeywell merchandising of branch(es)

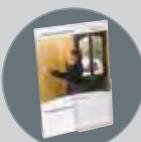
I opt-in to receive Honeywell Security Group marketing communications

I agree to the Terms and Conditions overleaf

To welcome you to the Honeywell Security Wholesaler Programme, we will supply you with a welcome pack which consists of an HSW/HSW+ member certificate, an HSW Handbook and a selection of literature. In addition you may choose a maximum of three additional Honeywell merchandising tools for your premises\* from the list below, please insert an X against your selection.



POS display board & literature dispenser



Honeywell branded POS literature dispenser



Vehicle livery



HSW Indoor/Outdoor Member plaque



4 x polo shirts



A2 Sized Poster



Door stickers



Supply of end user window stickers

\*you will receive your additional merchandising tools within 21 days from the date of signing the HSW/HSW+ application form.

**Signed**

**Date**

(for and on behalf of customer)

## Sales Representative details (to be completed by Honeywell Security Sales Representative)

**Sales Representative name**

**Signed**

**Date**

(for and on behalf of Honeywell Security UK Ltd)

# Terms and Conditions

Thank you for becoming a Honeywell Security Wholesaler/Wholesaler+ (HSW/HSW+). The terms and conditions detailed below will become valid upon receipt of your initial stock order. Your minimum stock order should be £2,000 for a HSW and £3,000 for a HSW+ member.

Now that you have joined the programme, we wish to further develop our relationship with you by arranging product training sessions. The training sessions will cover each of our product ranges: detection; control panels and accessories. Following the training, we propose to hold either a Trade Day or a "Contractor event" to promote our new relationship and services to your potential and existing customers. We will also provide a range of support literature and display material.

## Exclusive Wholesaler/Wholesaler+ Benefits:

### Price Structure

As a Honeywell Security Wholesaler/Wholesaler+ member you will benefit from preferential pricing on ADE and IntelliSense products. Your pricing structure will be confirmed to you by your sales agent and will be determined by your level of spend. This is subject to review on an annual basis.

### Promotional Prices

We will offer at least 2 exclusive promotions per year.

### Exclusive HSW Member Rebate

If you achieve in any calendar year the target\* of £20,000 aggregate sales of Honeywell Security ADE and IntelliSense products, you will receive a growth related rebate of £1,000 (excluding VAT).

### Exclusive HSW+ Member Rebate

If you achieve in any calendar year the target\* of £30,000 aggregate sales of Honeywell Security ADE and IntelliSense products, you will receive a growth related rebate of £2,000 (excluding VAT).

## Stock Profiles:

In order to achieve and maintain HSW status, you must order and continue to hold a minimum level of stock of ADE/IntelliSense products of £2,000.  
In order to achieve and maintain HSW+ status, you must order and continue to hold a minimum level of stock of ADE/IntelliSense products of £3,000.

We reserve the right to audit your level of stock, at our discretion, and if we find that you have not maintained this stock profile, we will ask you either to increase your stock to this level or we will have the right to terminate this appointment without further notice.

## Technical Support Line:

Tel: +44 (0)844 8000 235 (ADE range)  
E-mail: hsuk07techsupport@honeywell.com

### Use of Honeywell Logo:

You may describe your business as a Honeywell Security Wholesaler/Wholesaler+, and may use the Honeywell trademarks but only in the form and manner provided to you by Honeywell Security Group. We do not grant you any rights under any Honeywell patents or trademarks except as are incidental only to your sale of the products and your customers' right to use the products.

### Reporting Requirements:

You will send to Honeywell Security Group at Newhouse Industrial Estate, Motherwell, Lanarkshire, ML1 5SB, or by email to [securitysales@honeywell.com](mailto:securitysales@honeywell.com), a report within 15 days after the end of each quarter date specifying the names and addresses and aggregate revenues from the sale of Honeywell Security ADE and IntelliSense products, of each distributor to whom you have sold such products in the previous quarter.

### Probationary Period:

By signing up to be a Honeywell Security Wholesaler/Wholesaler+ you understand that a probationary period of 3 months must be completed, during which time sales of the Honeywell products must be £5000 for an HSW and £7500 for an HSW+ member. You agree that should this level of sales not be reached within this probationary period that this contract will be terminated.

### Terms and Conditions of Sale:

Honeywell Security Group terms and conditions of sale apply to all orders. To request a copy of our terms and conditions of sale please send an e-mail to [securitysales@honeywell.com](mailto:securitysales@honeywell.com) or Tel: +44 (0)844 8000 235.

### Termination:

Either party may terminate this appointment at any time by providing three months written notice to the other party.

On termination of this appointment for any reason, we shall not have any liability to pay compensation to you for loss of profits, goodwill or for any other reason.

On termination of the appointment, you shall return to us all promotional and other material that we have supplied to you. You will cease to refer to yourself as a Honeywell Security Wholesaler/Wholesaler+ and shall cease to use any Honeywell logo. We trust that everything is to your satisfaction. On behalf of all at Honeywell Security Group, I look forward to welcoming you as a new Honeywell Security Wholesaler/Wholesaler+ and look forward to a mutually beneficial and profitable relationship.

Should you or any of your colleagues have any queries regarding Honeywell Security Group, its services or products, please contact your local Honeywell account manager.

### Applicable Law:

These Terms and Conditions shall be governed by English law and any disputes shall be subject to the exclusive jurisdiction of the English courts.

\*please note that the sales accumulated during your 3 month probationary period will count towards your annual target.

## Please return this application form to:

**HSW Customer Service**  
**Honeywell Security Group**  
Newhouse Industrial Estate  
Motherwell  
Lanarkshire  
ML1 5SB  
Scotland  
Tel: +44 (0) 844 8000 235  
Fax: +44 (0) 1698 738 500  
[www.honeywell.com](http://www.honeywell.com)

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