

How Honeywell Goes to Market



Simply put, Honeywell supports you with the finest distribution network in the industry. You'll get the products and services you need along with available training and dedicated support. In addition to many Honeywell branch offices, our network of knowledgeable independent distributors includes:

- **Authorized System Distributors (ASD)** — 60 companies offering you access to comprehensive Honeywell product training and service solutions
 - Offer the entire Honeywell product line
- **Commercial Controls Distributors (CCD)** — 50 companies providing access to and in-depth knowledge about Honeywell products and services
 - Offer Honeywell components and LCBS
- **General Wholesalers (GW)** — Nearly 4,000 companies offering you access to Honeywell products
 - Offer Honeywell components and parts
- **Combustion Solution Distributors (CSD)** — Approximately 25 companies providing engineering and design support, panel layout and/or wiring diagrams, project management and startup support

Honeywell Network of Support Means:

- Consistent, competitive prices
- Consistent quality
- Support from both the manufacturer and local distributors/contractors
- Support in emergencies — if your contractor isn't available, Honeywell has the industry's largest network of sales representatives who can step in and help

Support from Honeywell Contractors

	ACI	ACS	CCES
Served Segment	Large/Complex Commercial	Medium/Large Commercial	Small/Medium Commercial
Profile	System Integrator	Controls Contractor	HVAC Mechanical
Products	WEBs ^{ACTM} , SymmetrE TM , EXCEL 5000 TM OPEN, Commercial Components	EXCEL 5000 TM OPEN, Commercial Components	LCBS, VFDs, T7350, Commercial Components
Features	• Authorized by Honeywell to install HVAC control network and open systems	• Access to Honeywell training	• Access to Honeywell training
	• Supported by Honeywell and Honeywell Authorized Systems Distributor (ASD)	• Supported by Honeywell Authorized Systems Distributor (ASD)	• Supported by Honeywell Authorized Systems Distributor (ASD) and Commercial Controls Distributor (CCD)
	• Experience in HVAC: control, products, applications and systems for large installations	• Access to Honeywell technical support	• Access to commercial components support
	• In-house engineering capability	• Access to Honeywell EXCEL 5000 TM OPEN System and WEBStation ^{ACTM} workstation	• Specializing in Honeywell Light Commercial Building Solutions
	• Experienced staff for Internet LAN, IT infrastructure and system integration		