



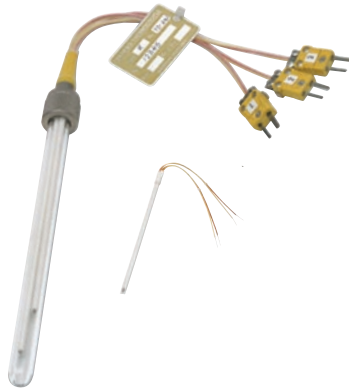
Honeywell Thermocouple SWAP Program

Honeywell Thermocouple SWAP Program

A UNIQUE PROGRAM FOR THERMOCOUPLE MANAGEMENT

BENEFITS

- New thermocouple every time
- No wire homogeneity problems due to used wire
- Reduced lead times
- No exposure to volatility of precious metal market
- Eliminate variable repair costs of R&R
- Less accounting paperwork
- Custom manufactured thermocouples



OVERVIEW

Honeywell Electronic Materials offers a unique program for thermocouple management. Traditional management schemes include repairing and recalibrating your thermocouples on a periodic basis, which can potentially yield inaccuracies of thermocouple readings and cumbersome scrap metal credits.

The Honeywell SWAP program allows trade in of used thermocouples for brand new ones without the need for scrap credits. Additionally, it eliminates the labor intensive repair and recalibration (R&R) process.

The SWAP price will not be subject to the volatility of the precious metal market as the precious metal wire is "swapped" out, thus enabling us to provide a fixed price¹ for each thermocouple. A fixed price simplifies purchasing as a new quotation does not have to be generated for each order.

Lead times are reduced as SWAP thermocouples are put into the production schedule the moment an RMA is issued. Thus, the manufacturing process begins before the thermocouple to be swapped is even received. In the R&R process, the repair

work cannot be scheduled until the thermocouple to be repaired is received and thoroughly evaluated, which extends the total R&R cycle time.

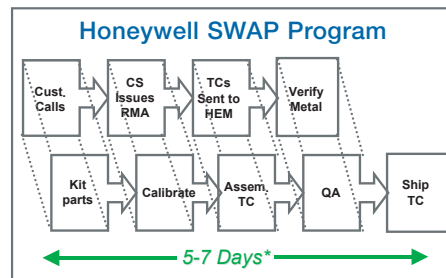
APPLICATIONS

The SWAP program is designed to make it easier for customers to manage their thermocouple inventory. It is an alternative to R&R and reduces overall cost of ownership. Fixed prices allow customers to budget accordingly and makes order processing simpler. Also, eliminating scrap credit transactions reduces accounting paperwork for customers. SWAP makes Honeywell Electronic Materials even easier to do business with by streamlining thermocouple management.

FEATURES

- Lower prices
- Fixed prices
- Thermocouples manufactured to OEM certified specifications
- Calibration offsets traceable to NIST
- ISO9001:2000 certified

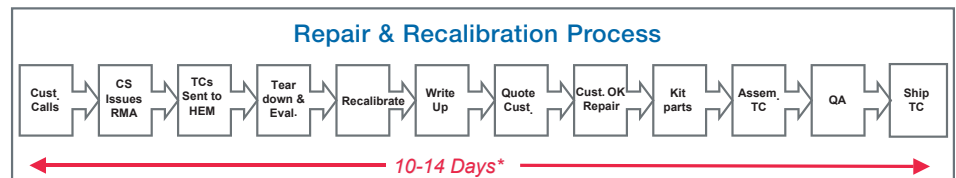
¹ Incoming SWAP thermocouple precious metal (PM) weight must be within 3 grams per thermocouple of the PM weight of the outgoing thermocouple or charges will be incurred for the difference based on daily PM prices.



New Thermocouples in Half the Time Compared to R&R

Process steps can be performed concurrently in the SWAP program which is not possible in the R&R process. The SWAP Program streamlines overall thermocouple management, increasing accuracy and reducing cost of ownership.

*Typical cycle times



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