

Date: December 2, 2019
To: All Kidde Fire Systems Distributors
From: Abhay Nadgir, Director, Product Management & Strategy
Subject: Announcing 2020 Price Lists

IMPORTANT PRODUCT PRICING INFORMATION
Please share with Sales, Design, Service & Purchasing

Kidde Fire Systems announces the availability of our 2020 Price Lists, effective January 2, 2020, for immediate download via the [Distributor Extranet](#) area of kiddefiresystems.com. Key price list highlights for 2020 include structural changes and last-time buy notices for specific product lines and parts.

Structural changes:

To simplify pricing lookups, we have streamlined our price lists by combining several lists into the one file, thereby reducing the number of lists to manage. Price lists and their corresponding tabs are noted below.

1. Full Line Distributor Price List
 - a. ADS™: Advanced Delivery System for clean agents – Land & Marine
 - b. ECS™: ECS-360 and ECS-500 for clean agents – Land & Marine
 - c. HP-CO₂: High Pressure CO₂ System – Land & Marine
 - d. LP-CO₂: Low Pressure CO₂ System
 - e. IG: Inert Gas System (legacy platform)
 - f. KDAC: Detection, Alarm & Control Systems
 - g. KWDC: WHDR and IND Pre-Engineered Systems
 - h. PFX: Portable Extinguishers
 - i. Fenwal: Spare parts for Fenwal clean agent cylinder-valves and DAC
 - j. Chemetron: Spare parts for Chemetron clean agent, HP-CO₂ and DAC systems
2. Engineered-Only Distributor: All tabs listed above except KWDC
3. Pre-Engineered Distributor:
 - a. KWDC: WHDR and IND Pre-Engineered Systems
 - b. PDAC: Conventional Detection, Alarm & Control Systems
 - c. PFX: Portable Extinguishers
4. KVS Price List: KVS & Sentinel Vehicle Suppression system
5. MFA Price List: Marine Fire Alarm system
6. SBD Price List: Spare parts for Fenwal Spheres & BDCs

Last time buy notifications – Ending of an era:

After decades of service to their respective branded distribution channels, the era of Fenwal Protection Systems and Chemetron Fire Systems products is finally coming to an end. We realize these products continue to root us to the past, whereas our collective need is to look at and prepare for the future. And although the phasing out of older products may be cause for pause, it is certainly time for celebration since this change creates the opportunity for better and differentiated products to be brought to bear and of which we have several in the pipeline. We are excited to be able to offer these products to you in the very near future.

In the meantime, please consider this bulletin your formal notification of the last-time buy period for Fenwal, Chemetron products and other low-volume or duplicated-across-brands parts. The last time buy and final end-of-life will track the schedules tabulated below:

Table 1: Legacy Products End of Life Schedule for New Systems

Price List	Product	Discontinued Part(s)	Last PO Date	Last Ship Date
Chem (Chemetron)	Clean agent	• Cylinder-Valve assemblies • Other Valves, • Hoses, • Nozzles, • Accessories	Sep 30, 2020	Dec 31, 2020
	HPCO ₂	• Cylinder-Valve assemblies • Other Valves, • Hoses, • Accessories, (Excludes items common w/ LPCO ₂)	Sep 30, 2020	Dec 31, 2020
	Inert Gas	• Cylinder-Valve assemblies	Sep 30, 2020	Dec 31, 2020
	Detection & Alarm	• All	TBA	TBA
Fen (Fenwal)	Clean agent	• Cylinder-Valve assemblies • Nozzles	Sep 30, 2020	Dec 31, 2020
	Inert Gas	• Cylinder & Valves	Sep 30, 2020	Dec 31, 2020
	Detection & Alarm	• All	TBA	TBA
SBD (Fenwal)	Clean Agent	• Spares for Spheres • Spares for BDCs (excludes Initiators)	Mar 31, 2020	June 30, 2020

Note – Warranty period is by part number and, as per KF Terms and Conditions of sale, shall be 36-months from the date of last shipment from KF. Parts without sales in the prior 3-year period shall be discontinued immediately.

Table 2: Low-volume Parts End-of-Life Schedule

Price List	Discontinued Product, Platform or Part(s)	Last PO Date	Last Ship Date	Replacement Product, Platform or Part(s)
ADS	ADS w/ HFC-227ea Cylinder-Valves <u>without</u> LLI	Mar 31, 2020	June 30, 2020	ADS w/ HFC-227ea Cylinder-Valves <u>with</u> LLI
ADS ECS	3-way Directional Valves Sizes ½", ¾", 1"	None; discontinued immediately	-	None
ECS	ECS-360 w/ Novec <u>All</u> Cylinder-Valves-Land	Sep 30, 2020	Dec 31, 2020	ECS-500 w/ Novec
	ECS-360 w/ Novec <u>All</u> Cylinder-Valves-Marine	Mar 31, 2020	June 30, 2020	ECS-500 w/ Novec
	ECS-360 w/ HFC-227ea Cylinder-Valves <u>without</u> LLI	Mar 31, 2020	June 30, 2020	ECS-360 w/ HFC-227ea Cylinder-Valves <u>with</u> LLI

Price List	Discontinued Product, Platform or Part(s)	Last PO Date	Last Ship Date	Replacement Product, Platform or Part(s)
	ECS-360 w/ HFC-227ea Horizontal Cylinder-Valves	Mar 31, 2020	June 30, 2020	None
	ECS-360 & ECS-500 w/ Novec Nozzle Size 1/4"	Mar 31, 2020	June 30, 2020	None

Note – Other less significant changes are marked directly on the price lists

Pricing Changes:

While we have continued to hold prices at previous levels for most core products, legacy and/or low volume parts have seen increases. A high-level summary of changes is below. Please note that this summary is intended to provide overall guidance and there may be exceptions for specific parts.

ADS: No increases to major parts except 3-Way Directional Valves; Spot changes to minor items
ECS: No increases to major parts except HFC-227ea nozzles and 3-Way Directional Valves; Spot changes to minor items
HPCO₂: No increases to major parts except frame kits, nozzles and select valves; Spot changes to minor items
LPCO₂: Increases on several parts
IG: No increases to major parts except Selector Valves; Spot changes to minor items
KDAC: No increases to major parts; Spot changes to minor items
KWDC: Increases to certain cylinder sizes; Spot changes to minor items
PFX: Increases on several parts
SBD: Increase due to vendor change
KVS: Increases on several parts
MFA: Spot changes only
Fenwal: Increases on several parts
Chemetron: Increases on several parts

Questions or Concerns:

If you have any questions or concerns, please contact us at:

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Thank you for your continued loyalty and business.